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CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.
Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV. PUBLICATION OFFICE: TORONTO, JANUARY 7, 1910. NO. 1.

Winter Weather

IS THE TIME TO SELL

Robinson's Patent Barley!

It is an equally efficient food for infants and invalids, and you can recommend it without hesitation. Stock "Patent Barley"—it's right in your line, and there's no reason the drug-store man should have the monopoly of this quick-moving product. Remember the name—Robinson's.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion.

How Are Your Stocks

OF

"Crown Brand" Table Syrup ?

The wide-awake grocer gives this reliable quick-selling line every prominence, because he has found it just "hits the public taste."

You'll find it pays to handle "Crown Brand." It's the Syrup that guarantees "repeats."

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

UPTON'S

PURE

ORANGE MARMALADE

Often Imitated Never Equalled

UPTON'S PURE JAMS

Are Delicious

In 16-oz. glass jars and in 5-lb. double top sealed pails.

The T. Upton Company, Limited

HAMILTON, - ONT.

Profits from Purity

The satisfied customer assures a *permanent* customer, yet without purity satisfaction of the lasting sort is not possible—or probable. Profits from Purity, therefore, command regular trade. *Profits from the articles advertised below are business builders.*

Made pure for sixty years—as pure as pure oil and skill and experience can make it. The most sensitive complexion or most delicate lingerie is safe with "Shell" Soap. Antiseptic, sanitary, clean. Not a "tallow soap"—no decaying animal matter in it. Absolutely pure.

Pure Oil

"Shell" Soap

Bramwell's Epsom Salts show a noteworthy absence of moisture from top to bottom of package. They are absolutely free from foreign substances. They never have been and never will be classed with ordinary "salts" of commerce. They are in a class by themselves.

"Bramwell's"

Epsom Salts

Pastacaldi's Peel is prepared from the finest Corsican Citrons and you get what you pay for every time. No excess of sugar, but highest quality selected peel—drained. Pastacaldi's name on every box.

"Peels"

PASTACALDI'S **Leghorn** CITRON PEEL

ARTHUR P. TIPPET & CO., AGENTS
Montreal, Canada

Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

Winnipeg Office

Oh! You Manufacturers

I still have time for another "live one." Don't you want your goods pushed Write me to-day.

G. WALLACE WEESE

Manufacturers' Representative 30-32 Main East
"Face-to-Face Business" HAMILTON

Canadian Manufacturers and Exporters

Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods?
Don't you want some of this business?
You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to

10, Garfield Chambers, Belfast, Ireland

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

Representing Morris Packing Co.
Pork and Lard—Finest Quality

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.
52 Nicholas Street, - Ottawa
J. R. Routh, Manager.

Try a Condensed Ad. in the Grocer.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON,
Western Canada

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

Selected Raisins, Currants, Evaporated Apples.

Prices Right.

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

An inch space in this department costs 77 cents per week or $40.00 per year.

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

77 York Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

SPOT GOODS

Muscavado Sugar Sultana Raisins
Two and Three Crown Shelled Almonds
Rolled Oats Flaked Wheat Split Peas
Pot, Pearl and Pinhead Barley

Prices on Application

DOMINION BROKERAGE CO.
73 Front St. E - - - Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

Canadian Agencies Wanted

E. SAVILLE WEBB

7 St. Stephens Street

BRISTOL, :: ENGLAND

TO Brokers and Manufacturers' Agents

—Your business card on this page will keep
—your name and field of operations before
—Manufacturers, Importers and others
—looking for responsible representatives.
It costs you little and means much to you if you are looking for agencies.

Write for particulars to

The Canadian Grocer

Montreal Toronto Winnipeg

WE HAVE TWO CAR LOADS
NEW ORLEANS MOLASSES

Good strong bakers **Fine flavor and body**
Good sound packages

OUR QUOTATIONS ARE RIGHT

Do not overlook our

"ANCHOR" brand MOLASSES

You cannot equal it in quality

2-lb. tins, cases 3 doz. $2.85 case
3-lb. tins, cases 2 doz. 2.85 "

EBY-BLAIN, LIMITED

Wholesale Grocers - - TORONTO

Worth Digesting

MR. GROCER,

Have you ever stopped to think over the question as to which of the most popular Package Teas gives you the best returns? Compare our prices against other package teas you are handling. We think you will soon see, with the popularity Blue Ribbon Tea has with the General Public to-day, that, if you are not handling our lines, it would be to your advantage to do so.

25c.	grade	costs	you	20c. for 1 lbs.
25c.	"	"	"	21c. for ½ lbs.
30c.	"	"	"	24c.
35c.	"	"	"	25c.
40c.	"	"	"	30c.
50c.	"	"	"	35c.
60c.	"	"	"	42c.
80c.	"	"	"	55c.
$1.00	"	"	"	70c.

THE BLUE RIBBON TEA CO., Limited
266 St. Paul St., MONTREAL

Absolute Security

is assured you if you decide to handle only such canned goods as have "made good."

OLD HOMESTEAD BRAND

Canned Fruit and Vegetables

are "quality" goods which will keep your good reputation in absolute security, and add to your profits.

This is the brand in which the care and skill in canning the finest fruit and vegetables has preserved the delicious natural flavor.

Order to-day from your jobber. You'll be more than satisfied.

Old Homestead Canning Co.

Picton, - Ontario

Borden's new 5c. package has been a big success—

UNSWEETENED

Retails at 5c.

$2 per case of 4 doz.

IN planning for a big increase in business during 1910, put first on your list of good resolutions: "I will double my sales of Borden's Brands." You can always be sure of pleasing your customers if you recommend them yourself and instruct your clerks to do so as well.

Borden's Condensed Milk Co.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Mason & Hickey, Winnipeg, Man.
Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

THERE'S a reason why

Canada First Evaporated Cream

sells so well throughout the year. Customers know that the process of manufacture is as perfect as care, skill and cleanliness can make it, and the canning in air-tight sanitary cans, without the use of acid or solder, uniformly safe. Stock and recommend this splendid selling line.

Order from your wholesaler.

The Aylmer Condensed Milk Co., Ltd., Aylmer, Ont.

STORAGE IN HAMILTON

A new fireproof Storage Warehouse.

TRACK FACILITIES

Every convenience to reduce the cost of handling Merchandise

IN BOND OR FREE

Lowest Insurance

Experienced Warehousemen

Accounts Solicited

Storage and Transfer Co., Limited

Hamilton - - - Ont.

Start the Year Right!

If you have not a stock, at once order a supply of ***White Moss Cocoanut,*** that you may be sure you are always giving your customers absolutely the purest grade manufactured.

The Canadian Cocoanut Co.

MONTREAL

Delivering the Dozen

THINK! It takes no longer to deliver a dozen bottles of

"E.D.S." BRAND JAMS and JELLIES

than one! and it means eleven more bottles on which you are making a profit. Offer a little discount, and sell the housewife a dozen bottles at a time. You will be surprised how often you can do it, and delighted with the way your "E.D.S." stock is moving. It's worth trying

Sell the brand which has been certified **100** per cent. pure.

MADE BY

E. D. Smith at his fruit farm Winona, Ont.

A new line you should stock---Our Unfermented Grape Juice

A LEADER

FOR OVER

50 YEARS

COOKS FRIEND
THE COOK'S FRIEND
BAKING POWDER
FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.
In making Bread with this powder no fermentation takes place, and thus neither acid nor alcohol is formed, thereby producing SWEETER, LIGHTER and WHITER BREAD than by any other PROCESS.
PREPARED ON CORRECT CHEMICAL PRINCIPLES.
Never dip a wet spoon in the POWDER. Keep it always in a dry place.

W. D. McLAREN, LIMITED
Manufacturers
583-585 St. Paul Street - MONTREAL

It's a Pleasure

To sell an article whose worth and superiority are acknowledged — a line that does not take an awful lot of talking, pushing and explanation to move. Such a line is

SNAP

which differs from other hand-cleaners because it is beneficial to the skin whilst positively removing every vestige of dirt, grease, paint or tar.

Buy from your jobber.

THE SNAP COMPANY

MONTREAL : : CANADA

St. Lawrence

GRANULATED

and

GOLDEN YELLOWS

Made only from Pure Cane Sugar

The St. Lawrence Sugar Refining Co., Ltd.
Montreal

Profit is elusive

and particular care must be taken in the selection of your sardines if they are going to be a profitable line with you. Stock

"King Oscar" Brand Sardines

which for uniform purity, sweetness and good packing are unexcelled.

You can reach and retain the better-class trade with a line like this.

CANADIAN AGENTS:

J. W. Bickle & Greening
(J. A. HENDERSON)
Hamilton, - - Ontario

Start the New Year Right

BY USING

SUPERFINE
LINEN RECORD

The Best Paper for Blank Books and Office Stationery

SAMPLES SENT ON REQUEST

The Rolland Paper Co., Limited
Montreal Quebec

Made in Canada

THE OLD WAY OR THE NEW WHICH ?

In the old days your fathers and grandfathers had their merchandise hauled with ox carts. They weighed their goods with the old steelyards. They kept their accounts on a slate.

Later the horse was substituted for the ox, the spring balanced scale for the steelyards, the day book and ledger for a slate.

To-day many merchants are using the automobile.

The automatic computing scale has displaced the spring balance.

The McCASKEY ONE WRITING CREDIT REGISTER SYSTEM has displaced over 50,000 day book and ledger systems among the up-to-date, progressive merchants of the United States and Canada.

The McCASKEY is a time saver, money saver and money maker.

Your request on a one cent postal will bring complete information.

DOMINION REGISTER COMPANY, Limited
Successor to The McCaskey Register Co. in Canada
96-104 Spadina Avenue TORONTO, CANADA

To the Trade:

You Should in Stocking

CEYLON TEA

Be Ever Careful to Buy

The Better Grades.

IT IS

The Most Profitable

Policy in the Long Run.

Selling Cheap Teas at Fine Tea Prices Might Show Big Profits Temporarily, but It Would Eventually Kill Grade. And It Would Discourage Growing Fine Teas.

McCormick's Maple Leaf Biscuits

The result of tasting one of McCormick's new, delicious, trade-creating Maple Leaf Biscuits, with its layer of soft, enticing Maple Cream, smothered with two palatable, wholesome Maple-flavored Biscuits of Maple design, is an unconquerable desire for more, more, MORE.

McCormick's Lemon Cream Biscuits

McCormick's Lemon Cream Biscuit, with its layer of delicious Lemon Cream, sandwiched between two lemon-flavored Biscuits, of most elegant design, is our most popular Biscuit.

When a customer sighs: "Oh, I really don't know what to get"—suggest McCormick's Maple Leaf or Lemon Cream and the satisfaction will be mutual.

McCORMICKS BISCUITS

This is the Bat That Raises the Ball of Profit

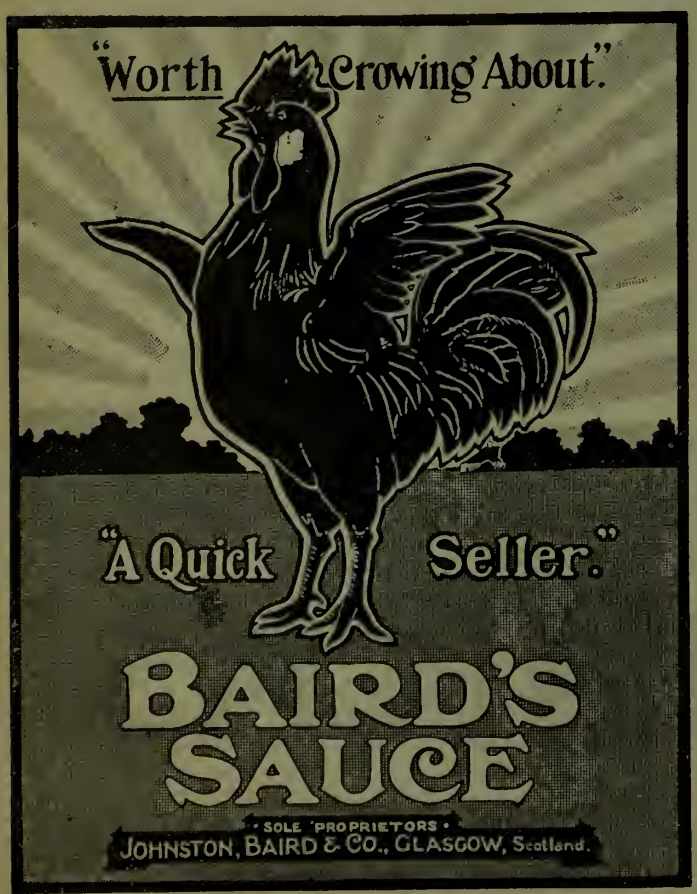
CAMPBELL'S SOUPS pay grocers 33 1-3 per cent. profit. We made it large so it would be worth a grocer's while to help our advertising with his salesmanship, because we believe with the two combined with the unmatchable quality of the goods, that eventually every one of *your* customers will be one of *our* customers.

Joseph Campbell Company

CAMDEN, N. J.

"21 kinds—Look for the Red and White Label."

ROSE & LAFLAMME, Limited, 400 St. Paul St., Montreal, and 65 Front St. E., Toronto
Canadian Selling Agents



10,000 Cash Buying Agents Wanted for

McCLUSKEY'S

REGISTERED

Original T'ETTE Tanninless Concentrated

TEA ESSENCE

In 6d, 1/- & 2/- Bottles.

Per Gross, 57/-, 108/-, 216/ , in 3-dozen cases, each size.

McCLUSKEY'S

Original Concentrated

TEA ESSENCE

In 6d. 1/-, 2/- & 2/6 Bottles.

Per Gross, 54/-, 102/-, 192/- & 288/-, in 3-dozen cases, each size.

Orders—TERMS, for United Kingdom, cash with order, is Carriage Paid. EXPORT, Continental, Colonial and Foreign remittance with order, is delivered free to any ship in United Kingdom port, by the Sole Inventor and Maker.

Patrick McCluskey

Manufacturing and Export Chemist

LIVERPOOL

HOW MANY CUSTOMERS HAVE YOU

who have not asked for H.P. Sauce? Our new extensive advertising is exciting a large demand, and your customers are buying it—SOMEWHERE.

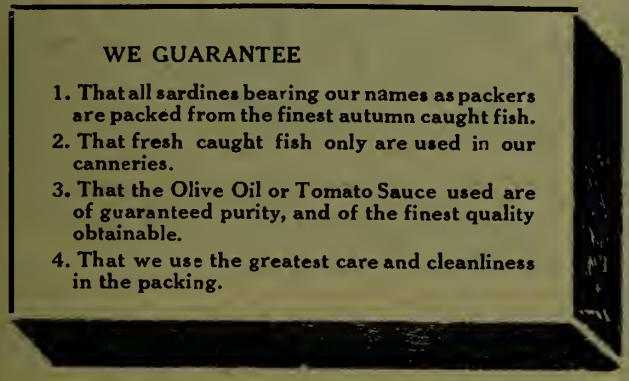
WIDE-AWAKE GROCERS ARE MAKING A LEADING LINE OF

W. G. Patrick & Co., Toronto and Montreal.
R. B. Seeton & Co., Halifax, N. S.
W. H. Escott, Winnipeg, Man.
The Midland Vinegar Co., Birmingham, Eng.

H.P. SAUCE

This is the CONCORD CANNING COMPANY'S guarantee given with each tin of CONCORD NORWEGIAN SARDINES

CCC
Norwegian Canned Goods



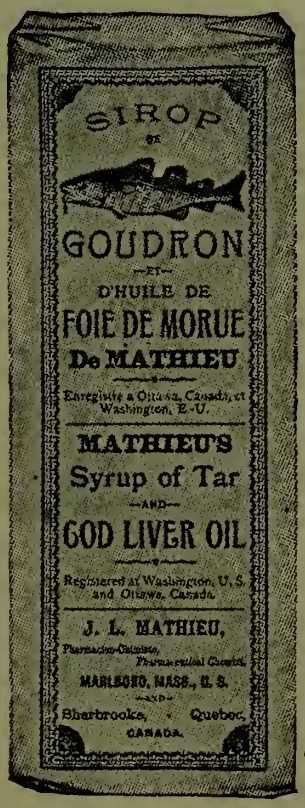
WE GUARANTEE

1. That all sardines bearing our names as packers are packed from the finest autumn caught fish.
2. That fresh caught fish only are used in our canneries.
3. That the Olive Oil or Tomato Sauce used are of guaranteed purity, and of the finest quality obtainable.
4. That we use the greatest care and cleanliness in the packing.

Such a guarantee is a splendid lever to move trade your way. Are you handling "CONCORD"?

LIST OF AGENTS:

R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg.
A. H. Brittain & Co., Montreal. W. A. Simonds, St. John, N.B.
Radiger & Janion, Vancouver and Victoria, B.C.



MATHIEU'S SYRUP

of Tar and Cod Liver Oil

has a more certain sale than most remedies. It is largely advertised, so that every one is familiar with the name.

It has been so successful in effecting cures that every user is a publisher of its excellent qualities.

Its sales have increased wonderfully everywhere. It is a sure seller.

MATHIEU'S NERVINE POWDERS

are needed wherever colds are attended with pains and fever.

See that you are well supplied with both, as the season of Colds is now on.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

GOOD COFFEE

Coffee better than the average. Coffee superior to others. Coffee so exquisite in flavor.

That people want it again—and again. That's what

AURORA COFFEE

is. The best that money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO. Wholesale Grocers Coffee Importers **HAMILTON**

BRANCH HOUSE: SAULT STE. MARIE

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

Manzanillas, Queens, Club House, Nutoliv
Pitted, Celery Stuffed, Pimento Stuffed

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE. WINNIPEG

Quaker Salmon

is always the same. That's the beauty of it. You can recommend it to your customers to-day, to-morrow and every day, and you can always be sure that the Salmon will back your guarantee.

Order from

MATHEWSON'S SONS

Wholesale Grocers

MONTREAL

SUGAR

When next purchasing supplies ot Granulated Sugar, ask for

Redpath

The Purest and Best. To be had in original packages, barrels of about 300 lbs., and bags of 100, 50 and 20 lbs.

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

THERE'S A DIFFERENCE

Between

SHIRRIFF'S EXTRACTS AND ESSENCES

and many other much advertised Essences. **"SHIRRIFF"** goods, while being of full strength, possess the correct natural flavor of the fruit! Isn't this a strong selling point and a good reason to push **"Shirriff" Essences and Extracts?** Stock up to-day. They're always in demand.

The Imperial Extract Co., - 8, 10, 12 Matilda St. TORONTO

1910 Tartan BRAND

Our Annual Tea Sale

January and February Bargains

Black Tea, 14c to $1.00 per lb.
Green Tea, 14c to 60c per lb.

Samples mailed on application. See our travellers.

BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**

OURS to the trade of Canada and best wishes for

A Prosperous New Year

from the T. A. Lytle Co., Ltd., Sterling Road, Toronto, Can., manufacturers of the famous

Sterling Brand Pickles

Fine Old English

Mincemeat and Plum Pudding

NOW READY FOR DELIVERY

Send in your orders quickly, please.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

Hamilton, - - Ont.

At the Ottawa Exhibition, Wagstaffe, Ltd., were awarded a diploma for having the finest selection of preserved fruits.

BOSTON BAKED BEANS

Simply the height of perfection in the packing of beans. Send for a trial tin that you may convince yourself.

Special Notice re Balaklava Sardines.—Owing to unprecedented demand our stock is now nil. We will have no more until Spring.

Eastern Canning Co. - Port Canada, N. B.

Soaps That Satisfy

These are the kind you are looking for and you will find satisfaction in handling RICHARDS PURE SOAP. Richards full line will bring trade to your store. Here they are:

RICHARDS

Quick Naptha Soap, Snow Flake Soap Chips
Ammonia Powder
100% Pure Lye Toilet Soaps

FROM ALL JOBBERS

THE MILK

Everywhere Acknowledged to be

Richest and Best

Reindeer Condensed Milk

The dealer wins customers by selling reliable goods that give satisfaction.

The Truro Condensed Milk Co., Limited, Truro, N.S.

In Thousands of Homes

White Swan Coffee

Has Won Favor

Purely on Its Merits

It is Undoubtedly

The Finest Package Coffee

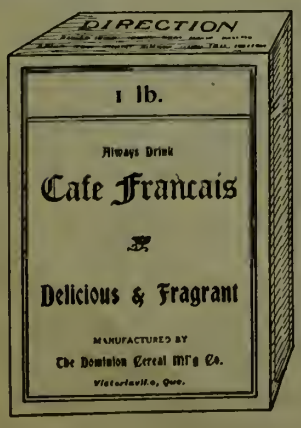
On the Market—Hence the

Enormous Increase in Demand

Packed in Handsome One Pound Tins
2 or 4 Dozen Per Case

Order Now—To-Day

WHITE SWAN SPICES
and CEREALS LIMITED
TORONTO



Cafe Francais

is a good line to stock right away. It is a profitable article to push, and will give you more return, for less effort, than most other groceries.

WRITE FOR FREE SAMPLE

Dominion Cereal Mfg. Company

VICTORIAVILLE, QUE.

Also Makers of Imperial Self-Raising Flour

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR

LONDON, ENGLAND — IS THE BEST

Commands a Preference over all others. — Made from the finest malted barley.

AGENTS

W. S. Clawson & Co., South Wharf, St. John, N.B. — W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto — R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
J. W. Snowdon, 413 St. John St., Montreal

We are open to do business on easy consignment terms — *Write our Agents for Particulars*

For Rapid Selling

ASEPTO
Soap Powder
(The enemy of Dirt)

is unrivalled. Will not injure the hands or most delicate fabrics. Washes thoroughly, quickly and with least amount of labor. Leaves you a splendid profit. Write us.

Asepto Mfg. Co.
ST. JOHN, N.B.

Mr. Merchant--
A Prosperous New Year To You

How much did your Accounting cost during 1909?

The
Huber Account Register and System

(The only one writing and one reference System manufactured)

will do your work during 1910 at a cost of from 3 to 5 cents per customer per month, and in future years practically for nothing, as first cost is the only cost.

Protect yourself against loss, make your business life a pleasure, adopt the HUBER SYSTEM, an AUTOMATIC ACCOUNTANT that Saves your Time, Stationery, Avoids Errors and Disputes with Customers, Collects your Accounts, Fits any Safe.

For full information, address—

R. B. Belden & Co.,
Manufacturers
178-180 Victoria Street - - Toronto

Dust is a General Nuisance

BUT IT CAN BE AVOIDED BY USING

DUSTBANE

on sweeping day. "Dustbane," moreover, disinfects the room and restores carpets and rugs to their original freshness. The women swear by "Dustbane" when once they have used it. Get them on your side by selling "Dustbane." There's money in it for you.

Dustbane Manufacturing Co.
BOSTON - - - MASS.
Canadian Factories: Winnipeg, Man., St. John, N.B.
ASK YOUR WHOLESALER FOR THESE GOODS.

"The Food of Old Holland"

You are interested in goods which do not hang fire—for which there is a demand all the time.

SELL

HOLLAND RUSKS

which are delicious and nutritious, and leave you a worth-while profit.

SEND FOR SAMPLE

HOLLAND RUSK CO., - HOLLAND, MICH.

If your Jobber can't supply you, write

McGREEGOR SPECIALTY CO.
672 Yonge Street, TORONTO

Goodwillie's Fruits
IN GLASS

Have You Tasted Them Yourself ?

If not, do so

Agents:

Rose & Laflamme Limited

Montreal and Toronto

José Segalerva
MALAGA, SPAIN

Look for that brand when you buy

Malaga Table Raisins
Malaga Loose Muscatels
Jordan Shelled Almonds
Valencia Shelled Almonds

You will find that the goods have absolutely no superior in the matter of quality and attractiveness of packing. Your most particular customers will be easily pleased with them.

Agents
ROSE & LAFLAMME, LIMITED
Montreal and Toronto

Earn the housewife's gratitude by recommending and selling

WONDERFUL SOAP

There's no soap made that is quite so effective for general cleaning and washing purposes as "WONDERFUL," and its sale leaves you a well worthwhile profit. You'll find "Wonderful" Soap a powerful lever to move all the family trade to your store. We sell the **good article** and offer **no premiums.**

Guelph Soap Co.
Guelph, Ont.

GINGERBREAD
BRAND
Creates the Demand

This well-known Molasses is packed in tins—2's, 3's, 5's, 10's and 20's; in pails—1's, 2's, 3's and 5's, 10 gallon kegs, half-barrels and barrels.

When ordering from your wholesaler mention the above brand.

The Dominion Molasses Co., Limited
HALIFAX - NOVA SCOTIA

Let us give you a pointer for 1910.

Your staple commodities, such as **TEA and COFFEE,** should indicate the quality of your general stock. Any anxiety you may have had on this account will be speedily removed if you handle

"MELAGAMA" THE TASTY TEA AND COFFEE

Ask for our samples and prices of BULK TEAS and COFFEES. We know that we can satisfy you.

MINTO BROS. - - - - TORONTO

Our Meadow Cream Sodas

not only sell, but they sell other lines as well. You stock a few cases and see for yourself. Our price is the same as that charged by others for biscuits not quite so good.

The W. J. Crothers Co., Limited

KINGSTON, - ONTARIO

JAPAN TEAS

Jobbers please apply for samples of our remaining lines at different points.

S. T. NISHIMURA & CO.

Montreal and Japan

EWING'S

Sage, Savory, Thyme, Mint, Marjoram!

How are your stocks of these? They should be such as to enable you to fill all orders without any delay. Write us, or speak to one of our travelers if your supply is low.

S. H. EWING & SONS

Montreal **Toronto**

Here Are Two Old Reliable Sellers!

YOU CANNOT DO BETTER THAN PUSH THESE TWO LINES ENERGETICALLY DURING THE COMING YEAR. THEY BOTH YIELD A GOOD PROFIT AND ARE EASILY SOLD, THEY ARE SO WELL KNOWN.

TO-DAY, Look over Your Stock of

Rowat's Pickles and Olives

and

Paterson's Worcester Sauce

SOLE OWNERS

ROWAT & CO. - Glasgow, Scotland

CANADIAN PACIFIC

WESTERN EXCURSIONS

Single Fare

Plus $2.00 for the Round Trip

From all stations in Ontario, Port Arthur and West, Manitoba, Saskatchewan and Alberta, to

VANCOUVER VICTORIA and WESTMINSTER

Also to OKANAGAN VALLEY and KOOTENAY POINTS

Tickets on sale December 16, 17, 18, 1909; January 21, 22, 23 and 24; February 15, 16, 17, 1910; good to return within three months.

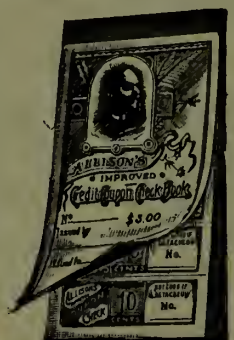
Stop That Leak!

Stop the loss occasioned by bad bills—stop the loss of good credit customers because of misunderstandings. There's a simple, easy, practical way.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK



A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by

ALLISON COUPON CO., Indianapolis, U.S.A.

White Dove Cocoanut

is a line that you can carry in stock all the year round, but this is the time to see that you are beginning right, by having a good supply on hand for the season when cocoanut sells most freely.

W. P. DOWNEY

MAKER - - MONTREAL

IF ANYTHING HAS MERIT—

IT SURELY GAINS. Since 1892, one hundred and forty different firms have been in the tea business. Every few months one of them would decide to put a package tea on the market that would be "as good as **'SALADA'** and sell for less." They would order a couple of hundred thousand labels, a packing machine, some boxes and—the tea. Their travellers called on you and every other grocer in town. They told you of the wonderful quality of their tea—how it was going to be advertised—the demand that was sure to come. You got a "confidental" price. You bought a case. What happened?

Somehow, the tea didn't sell. The advertising stopped—if it ever began. The tea lost what flavor it had and deteriorated in quality. The wrappers faded and got dirty. Every time you looked at it you got mad. And the curious thing about it all was this: While the "just as good" kind remained on your shelves, you sold pound after pound of **"SALADA"** without trouble of any kind.

For eighteen years **"SALADA"** has been unequalled for goodness, freshness and fine flavor.

For eighteen years **"SALADA"** has been Canada's premier package tea—the only tea that can be absolutely relied upon year in and year out.

It is tea at its best.

15 Wellington St. East
Toronto, December 31, 1909.

Dissolution of Partnership

Dear Sirs,—

The partnership heretofore existing between the undersigned and Mr. Crawford W. Powis, under the firm name of *Anderson, Powis & Co.*, Commission Agents, is this day dissolved by mutual consent, the undersigned taking over the Agencies and continuing the business under his own name as Agent for Domestic and Foreign Shippers.

Thanking you for many courtesies extended to our firm, and soliciting a continuance of same on my own behalf,

I am,

Very faithfully yours,

WALLACE ANDERSON

Your Customer's Confidence

is your strongest business asset. But you can only expect to hold it by handling goods of merit.

HEINZ
57 VARIETIES
Pure Food Products

(The kind that contain no preservatives)

are recognized as the standards of purity and excellence in food quality. They meet the requirements of all pure food laws and are guaranteed to suit. Money back to your customers if they fail to please. That's why the **57 Varieties** are such good business-builders.

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

THE PUREST AND BEST

MR. DEALER

Have you stocked the new **5c.** tin

St. Charles Brand ?

Some of your customers will want it and any jobber can supply you. It's a convenient package and only **$2.00** per case.

Manufactured by

St. Charles Condensing Co.

INGERSOLL, ONTARIO

CANADA

She wouldn't take as a gift any other salt but

Windsor Salt

for table or dairy.

She knows that "Windsor" Salt is pure—that no adulteration is added to keep it from caking—and that it gives a delightful savor to the food, the butter and the cheese.

She knows, too, that no other salt is "just as good."

The Canadian Salt Co., Limited

Windsor, Ont.

A1 SAUCE

This sauce has been delighting the palate for 100 years, and is still giving a zest and relish to the plainest and richest fare.

As a merchant you are interested both in quality and profit. You'll find both satisfactory.

A1 Sauce will repay you well for any trouble you may go to in giving it prominent display and asking your customers to try it. Sample it yourself, though, first.

GENERAL AGENTS :

H. HUBBARD, 27 Common St., Montreal. THOS. O. BAXTER, 27 Front St. E., Toronto. R. T. TINN, 337 Hastings St. W., Vancouver.

We also make a full line of Meat Extracts, Essences, Soups and Potted Meats.

BRAND & CO., Limited, Purveyors to H.M. the King **London, England**

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The New Era in the Grocery Trade

The Vending of Foods will soon be recognized as a Profession, with no room for the Slovenly or the Unskilled.

THE grocery trade is overcrowded with men with a grouch—and why? Fierce competition, small profits, long hours, department stores, bad debts, and — well, that is enough. And yet in no business on earth are there greater opportunities for success, in no calling is there more room at the top, boundless, limitless room on top. You at the bottom are incredulous, pessimistic, and withal, you have a grouch.

Let me tell you this, the day of the doctor is passing. Medicines, drugs and nostrums are fast being discarded for pure foods. The cut-rate drug store, trying to force the sale of "dope" at bargain prices, is evidence of a revolution, slow and subtle, but sure. Now has dawned the day of scientific diet, of health-giving foods, and, above all, of cleanliness.

With the shifting of scenery, exit the doctor, enter the food expert. Health will be sought at the store where clean, wholesome foods are sold, not at the drug store. Some day in the future—the near future—the vending of foods will be recognized as a profession. In the profession there will be no room for the slovenly, the unskilled, the charlatan. Keenness of palate and eye, backed up by the knowledge and practice of a thousand, or more, technical details, will be indispensable qualifications to the man who is to replace the grocer of old. He will be an expert in the art of ventilation, and the natural preservation of perishable food stuffs. As in the other professions, much will depend upon his personality—the foods which we eat must be above any suspicion of contamination from personal uncleanliness of those who sell and handle them. The shop, the counter, the scales, will all be kept as clean as the operating room and the instruments in an hospital. Even a pound of lard is a thing of beauty when it is fresh, and sweet, and clean. The day is already past when fish and tea, coal oil and butter, are delivered to the consumer in the same old soap box.

A generation back, all this scrupulous care, this skilled cleanliness, this niceness, would have been regarded as insane fastidiousness. To-day the majority of people demand it, and demanding it, or not, it is a very exceptional person that does not appreciate it, consciously or otherwise. And the reason for it all is that we are getting to realise that the deadly germs of disease lurk in foods which are not fresh, and handled and kept under conditions of absolute cleanliness. We are learning, too, that the chemical preservative is only the choice of two evils, its entry into the human system, working harm second only to the germs of disease themselves.

Room on top? The room is all on top—the bottom is crowded to overflowing. If not ten per cent. of retail grocers succeed there is a reason for it, and the reason is that the profits are at the top, the losses at the bottom.

Yes, Sanitation, Cleanliness, Purity, and Freedom from Contamination will uplift the business to the level of the professions, will defy competition, enhance profits, raise the grocer from an ill-paid life of drudgery to one of congenialty and affluence.

C. L. MARSHALL.

Careful Attention Paid to Interior Arrangement

Crow's Nest Trading Co., of Fernie, B. C., Consider Cleanliness and Attractiveness—Have Modern Fixtures in Quarter-Cut Oak—A Neat Fruit Display—Sell Strictly for Cash.

Fernie, B.C., January 3.—That especial care should be exercised in the arrangement of the store interior is the contention of the Crow's Nest Trading Co., of Fernie. This may be observed from the cut shown herewith. It illustrates the value placed upon neatness and attractiveness and on the comfort of the customers.

The Crow's Nest Trading Co.'s store is made up of many departments including groceries, crockery and chinaware, dry goods, men's furnishings, boots and shoes, and furniture.

The cut shows an attractive fruit layout built on a slant so that every box can be easily seen. The bin and shelf fixtures are of the modern variety displaying the goods to the best advantage. Showcases are used for confectionery and, as well as the counters are kept scrupulously clean. Chairs are provided for customers and this consideration is much appreciated by them.

The company does a large business. It has a staff of 24 salesmen, and has seven horses for delivery purposes. The present building is the outcome of a fire in August, 1908 when the store, warehouse and stables were completely destroyed.

The construction was begun on October 1st, 1908, and the store was opened for business December 4th of the same year. It cost $25,000 and the rapid erection is considered a building record in the west.

The fixtures are all quarter-cut oak. The store is 60x114 feet in dimensions and is built of stone and brick. The ground floor is utilized by the grocery, dry-goods, men's furnishings, and boot and shoe departments, and the second storey by the furniture, millinery, and dressmaking parlors. The basement, which is the size of the whole building in length and breadth, is used for storage purposes.

The business which was established four and a half years ago is conducted on a strictly cash basis.

An Interior View of the Grocery Department of the Crow's Nest Trading Co., Fernie, B.C., With Some Good Ideas on Interior Arrangement.

MAIL-ORDER PRICE HIGHER.

A rather amusing story is told on a man who went into a hardware store and wished to purchase an axe. Being shown the article and informed that the price was $1.15, he said: "Why, I can get that same kind of an axe from a mail-order house for 90 cents." "Very well," said the hardware man, "I will give it to you for the same price provided that you will do the same with me as you would with them." "All right," said the customer, as he handed over a dollar bill, the merchant giving him back ten cents in change. "Now," said the hardware man, "I want 25 cents more to pay express charges," which the purchaser gave him. "How much did your axe cost you?" "One dollar and fifteen cents," the man answered. "Very good; now give me the five cents more for money-order fees and postage," which the purchaser had to hand over. "Now, how much did your axe cost you?" One dollar and twenty cents," said the customer. "Not so cheap after all," said the merchant, whereupon he picked up the axe, tossed it back on the shelf and told the customer to call for it in ten days, as that would be as soon as he could get it if he had ordered it from the mail-order house.

The Planning of a Modern Retail Grocery Store

Winnipeg Grocer Has His Architect Prepare Plans Before He Begins to Build—All Dimensions and Nature of Fixtures Worked Out Beforehand—Has Plenty of Floor Space, Shelf Room and Light.

Winnipeg, Jan. 4. — The store plan shown herewith is that of a new store in Winnipeg opened on December 1st by H. E. Weldon.

At first sight it would seem that the store is too long and narrow and that there would be a decided deficiency of light. This, however, is not the case. The manner in which the proprietor has overcome the possibilities of cramped floor space and darkness is deserving of credit. In the first place the store is not as narrow as it may seem. It is twenty feet wide despite the fact that it is ninety feet long. It is the great length that gives it the appearance of narrowness. However in designing the interior every inch of space was utilized to the best advantage.

On each side of the store spacious shelves reach from the floor to the ceiling upon which packages and cases of considerable size can be stored. On the counter side convenient bin fixtures are installed which open from the top. They are large enough to contain the major part of the goods in stock which can be put into the bins. These sensible shelves and bins make it unnecessary to store goods on the floor, which would seriously obstruct the passage. What goods are unavoidably piled on the floor, are arranged systematically which serves a double purpose of leaving space and inviting the attention of the customer.

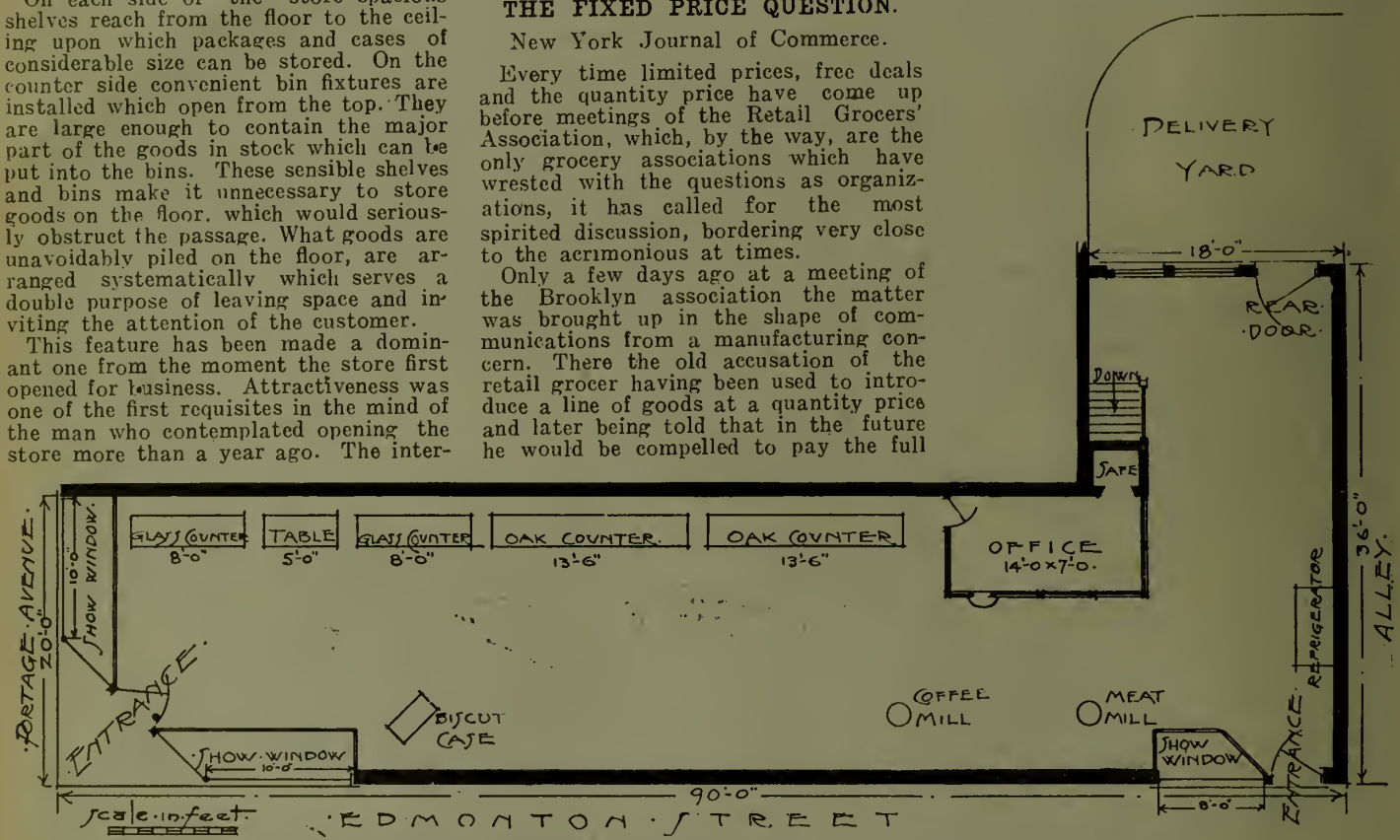
This feature has been made a dominant one from the moment the store first opened for business. Attractiveness was one of the first requisites in the mind of the man who contemplated opening the store more than a year ago. The interior is all trimmed in white. This is always clean looking and is a bright idea for a grocery store. On the street the whole store shows up well through the window. The white shelves, the white ceiling and walls and the white coats of the salesmen certainly invite the customer.

The windows are wide enough to permit displays and the whole front, corner and ten feet of the side is of glass from window rest to ceiling. The entrance is convenient and just about six inches above the pavement.

The store is built on the corner of a block, 100x90 feet, so that the length could not be changed; and it was not necessary to change it as is proven by the interior plan designed by Mr. Weldon.

It will be noticed that the rear of the store is spacious and that the delivery yard is large and convenient. The basement is exactly the same size as the store and it has a high ceiling which is almost perfect in cleanliness. Stocks are run into the basement from an opening in the Edmonton Street sidewalk. Mr. Weldon was for some time a bookkeeper for his brother, F. E. Weldon, who for seventeen years conducted a grocery business on Portage Avenue, a few blocks from the new store. Formerly the brothers were partners in a grocery store in St. John, N.B.

Herbert B. Rugh, architect, Union Bank Building, Winnipeg, drew up the plans of the Weldon store.



A Reproduction of the Architect's Plan of The Grocery Store of H. E. Weldon, Winnipeg.

THE FIXED PRICE QUESTION.

New York Journal of Commerce.

Every time limited prices, free deals and the quantity price have come up before meetings of the Retail Grocers' Association, which, by the way, are the only grocery associations which have wrested with the questions as organizations, it has called for the most spirited discussion, bordering very close to the acrimonious at times.

Only a few days ago at a meeting of the Brooklyn association the matter was brought up in the shape of communications from a manufacturing concern. There the old accusation of the retail grocer having been used to introduce a line of goods at a quantity price and later being told that in the future he would be compelled to pay the full wholesale price and buy only through the jobber was made. As the result of the discussion the matter was tabled.

Summing up the whole situation, so far as the retailer is concerned, it looks as though the problem is one largely of local and individual conditions. One may argue from early dawn to long after dusk to a big consumer that the quantity price is pernicious, in that it tends to give the big fellow an advantage, but all the talk will not convince the large buyer that he is not entitled to better figures than the smaller one. Take it in New York for instance, where the only salvation of the small grocer to meet the competition of the chain and department stores is through buying exchanges. It is impossible to convince these merchants that they are not entitled to compete through the medium of large purchases, jointly made through their exchanges.

"The best way to settle all these differences is to leave it to each individual be he manufacturer, jobber or retailer," is how one well posted on conditions put it to the writer. "No one man can tell the other fellow how he should conduct his business, for each knows his own affairs to the inner workings of the business of every merchant, jobber or manufacturer.

"There is no philanthropy in business and it will be hard to convince me that every man with either a buying or a selling policy is not working for his own interests.

"Take the manufacturer who is marketing his product with a free deal attached; he is not giving away his product just to show his friendship to the purchaser, but because he figures it out that this is the profitable way, according to his notion, to make the most money in the long run. It is about the same with the 'quantity price' man; he gets around the 'free deal' scheme, of which he is often the most decided opponent, by selling much of his goods at a lower figure than he will a small lot. His argument is that his fixed charges on handling a large sale are no greater than on a small one—and outside of being able to collect his bill and making his profit he is not particularly interested in the troubles of the purchaser. The one who favors the limited price plan figures that the greatest distribution is through the small handlers."

Wholesale Grocer Blamed for the Huckster Trade

"Equity" Claims that the Retailer is not Getting Proper Consideration and Suggests Remedy — Thinks Other Wholesalers are Not so Bad as the Wholesale Grocers — The Latter, He Says, Sell Indiscriminately.

Editor Canadian Grocer,—Ages ago an observant man declared that there was "no evil under the sun." It may be that, had we been his contemporaries, the keenness of sight of the man would have constrained us to admiration, as it had been that of a discoverer; but the number of the evil's progeny has become so prodigious, their choice of an abiding-place has been so persistent, that to-day it is the man able to ward off a few of them to whom admiration is due. Of course, many of these are optional—not all are legitimate possessions. "A choice of evi's" is an expression that jumps to the tongue like a proverb.

Exterior View of the New Grocery Sto re of H. E. Weldon, Winnipeg, Man.

Among the possessions of this sort that appertain to the business man is one that has been granted especially to the retail grocer. But he finds no joy in its possession, for it is destructive to his business. This is the evil of the peddling huxter.

The plain, unadorned huckster is not altogether a boon to the retail grocer, but the huckster that peddles accumulations is an enemy. Occasionally, in the capacity of plain huckster he is found in the city marketplace, but his especial delectation is the peddling of his wares from house to house, for in this there is profit. If he is protected by the peddler's license he fights in the open, but in default of this protection he fights secretly in the shadow of his ability to evade the law in regard to the license. His plan of campaign is as thorough as it is ubiquitous. He supplies the merchant's town customers with butter, eggs, poultry, and what garden produce the grocer may sell; the country customers he supplies with anything to be found in the stock of the wholesale grocer, for the wholesale grocer sells to the huxter.

While he is collecting produce from the farmer to peddle amongst the townspeople, this "huckster" solicits orders, supplies the goods at wholesale prices, and charges usually 10c per parcel for delivery—more whenever possible. To the wholesale price of a bag of sugar he adds 10c, to a pail of lard 10c, to a box of prunes 10c, and so on. On several such articles he may decrease or increase his commission as circumstances warrant, always taking thought, however, to undersell the retail grocer.

Not Much Profit on Sugar.

A few weeks ago a farmer came into the store and inquired the price at which we could sell him a bag of Imperial granulated sugar. At the time this sugar was quoted at $4.55 wholesale. We asked him $4.80, deluded into the fancy that our generosity would break up the springs of his heart. It did, but generosity was drowned in the flood.

"I can do fifteen cents better than that," said the farmer, "Mr. ——, the huckster will fetch it to me from Toronto for $4.65—four dollars and sixty-five cents at my own door!"

The wholesalers asked us $4.55 per bag; freight and cartage cost, per bag, 18c; total cost, $4.73. At the price we asked there would actually accrue to us a profit of seven cents. Were we handling sugar in trainloads this would pay—certainly. But retailing an occasional bag, the deal would not pay for a plug of tobacco at the opposition store.

It makes the long-suffering merchant muse upon the possibility of finding an article in the trade that he can sell; it seems to him as if his existing stock were a permanent institution—come to stay, in fact—while the pasersby idly wonder if the proprietor has arrogated the office of the tobacco dummy; for many have wedged in this stock also in a wild attempt to stave the inevitable hour.

It is this trucking between the wholesale house and the farmer (or another) that crowns the peddling huckster past-master of offence! and the fault, the injustice of the retail merchant, lies with the wholesale grocer. Moreover, the wholesaler sells not only to peddling hucksters, but to hotels, restaurants, and private individuals. It is a fact that some have sent travelers amongst the farmers.

We have had a long experience in another line of trade, we have consulted those in still others, and in all these we find the wholesaler abiding by the ethics of his business, to sell to the legitimate retailer in the business only. But the wholesale grocer would apear to have framed a motto that reads, "First come, first served: all look alike to me."

Naturally, in such a case, we look wistfully for a remedy. A man has his

choice of businesses—whether of evils or no—and having decided upon one he feels that it should make his existence in this fair world a possibility, providing he himself is competent. If the retail grocers of this province would combine to form a stock company, subscribing to shares of, say $100 per share, they could control their own wholesale trade, and the chief part of this particular evil would disappear, making existence for the merchant partake less of the nature of a continuous problem in the higher mathematics.

Many merchants have ideas about this matter—let me add 'feelings'—and many would be pleased to hear what the Retail Merchants' Association may say on the subject. If you should feel, Mr. Editor, that the discussion of this question and its remedy be desirable you find a place in your journal for this letter.

"EQUITY."

Pickering, Ont., Jan. 3, 1910.

COMMITTEES ARE READY.

Drummers' Snack Club Prepare Early for the Big 1910 Event at Oakville.

Toronto, January 4.—The Drummers' Snack Club got away to a good start with their annual mid-summer outing when they appointed committees and made the preliminary arrangements on the occasion of their dinner a short time ago.

The receipts from the last outing amounted to $704.97 and the disbursements $471.98 leaving a balance of $232.99.

This year's big event will be held at Oakville, although there were some warm discussions before it was decided upon. Erin, Georgetown and Acton were competitors but Oakville won out in the end. The dates will be July 29 and 30.

The following were the committees decided upon to attend to arrangements:

Refreshment Committee — Michael Matthews, Chairman; Geo. Campbell, M. P. Malone, W. H. Cross, R. E. Smith, Chas. Smith.

Collection of Prizes—Walter Madill, Chairman; Bert Groskurth, Chas. Silver, J. H. Wildfong, R. Smith, M. P. Malone, C. Wilson, Bay Hill.

Games—Thos. Gloster, chairman; J. H. Wildfong, John Charles, C. C. Smye, W. J. Dore.

Advertising—Robt. Algie, Robt. Asher, Dr. Algie.

Transportation—W. Reilly, W. Meen, "Pop" Somerville.

Music: Hamilton—H. Eckstein, Col. Stoneman, Geo. Smye, Chas. Smye, W. Pringle. Toronto—Will J. White, E. Bowles, W. Reilly, Sol Walters, John Charles.

Robt. Asher was again given charge of the issuing of the programmes.

C. H. Lee, manager of the Canada Spice & Grocery Co., London, Ont., entertained the travelers and office staff to a luncheon before the close of the year.

THE SALESMEN BANQUETED.

Toronto, January 3.—Following the annual conference of the Canadian and United States heads of Holbrooks Limited with their salesmen on the American continent, an enjoyable banquet—the third annual—was held on Thursday evening, December 30th, at McConkey's restaurant. Some thirty were in attendance from various parts of the continent, the total distance traveled in getting to Toronto being estimated at 10,000 miles. The banquet tables were attractively decorated and the menu one that would have graced any banquet hall.

H. Gilbert Nobbs, manager in Canada and in the United States, introduced the various toasts and speakers and in the course of his remarks during the evening gave some splendid advice to the salesmen on the co-operation with and loyalty to the firm with which they were connected. "The King" was as usual on such occasions loyally honored. "The Firm" was proposed by N. C. McLean and J. V. Serivener and responded to by Mr. Nobbs. W. N. Bowman, assistant manager in Canada and in the United States, proposed "The Trade Press" which was replied to by the editor of The Canadian Grocer. "Our Agents and Distributors" was heartily toasted on being proposed by the manager. H. H. Simpson, of New York State, replied with some well thought out points on the qualifications of a good salesman.

The entertainers were not a few. Among the vocalists present were J. V. Scrivener, Fred Lewis and C. E. Norris, while in the ranks of elocution, S. T. Morgan and J. G. Nobbs stand among the first. Wm. Middleman, New York city, told some funny stories and short addresses were given by a number of others present. The midnight hour had struck before the merry company dispersed and needless to say all greatly enjoyed the few pleasant hours.

Canadian and United States Officials, Agents and Traveling Salesmen, of Holbrooks, Limited, who Held Their Annual Conference Last Week in Toronto.

BELIEVERS IN CALENDARS.

Cornwall Merchants Consider that their Advertising Value Warrants Their Circulation.

Editor Canadian Grocer—In the issue of The Canadian Grocer of the 17th inst., we noticed an article on calendar giving, in which was stated that most of the Chatham grocers had dispensed with calendar giving. As we believe that attractive calendars hanging in the homes of our customers is one of the best methods of advertising, we feel that we will always give calendars.

In regard to distributing them to our customers, we deliver one to each customer, about one week before Christmas and make it our business to see that each customer gets one. Not one is given to any child in the store. This has been our practice every year and we have no trouble whatever with children clamoring for them. If children do ask for them, they are told, that if their mother is a customer she has or will get one.

FAWTHROP BROS.

Cornwall, Ont., Jan. 3, 1910.

CALENDARS for 1910.

Connors Bros., Black's Harbor, N.B., are sending to the trade an attractive and useful calendar this year, as usual. The illustration is entitled, "Here he Comes," and represents a family eagerly watching from the window for the home-coming of the husband and father.

"Always in the Lead," is the catch line on the artistic 1910 calendar issued by the Royal Polishes Co., Montreal.

A clock has more sense than a man. When it's all run down it stops working.

Many Grocers in the Municipal Ranks for 1910

Results of Elections Show That Several Business Men are Chosen to Assist in Public Affairs in Their Respective Municipalities — Additional Prestige as a Merchant is Secured.

The municipal elections are over once again in a great many places, and it is gratifying to note that grocers and general merchants, as well as many other business men, have been selected to guide the destinies of villages, towns and cities in Canada during 1910. The men who pay the bulk of the taxes are usually the merchants, and it is up to merchants to see that they are represented by careful business councillors.

In the past a great many used to think that only professional men had the ability to conduct the affairs of a town or city, but this impression has died away. It is the men who have the business experience who know how to conduct business for a municipality, and this is the class required.

Some Grocers Elected.

In London, Ont., R. C. Eckert, of the Gorman, Eckert Co., spice manufacturers, and A. J. Morgan, seed merchant, have been elected as aldermen.

Walter Fairbarn, egg merchant, is one of the councillors in Orangeville, Ont.

The reeve of Deseronto, Ont., for the coming year is James Dryden, grocer and flour dealer. Two grocers were elected to the council, viz., Thos. J. Naylor and Jos. R. Stainton, while Jas. Sexsmith, grocer, is one of the school trustees.

Ald. John Forth, Hamilton, president of the Retail Grocers' Association, was again elected to sit in the council for 1910. Mayor John I. McLaren, grocery broker, who was elected last year, had no opposition.

In Chatham, Jno. McCorvie and Wm. Anderson, two grocers, were reelected as aldermen, and in Kingston, Mayor Dan. Couper, grocer, elected last year receives another term by acclamation.

In Lindsay, Ont., the mayor for 1910 is J. B. Begg, soda water manufacturer. A. C. Babcock, grocer, Amos Hawkins, grocer, and M. J. Lewis, butter manufacturer, have been elected to the council.

A. S. Kimmerly, grocer, has been elected to the council of 1910, in Napanee, Ont.

W. A. Sherwood, grocer and George E. Jones, merchant, have been chosen as aldermen in St. Catherines, Ont.

In addition to the assistance business men can give to carrying on the business of a municipality, there is a certain amount of advertising value attached to the office, especially when no faults can be found with the merchant who offers himself as a candidate.

THE OLDEST OF THEM ALL.

The accompanying illustration shows a store now occupied by Dyer & Son, general merchants, Sutton, Que. The history of this family as grocers dates back to 1834, when a store was opened by the late George C. Dyer, about one half mile south of the present town of Sutton.

In this was opened, in 1848, the Sutton post office. Mr. Dyer held the office of postmaster up to the date of his death in 1890. During this period he was very prominent in all town matters, and acquired the familiar nickname of "Colonel" Dyer among his associates.

His only son, Eugene, in 1858, and his grandson, Leon E. Dyer in 1878 became connected with the business. The latter is now sole owner. The business, therefor, has been owned and managed by one family for three generations, covering a period of 75 years.

In 1834 the store shown in the illustration was built by Elijah Kemp, who carried on business in it for 40 years, when he sold to the present owners.

Store of Dyer & Son, Sutton, Que., Which Was Built 75 Years Ago.

Dyer & Son lengthened the store, moved their stock and the Post Office into it. The old store is now in disuse, and stands on Eugene Dyer's farm. For besides being storekeepers, the Dyer family have kept up the farm as an adjunct, and a home.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

White & Co., cor. Front and Church Sts., Toronto, since their fire, Dec. 11, have lost no time in getting their building into shape again. A large staff of workmen have been rushing the work along so that they expect to be back at the old stand in two weeks time. The ground floor has been remodeled and fitted up conveniently for the different departments. They also intend to raise the building another storey. This latter improvement, however, will not be made till warmer weather arrives. Business is being conducted at their other warehouse, 18, 20 and 22 Church Street, without interruption.

TRADE NOTES.

F. L. Wagner, Aylmer, Ont., has sold his grocery business to Mr. Filby, of Woodstock, Ont.

F. R. Pursell, general merchant, Simcoe, Ont., has assigned and the stock will be sold by auction.

J. A. McCrea & Son, Guelph, Ont., have purchased the retail meat business of J. & A. McHardy, of that city.

F. G. Evans, grocery broker, Vancouver, B.C., is in the east on a business trip extending over some two or three weeks.

W. Roberts, the Maritime province representative of the N. K. Fairbanks Co., Chicago, is being transferred to Vancouver, B.C.

Aylmer, Ont., is to have a general delivery system somewhat similar to the one in Simcoe. It is due to take effect on Monday, Jan. 10th.

F. F. Adams, a bright Cardinal grocer, who is always on the lookout for new ideas, paid a visit to the Montreal office of The Grocer this week.

N. S. Hannah, Winnipeg, representative of the N. K. Fairbanks Co., was in Toronto during the week, and called at the Toronto office of The Canadian Grocer.

Mr. Ashworth, Toronto representative of the N. K. Fairbanks Co., was in Montreal last week, attending a meeting of the Canadian representatives of that company.

J. Howard Simpson, of the Simpson Co., wholesale grocers, Guelph, Ont., was presented with a gold headed cane by the traveling, office and warehouse staffs on Christmas eve.

Henry Taylor, manager of the Belleville Fruit & Vinegar Co., Belleville, Ont., was in Toronto on Monday, on a business trip. Mr. Taylor is a retail grocer in that town.

Fred. J. Whitlow, late with Tetley's Tea, starts out on the road next Monday for the Belleville Fruit & Vinegar Co. His territory lies in Western Ontario and along the North Shore.

Gilbert Bros., of Rothesay, King's County, New Brunswick, have sold their wholesale and retail grocery business to J. Renwick Robertson, postmaster at Rothesay, and he has taken possession.

J. C. Horner, a representative of the "Salada" Tea Co. has returned to Toronto from a business trip in British Columbia. He is enthusiastic over conditions existing in the west and predicts a great future for that section of the Dominion.

There is a great deal more liklihood of the amalgamation of independent Canadian canners than there was a month ago. One jobber states that he is almost sure that an amalgamation will be effected but could not say anything about the nature of it.

Practical Methods Used in Retail Grocery Stores

Loss by Shrinkage in Dried Fruits—Window Sells Barrels of Candy — Bracebridge Merchant Replaces Counter With Silent Salesmen — New Advertising Scheme Originated by Chilliwack Grocer—Early Delivery Endorsed.

Adds Cent For Shrinkage.

Victoria, B.C., January 3.—Evaporated fruits shrink a good deal, and if a grocer expects to be able to sell as many pounds as he buys he is apt to find himself mistaken. The manager of a large grocery store, in discussing this matter the other day, said:

"I always figure that my evaporated fruits cost me one and one-half cents a pound more than they really do. This is a liberal estimate, and probably one cent would be safe. If every grocer added one cent a pound to the cost, calling the increased figure the actual cost he would be safe. There is a shrinkage and there is also overweight, the giving of which can hardly be avoided. If grocers were all in the habit of adding a cent a pound to the cost to provide for shrinkage they would not be so willing to sell prunes costing seven cents for ten cents, for it is practically selling them for what they cost."

Barrels of Candy Sold.

Peterboro, January 4.—The power of window dressing as a medium of reaching the people has undoubtedly been proved to the satisfaction of every grocer who has given proper attention to it and a little example was evidenced during Christmas week by a local grocery. The window dresser essayed to devote it entirely to candy and three barrels of that kind was sold during the week ending with Christmas eve; a box of the same kind was secured to meet the extra demand and finally part of the window display was disposed of. The window design was a good one and could scarcely fail to bring the desired results.

Are Judged by their Faults.

Halifax N.S., January 4.—"The returns in the long run are the returns that count," remarked a local grocer recently. "This fact should inspire the merchant to be diligent and faithful in the multitude of little things which make a store attractive to the buyer.

"Cleanliness is one of these things. It is easy for dirt to accumulate, for flies to die in the show windows and upon the shelves, for packing boxes to be left in the business part of the store after they are emptied, for green goods to wilt. Eternal vigilance is required to ensure uniform cleanliness—but it is uniform cleanliness which counts in the long run.

"There is the matter of deliveries. A haphazard system of delivering goods may work well four days out of the week. It is not, however, by the good days but by the bad days that customers judge the merchant's delivery wagon. They forget the times when the goods are promptly at the door for the simple reason that that is the only manner in which the merchant should deliver them. It is the mistakes the delivery man makes, the failure to land those goods in time for dinner, which the customer cherishes in his memory. That is why the merchant, profiting by each day's experience, should seek to figure out a delivery system which will be as nearly as possible flawless."

A New Advertising Scheme.

Chilliwack, B.C., January 3.—Fred Joudry, of Chilliwack, had a fine big pumpkin in his window during Christmas week, and with every dollar's worth of goods purchased, the buyer was entitled to a guess at the number of seeds in the pumpkin. Those coming nearest were awarded prizes. The scheme attracted considerable attention. The principal feature of this proposition was that any one who brought in a copy of the store's advertisement in the local newspaper were given a guess, without having to purchase any goods. This was a good idea, as it directed atttention to the method of advertising, and once a purchaser's mind is diverted toward a given point it often means a new customer. Many settlers are going into the Chilliwack Valley and something to bring them towards one's store is worth troubling about.

Installs Four Silent Salesmen.

Bracebridge, Ont., January 4.—Hutchison Bros. have improved the interior of their large store by doing away with the one long counter and installing four silent salesmen. This makes more room and adds considerably to the attractiveness of the interior. Another aid is the splendid displaying advantages provided by the silent salesmen.

Endorse the Early Deliveries.

Bracebridge, Ont., January 4.—The agreement entered into among the grocers of this town, stopping the late Saturday night delivery has ran two months successfully. Not once, only on Christmas eve, has the agreement been broken and all merchants agree that never again will they go back to the old system. They, their salesmen and delivery men are highly pleased with the working out of the innovation and would advise other towns to follow suit.

Policy Among Merchants.

Peterboro, January 4.—In his address following his nomination as a mayoralty candidate, E. F. Mason, grocer, made a statement in regard to the stand a merchant should take on the local option question. He says that it is generally conceded by business men that the safe policy is to steer clear of these questions on account of the effect their actions may have on business. Many appreciate the difficulty in which the grocer is placed when he is asked his stand on a question which divides the public and Mr. Mason does not think that a merchant should take a stand on such a question.

Business Increase in 1909.

St. John, N.B., Jan. 4.—The retail grocers have not yet taken stock, but the general opinion seems to be that the past year will show an increase over 1908. During the year the grocers seem to have gone into the confectionery business more extensively; many have taken up the handling of oysters in bulk and by the instalation of slicing machines have materially increased their sales in smoked and cooked meats..

BOARD OF TRADE NOMINATIONS.

Montreal, Jan. 5.—George L. Cains has been nominated for president of the Montreal Board of Trade for the coming year. Lt.-Col. Jeffrey Burland was nominated for vice-president ; R. Wilson Reford for 2nd vice-president, and Norman Wright for treasurer. It is expected that all of these gentlemen will be elected by acclamation. The results will not be announced until Jan 25th, when the annual meeting will take place.

EXTENDING THEIR BUSINESS.

Nicholson & Bain, wholesale commission merchants and brokers, Winnipeg, are establishing a branch in Regina, Sask., which they consider an important business centre.

WHEN FIXED PRICES ARE LEGAL.

According to the Sherman Anti-Trust Law of the United States, it is illegal for manufacturers to establish minimum prices if they are induced to do so by any dealer or trade organization. The manufacturer has the right to fix the retail price when he does it on his own accord and for his own protection. The government calls the other method "conspiracy in restraint of trade."

The Canadian Grocer

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AN UNPARALLELED OUTLOOK.

Towards the close of 1908, the grocery trade was not in a healthy condition in view of the general depression during the preceeding year or more. Thanks to the optimism of the Canadian people, however, and to the splendid crops which prevailed last year, nineteen hundred and ten is looked forward to with more confidence than ever before. Our total wheat production in 1909 was never excelled; government statistics tell of great progress in fruit and vegetable production; they state that from field crops alone there are some $101,000,000 more money to be circulated than from those of the previous year; manufacturers everywhere are extending their factories or building new ones; the wholesale trade tell of advances in business, and general merchants throughout the Dominion are meeting their accounts with much greater precision than they used a year ago. Railway extension policies, the exploration of new mining fields, and the opening up of untilled soil in New Ontario and in the Canadian northwest have occasioned an influx of people from other countries and this, taken into consideration with the bountiful harvest of 1909 and the freer circulation of money, has brought about what could not well be prevented in the face of such conditions—a marked revival in trade in the grocery field.

The consumption of practically every variety of food-stuff has increased. Particularly was this the case in fresh fruits, canned goods of all kinds, sugar, breakfast foods, condensed milk, dairy and hog products. The tendency during the past year has been one to stronger prices, indicating healthy trade conditions.

Probably the most noticeable advances during the year were in bacon, pork and other hog products. Bacon has advanced four or five cents per pound during the year. Lard has also gone gone up some four or five cents. The causes for this have been the raising of less hogs in Canada on account of high grain prices and the increase in consumption, both at home and abroad. Top prices are now being paid for raw material and these are allowing but little profit to the packer.

The opening of mining camps, and construction work in recently explored sections have been responsible for the advances made in the consumption of canned goods, condensed milk, breakfast foods, etc. Sugar is some thirty cents per hundred dearer than at the beginning of last year, due to increased consumption.

The outlook for trade in 1910 never was brighter. The coming year will be the one in which manufacturers that are aggressive in their manufacturing, selling and advertising policies, will become outstanding figures in their particular fields. On the contrary those which neglect to snatch the opportunities which are bound to come will lose prestige that will take months and years of hard work to regain. At any rate, that is the impression of men who are closely in touch with the trend of conditions. They believe 1910 to be a year of possibilities that have never before been presented.

AN ESSENTIAL TO SALESMANSHIP.

One of the essentials to successful salesmanship is knowledge of the goods the salesman is selling. If he does not know them, he cannot talk intelligently about them.

Those possessed of "the gift of the gab" and little knowledge may be able to sell some goods, just because there are some people who can be fooled all the time, but it must be remembered that "all the people cannot be fooled all the time," and the successful salesman builds for to-morrow as well as for to-day.

He who goes on the assemption that, because he can talk well or has a pleasant manner, he can make a successful salesman without being acquainted with the goods he is is selling, is building his house on sand.

Knowledge that is worth while is not easily obtained. He who seeks it must dig deep and hard for it. Dig into the trade papers and other forms of literature from which information can be obtained. Study methods of manufacture or character of growth.

The more valuable the knowledge, the more difficult is it of attainment. But the reward is worth the effort.

BENEFITS OF ANNUAL CONFERENCES.

The principle of holding annual conferences and banquets in order to discuss the successes and shortcomings of the previous year, and to make plans for the future, is rapidly meeting with more and more favor among the trade. During the past couple of weeks the J. R. Heinz Co., the F. F. Dalley Co., and Holbrooks, Limited, have been among the manufacturers who have held year-end conventions and banquets.

These serve a dual purpose. The salesmen and heads of the firm become better acquainted with one another and all are given a stimulus to do better work than in the preceeding year. They are, therefore, to be commended.

Why cannot retail grocery firms pursue similar methods to advantage? We find that when a manufacturing firm once begins these events, they are made annual affairs. It sees that they are profitable. The fact that they are always sure to create a better feeling between salesmen and the heads of the firm, is probably the best justification of their propriety.

The more the retailer shows his salesmen that he is interested in their success and wants their co-operation, the better will their work be in the future. Have them make and discuss suggestions for improvements in the buying, selling, displaying and advertising and watch their interest in the business grow.

GET THE CORRECT MEASURE.

The Interstate Grocer, of St. Louis. Mo., is continually urging retail merchants to weigh, count. measure and gauge everything they buy, and often quoted instances where goods have been shy.

A grocer, for instance, recently bought a barrel of syrup, which was marked 56 gallons, but contained, on being measured, only 52½ gallons. He paid 31c a gallon, which shows that he would have lost $1.08½ if he had not measured the syrup.

Whether this precaution is taken by Canadian grocers or not, it is certainly good advice to follow in the purchasing of all goods. With the small profits on many of them, accuracy in business is necessary.

The Markets—Evaporated Apple Market Declining

Present Demand is Not Good—Sugar Advances in New York, But There is no Change in Canada—Dried Fruits Showing Firmness—Good Value in Canned Goods—A Splendid Christmas Trade.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Sugar—Firmer.
Evaporated Apples—¼ to ½ cent lower.
Beans—Weak.
Canned Fruits and Vegetables—Firm.

Montreal, Jan. 6, 1910.

The first few days of January 1910 have certainly made an impressive showing. Trade in all lines seems to be beyond that of last year during the same period. Of course it is early to prophesy as to whether it will be continuous, but from all present indications 1910 should be a banner year for grocers. Everyone seems to have plenty of money, and what is more, spends it on high priced and profitable goods. Seldom has there been such a rush for Christmas luxuries as during the past three weeks. Articles which in 1908 were too expensive to be stocked were sold in large quantities during the holiday season of 1909. It hardly seems likely that such demands can be be continued for long, but so far there has been a remarkable vitality to such trade.

Sugar refiners are now predicting that the large crops reported in most sections will be absorbed by present demands without materially weakening quotations.

There is a firm feeling through most of the markets, the few exceptions to this being some of the food staples, such as rice. Taken all through, there has seldom been such a promising start for a grocer's New Year.

SUGAR—It is thought by the refiners that demand for granulated is now so large that the immense Cuban crop reported this year, 1,800,000 tons, will be absorbed without weakening the market. In support of this they point out that last year's crop, also a large one, was taken up at an actually increasing price. Raw prices are slightly firmer and higher.

Granulated, bags	4 70
" 20-lb. bags	4 80
" Imperial	4 45
" Beaver	4 45
Paris lump, boxes, 100 lbs.	5 50
" " " 50 lbs.	5 60
" " " 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
" " 100 lb. boxes	5 50
" 50 lb. "	5 60
" 25 lb. "	5 80
" 5 lb. cartons, each	0 37½
Extra ground, bbls.	5 15
" " 50-lb. boxes	5 35
" " 25-lb. boxes	5 55
Powdered, bbls.	4 95
" 50-lb. boxes	5 15
Phoenix	4 70
Bright coffee	4 65
No. 3 yellow	4 55
No. 2 "	4 45
No. 1 " bags	4 30

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES—Demand for molasses continues good, in fact it is considerably better than last year at this time. Syrups are not so popular, but conditions are pointing toward a future brightening of the situation. Prices are steady for all lines.

Fancy Barbadoes molasses, puncheons	0 40 0 42
" " " barrels	0 43 0 45
" " " half-barrels	0 45 0 47
Choice Barbadoes molasses, puncheons	0 38 0 41
" " " barrels	0 41 0 43
" " " half-barrels	0 43 0 45½
New Orleans	0 27 0 28
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03¾
" ½-bbls.	0 03¾
" ¼-bbls.	0 03¾
" 38½-lb. pails	1 80
" 25-lb. pails	1 30
Cases, 2-lb. tins, 2 doz. per case	2 50
" 5-lb. " 1 doz. "	2 85
" 10-lb. " ½ doz. "	2 75
" 20-lb. " ¼ doz. "	2 70

TEA—Japans, Ceylons and gunpowders are in extra demand, and dealers report brisk trade in other lines. Altogether the tea situation is good, and when the new crop comes in there will probably be a fairly bare market to receive it.

Choicest	0 40 0 50
Choice	0 35 0 37
Japans—Fine	0 32 0 37
Medium	0 27 0 30
Good common	0 22 0 25
Common	0 20 0 22
Ceylon—Broken Orange Pekoe	0 21 0 40
Pekoes	0 20 0 22
Pekoe Souchongs	0 20 0 22
India—Pekoe Souchongs	0 19 0 02
Ceylon greens—Young Hysons	0 20 0 25
Hyson	0 20 0 22
Gunpowders	0 19 0 22
China greens Pingsuey gunpowder, low grade	0 14 0 18
" " pea leaf	0 20 0 30
" " pinhead	0 30 0 50

COFFEE—Trade has been good for coffee, and supplies have been coming forward in sufficient quantities to fill all demands. Prices remain firm, particularly in Rio and Santos.

Mocha	0 18½ 0 25
Rio, No. 7	0 10 0 12
Santos	0 14 0 17
Maracaibo	0 15 0 18

SPICES—Retailers have done an extensive trade in Christmas spices and are now feeling the reaction. Trade continues better than was expected, though, and the only worry now facing spice men is when the new pure food act is to be put in force.

	Per lb.
Allspice	0 13 0 18
Cinnamon, ground	0 15 0 19
" whole	0 16 0 18
Cloves, whole	0 18 0 30
Cloves, ground	0 20 0 25
Cream of tartar	0 23 0 32
Ginger, whole	0 15 0 20
" Cochin	0 17 0 20
Mace	0 75
Nutmegs	0 30 0 60
Peppers, black	0 16 0 22
" white	0 22 0 29

DRIED FRUITS—There is a scarcity of good raisins on the market and from present indications, local stocks will be low in the near future. Dates are in good demand and none too plentiful.

Other lines are still having a brisk sale, particularly citron peel. Prices are unchanged.

Currants, fine filiatras, per lb., not cleaned	0 05¾
" " " cleaned	0 06¼
" Patras, per lb	0 07½ 0 08
" Vostizzas, per lb	0 08 0 09
Raisins—	
Australian, per lb., (to arrive)	0 08½ 0 09
Old seeded raisins	0 06
California, choice seeded, 1-lb. pkgs	0 07
" fancy seeded, 1-lb. pkgs	0 09
" loose muscatels, 3-crown, per lb	0 07½ 0 08
" " 4-crown, per lb	0 08½ 0 09
" sultana, per lb	0 07½ 0 10
Valencia, fine off stalk, per lb	0 05
" select, per lb	0 06¾
" 4-crown layers, per lb	0 06¾

NUTS—Almonds and shelled walnuts are none too plentiful, particularly the better grades. Filberts also show a scarcity. Prices remain as before, but in the primary market the general tendency is for higher quotations.

In shell—	
Filberts, Sicily, per lb	0 12
" Barcelona, per lb	0 10½
Tarragona Almonds, per lb	0 11½ 0 12½
Walnuts, Grenobles, per lb	0 13 0 15
" Marbots, per lb	0 12½
" Cornes, per lb	0 11½
Shelled—	
Almonds, 4-crown selected, per lb	0 32 0 33
" 3-crown " "	0 31
" 2-crown " "	0 30
" (in bags), standards, per lb	0 26 0 27
Cashews	0 15 0 17
Peanuts—	
Spanish, No. 1	0 11 0 12
Virginia, No. 1	0 12 0 14
Pecans, per lb	0 65
Pistachios, per lb	0 75
Walnuts—	
Bordeaux halves	0 30 0 32
Brokens	0 22 0 25

EVAPORATED APPLES — Demand for this commodity has been poor of late, and as a result prices are from ¼ to ½ cent weaker. An adequate reason for this has not yet been advanced. Lack of export inquiry has, however, had something to do with it.

Evaporated apples, prime	0 09

RICE AND TAPIOCA—People are buying only sufficient rice to fill immediate requirements, and as a result there is a weak condition in the market. Tapioca is firm, with a reviving sale, now that we are past the New Year's season.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 85
" " pockets, 25 pounds	2 95
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½ 0 04½

BEANS AND PEAS—Beans are quiet, owing to a pork scarcity and also to the fact that at this time of year luxuries are more in order. Peas are inactive, but prices on both remain firm.

Ontario prime pea beans, bushel	2 00
Peas, boiling, bag	2 50

CANNED GOODS

MONTREAL.—Present demands are much larger than at this time last year for all lines of fruits and vegetables. There has been, of course, the usual falling off during the Christmas season, but not to any such extent as in 1908. Prices as a result remain firm, with a tendency toward higher levels.

Peas, standard, dozen	81 05
Peas, early June, dozen	1 07½ 1 10
Peas, sweet wrinkled, dozen	1 10 1 12½
Peas, extra sifted, dozen	1 52½ 1 60
Peas, gallons	3 87½ 3 92½
Beans, dozen	0 85
Corn, dozen	0 80 0 82½
Tomatoes, dozen (Ontario and Quebec)	0 82½ 0 90

Strawberries, dozen	1 37½	1 40
Raspberries, 2's, dozen	....	1 75
Peaches, 2's, dozen	....	1 65
Peaches, 3's, dozen	....	2 65
Pears, 2's, dozen	....	1 60
Pears, 3's, dozen	....	2 30
Plums, Greengage, dozen	1 50	1 55
Plums, Lombard dozen	0 95	1 00
Lawtonberries, 2's, dozen	....	1 60
Clover Leaf and Horseshoe brands salmon—		
1-lb talls, per dozen	....	1 87½
½-lb. flats, per dozen	....	1 30
1-lb. flats, per dozen	....	2 02½
Other salmon—		
Humpbacks, dozen	0 95	1 00
Cohoes, dozen	1 35	1 40
Red Spring, dozen	1 60	1 65
Red Sockeye, dozen	1 85	2 00

TORONTO. — Canned goods are in good demand. Buying may be a little speculative in view of the contemplated canners amalgamation. One dealer made the remark that if he had the capital he would invest largely in canned goods ust now, especially tomatoes, whether, the amalgamation takes place or not, the chances are that canned goods will not be lower, but are likely to be firm and higher.

Beans	0 80	0 85
Corn	0 80	0 85
Peas	1 05	1 42½
Pumpkins	0 75	0 82½
Tomatoes, 3's	0 80	0 85
Strawberries, 2's	1 40	1 50
Raspberries, 2's	1 60	1 67½
Peaches, 2's	....	1 65
" 3's	....	2 65
Lawtonberries	....	1 65
Red pitted cherries, 2's	....	1 75
Gallon apples	2 40	2 45
Bartlett pears, heavy syrups, 2's	....	1 65
" " light " 2's	....	1 15
" " heavy " 3's	....	2 40
" " light " 3's	....	1 70
Lombard plums, 2's	0 80	0 85
Clover Leaf and Horseshoe brands salmon:		
1-lb. talls per dozen	....	1 90
½-lb. flats per dozen	....	1 25
1-lb. flats per dozen	....	2 12½
Other salmon prices are:		
Humpbacks, per dozen	0 95	1 00
Cohoes, per dozen	1 45	1 50
Red Spring, per dozen	1 55	1 65
Red Sockeye, per dozen	1 65	1 70
Lobsters, halves, per dozen	1 85	2 20
Lobsters, quarters, per dozen	....	1 40

ONTARIO MARKETS

POINTERS—

Sugar—Firmer.
Evaporated Apples—Declining.
Dried Fruits—Market Advancing.
Canned Vegetables—Prices Strong.

Toronto, Jan. 6, 1910.

The fact that orders come in freely immediately after the holidays, shows that the retailers have had a good holiday trade, and that their stocks are sold out, and require replenishing. The wholesale men are delighted and are wearing the smile that means more than what they say. They are all through stock taking, and the bookkeepers are busy in putting things in order.

"Let them talk about the retailers, but let me tell you," remarked a wholesale man, "there are some excellent characters in the retail grocery business. One man, who allowed his account to run past due, returned his statement, and asked to have the proper interest added, for which he promptly sent his cheque in full. Yes, the business men are finding out that square dealing is necessary to success in business."

The trade is in a healthy condition, and the prices of almost everything are looking up. Retailers are careful in buying and are doing a safer business. What they want is to cultivate a feeling of fairness between themselves and secure a fair living profit on what they sell.

SUGAR—The sugar market is somewhat excited, though the advance of 10 points in New York and also from the strong feeling in Europe. This advance however, is not seriously regarded here, as it is considered to be purely speculative, and our prices therefore have not responded to the stir in New York, and remain unchanged.

St. Lawrence "Crystal Diamonds," barrels	5 50
" " " ½ barrels	5 60
" " " 100 lb. boxes	5 70
" " " 50 lb. boxes	5 80
" " " 25 lb. boxes	6 00
" " " cases, 20-5 boxes	6 55
" " Dominos, cases, 20-5 boxes	7 55
Paris lumps, in 100-lb. boxes	5 80
" in 50-lb. "	5 70
" in 25-lb. "	6 00
Red Seal	0 45
St. Lawrence granulated, barrels	4 85
Beaver granulated, bags only	4 55
Redpath extra granulated	4 85
Imperial granulated	4 55
Acadia granulated (bags and barrels)	4 75
Wallaceburg	4 75
St. Lawrence golden, bbls	4 45
Bright coffee	4 75
No. 3 yellow	4 60
No. 2 "	4 5
No. 1 "	4 40

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES—Prices on these goods remain steady and unchanged with a moderate demand.

Syrups—	Per case
2 lb. tins, 2 doz. in case	2 50
5 " " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70
Barrels, per lb	0 03⅜
Half barrels, per lb	0 03½
Quarter " "	0 03⅝
Pails, 38½ lbs. each	1 80
" 25 " "	1 30
Maple Syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 40
Quarts, 24 "	5 40
Pints, 24 "	3 00
Molasses—	
New Orleans, medium	0 31 9 33
" bbls	0 29 0 31
Barbadoes, extra fancy	.... 0 45
Porto Rico	0 45 0 62

TEA—The tea market continues its firmness in all lines, and while higher prices are not looked for, there is nothing in sight to give it a weaker tendency.

COFFEE—There is nothing of any interest in coffee this week. The demand is ordinary, but no change in prices is looked for.

Rio, roasted	0 12	0 13
Santos, roasted	0 15	0 17
Maricaibo, roasted	0 16	0 18
Mocha, roasted	0 25	0 28
Java, roasted	0 27	0 30
Rio green	0 08	0 09

SPICES—Business in this line is small during this month, and prices are not likely to vary.

Peppers, black, pure	0 15	0 18
" white, pure	0 22	0 25
" whole, black	....	0 16
" whole, white	....	0 23
Ginger	18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 20	0 30
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 14	0 16
" whole	0 14	0 16
Mace, ground	0 75	0 80
Mixed pickling spices, whole	0 15	0 16
Cassia, whole	0 20	0 25
Celery seed	....	0 24

DRIED FRUIT—Like almost everything else these goods are firm, and some are asking slight advances on different lines. Raisins particularly are looking up.

Prunes—	Per lb.
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 10
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06

Same fruit in 50-lb. boxes ½ cent less.

Apricots—		
Standard		0 15
Choice, 25 lb boxes		0 15
Fancy, " "		0 17
Candied and Drained Peels—		
Lemon	0 09 0 11	Citron 0 15 0 18
Orange	0 11½ 0 12½	
Figs—		
Elemes, per lb		0 08 0 10
Tapnets, "		0 03½ 0 04
Bag figs		0 03½ 0 04
Dried peaches		0 08 0 08½
Dried apples		.... 0 07½
Currants—		
Fine Filiatras	0 06½ 0 07	Vostizzas 0 08½ 0 09
Patras	0 08 0 08½	

Uncleaned ½c less.

Raisins—		
Sultana		0 05 0 05½
" fancy		0 06 0 07
" extra fancy		0 08½ 0 09
Valencias, new		0 06 0 06½
Seeded, 1 lb packets, fancy		.... 0 08
" 16 oz. packets, choice		.... 0 07½
" 12 oz. " "		.... 0 06
Dates—		
Hallowees	0 06 0 06½	Fards choicest 0 08
Sairs	0 05	" choice, ... 0 07½

NUTS—Nuts will have little sale for some time, and are therefore quiet, without any change.

Almonds, Formigetta		.... 0 11½
" Tarragona		.... 0 12
" shelled		0 32 0 35
Walnuts, Grenoble		.... 0 13½
" Bordeaux		.... 0 11
" Marbots		.... 0 12
" shelled		0 29 0 30
Filberts		0 12 0 12½
Pecans		0 16 0 18
Brazils		.... 0 15
Peanuts, roasted		0 08 0 12

RICE AND TAPIOCA—If grocers are studying the interests of their customers as well as their own, they will always have certain lines of goods to recommend, which will be to their advantages to buy. Housekeepers will appreciate this, and it will do the grocer good. Rice is one of such articles at the present time.

	Per lb.
Rice, stand. B	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	.... 2 85
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	.... 0 05
Tapioca, medium pearl	0 04½ 0 04½

EVAPORATED APPLES—To effect sales, prices have to be somewhat shaded. They are moving slowly and are considered too high.

Evaporated apples	0 07½ 0 08

BEANS—Beans are steady, and it is easier to sell than to buy. Demand is brisk, the price per bushel being $1.80 to $1.90.

MANITOBA MARKETS

Corrected by Wire.

POINTERS—

Withdrawals—Citron peel.
Firmer—Cornmeal, coffee.
Reduced — Rolled oats, evaporated apples.
New Goods—Nuts.

Winnipeg, January 6, 1910.

Wholesale houses are buying freely just now. They have found themselves short of goods during the vacation week and the demand has kept up so actively that a continued heavy trade is expected during the first month of the year when as a rule it is considerably quiet.

The landing of all kinds of nuts on the heretofore scarce market is a feature in the present situation. The shelled and unshelled products have come in freely and although orders have not yet revived they will do so at an early date. Stocks in dried fruits have become equalized and there is not the apparent shortage that there was a few weeks ago. Seeded raisins are, however, firm and

SIMCOE
Strawberry Preserves

JARS		per dozen—f.o.b. Simcoe
3-4's	Pure Strawberry - - -	$1.35
1's	Pure Strawberry - - -	1.70

Cases contain 2 dozen each.

Gross weights, 3-4's, 38 lbs.; 1's, 48 lbs.

Simcoe Strawberry Preserves are guaranteed to be absolutely pure, made from FRESH

Strawberries in season and the finest

quality granulated sugar

Nothing but Strawberries and Sugar

Encourage Home Industry by buying
HOME-MADE goods instead of
IMPORTED

CANADIAN CANNERS

LIMITED

Hamilton - - - Canada

no easiness is expected in this market until stocks are materially increased.

Local retailers have had a busy holiday season and they are all buying heavily.

SUGAR—The output was large during the month of December and although there is no change, it is thought that the tendeney is for a little firmer market. The icing and powdered products are partieularly strong.

Montreal and B.C. granulated, in bbls	5 20
" " in sacks	5 25
" yellow, in bbls	4 80
" " in sacks	4 75
Icing sugar, in bbls	5 55
" " in boxes	5 75
" " in small quantities	5 80
Powdered sugar, in bbls	5 35
" " in boxes	5 55
" " in small quantities	6 20
Lump, hard, in bbls	6 05
" " in ½-bbls	6 15
" " in 100-lb. cases	6 15

SYRUP AND MOLASSES—The following priees are firm to-day and an advanee may be made soon. The demand for syrup is heavy, and although Canada can supply the market, stoeks will be greatly lowered in doing so.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 25
" " 5-lb. tins, per 1 "	2 75
" " 10-lb. tins, per ½ "	2 55
" " 20-lb. tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 04
" " Sugar Syrup, per lb.	0 03½
Beehive Brand, 2-lb. tins, per 2 doz. case	2 25
" 5 " 1 "	2 75
" 10 " ½ "	2 55
" 20 " ¼ "	2 60
Barbadoes molasses in ½-bbls., per gal	0 50
Gingerbread molasses, ½ bbls., per gal.	0 40
New Orleans molasses, 5-gal. tins, per tin	1 95
Challenger, 6 10-lb. tins, per case	2 15

FOREIGN DRIED FRUITS—The eompetition on this market is keen, yet prices everywhere are firm. Raisins and peel are the scarce lines and as a result these are firm. There is a scarcity in No. 1 prunes, the 30-40 quality being firm at 8¾ eents.

Smyrna Sultana raisins, uncleaned, per lb	0 08
" " " cleaned, per lb.	0 09½
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 85
" " selects " 28's	1 95
" " layers " 28's	2 05
California raisins, choice seeded in ¾-lb. packages per package	0 07
" " fancy seeded, in ¾-lb. packages per package	0 07½
" " choice seeded in 1-lb. packages per package	0 08
" " fancy seeded in 1-lb. packages per package	0 08¾
Raisins, 3 crown muscatels, per lb	0 06½
" 4 " " "	0 06¾
Prunes, 90-100 per lb	0 04½
" 80-90 "	0 05
" 70-80 "	0 05½
" 60-70 "	0 06
" 50-60 "	0 08½
" 40-50 "	0 08
" 30-40 "	0 08½
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06
" dry, cleaned, Filiatras, per lb	0 06½
" wet, cleaned, per lb	0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08
Pears, per lb	0 08
Peaches, standard, per lb	0 08
" choice	0 09½
Apricots, standard, per lb	0 15½
" choice, per lb	0 16
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 06½ 0 07½
Figs, per lb	0 04½ 0 05½
Peel, per lb	0 09 0 13½

NUTS—Stoeks which should have eome in last month have recently arrived and plenty of the best quality are now to be had. Quotations have not changed and the following rule to-day. An immediate change is not expected.

Shelled Walnuts, in boxes, per lb	0 27
" " small lots, per lb	0 28
" Almonds, in boxes, per lb	0 35
" " small lots, per lb	0 36
Peanuts, Virginia, per lb	10 0 13

HONEY—Supplies are going out in large quantities. The market is growing stronger as stocks are becoming lower. The Ontario product is popular and the trade is destined to be good, Manitoba beekeepers will endeavor to land some of the trade next year.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb	0 12½

BEANS—

3-lb. picker, per bushel	2 20
Hand picked, per bushel	2 30

ROLLED OATS—Prices have gone down 10 eents. This is due to competition and energetic attempts to land trade. It is expeeted that prices will go up again soon.

Rolled oats, 80 lb. sacks, per 80 lbs	1 85
" 40 " " 40	0 90
" 20 " " 20	0 42
" 80 " " 8	0 15

CORNMEAL—These quotations are firm and although no immediate change upward is expected yet it may come. Buyers holding the product both in Ontario and in the United States is the eause of the stronger condition.

Cornmeal, per sack	2 00
" per ½ sack	1 00
" per bale (10, 10's)	2 25

RICE AND TAPIOCA—The rice market is quite featureless and no one is active in an attempt to land trade. Tapioca is stronger as the winter demand has inereased.

Japan rice, per 100 lbs	3 50
Pearl tapioca, per lb	0 04 0 04½

BARLEY—Priees are up slightly and the market is strong generally.

Pot barley, per bag, 100lbs	2 40
Pearl barley, per bag, 100 lbs	3 50

EVAPORATED APPLES—Supplies are going out at 9 cents to-day. It is expected that the market has about reached the minimum point, as it has receded from 11½ cents to the present price in a few weeks.

MEATS—There is a good demand for canned meats and pork and beans. The following prices are rather strong and some lines may go up soon.

Boneless pigs' feet, round, 1's, 3 dozen	1 95
" " " square, 2's, 1 dozen	3 15
Boiled beef, round, 1's, 2 dozen	1 60
" " " 2's, 1 dozen	2 85
Corned beef, square, 1's, 2 dozen	1 55
" " " 2's, 1 dozen	2 80
Cambridge sausage, round, 1's, 4 dozen	2 30
" " " 2's, 2 dozen	4 25
English brawn, round, 1's, 2 dozen	1 95
" " square, 2's, 1 dozen	3 15
" " " 1's, 2 dozen	1 95
" plum pudding, round, 1's, 2 dozen	1 65
" " " " 2's, 1 dozen	3 25
Geneva sausage, oblong, 1's, 2 dozen	2 35
" " " 2's, 1 dozen	4 25
Jellied hocks, round, 2's, 1 dozen	3 75
" " " 6's, 1 dozen	10 66
Paragon lunch tongue, round, 1's, 2 dozen	3 90
" ox tongue, round, 1½'s, 2 dozen	7 75
" " " 2's, 1 dozen	8 60
Ready lunch veal loaf, square, 1's, 2 dozen	2 50
" " " " ½'s, 4 dozen	1 30
Ham loaf, oblong, ½'s, 4 dozen	1 30
Beef loaf, assorted, oblong, ½'s, 2 dozen	1 50
Roast beef, round, 1's, 2 dozen	1 60
" " " 2's, 1 dozen	2 85

FRESH FRUIT & VEGETABLES—

Carrots, per lb	0 75
Potatoes, per bushel	0 50
Cal. cauliflower, per crate	3 75
Native cabbage, per lb	0 01½
Native beets, per bushel	0 50
Native onions, per doz	0 40
Oranges	3 25 3 50
Lemons	5 00
Apples, Ontario, per bbl	3 75 5 00
Grape Fruit, per crate	5 00
Grapes, per keg	5 00
Bananas, per lb	0 05
Cranberries, per bbl	9 00 10 00

BRITISH COLUMBIA MARKETS.

Corrected by Wire.

Vancouver, Jan. 6.—The year has closed with every grocer speaking of a bigger business than ever, and of the surprise that attended the Christmas buying. "It seemed as if many had money that they did not know what to do with," one grocer remarked, "and the buying was not confined to any particular line. There was a fine call for goods of the Christmas variety, and besides specials, the staples for cooking, confectionery, etc., were ordered largely.

Last week there was hardly a fig to be obtained in the city, and the odd part of it is the priee has not gone up. Smyrnas were all used up early in the week, and while one or two dealers were fortunate to find a few boxes in Victoria, many had to go without, local dealers having none, and wholesalers in the captal city also being run out. There was a large demand for figs, which is the only way of accounting for the present shortage, for shipments were as usual.

General market prices continue steady and firm. Early June peas in can have increased in price from $1.20 to $1.30 and some dealers go so far as to quote $1.35, though the standard figure is $1.30.

Sugar, standard granulated		5 60	Butter, local creamery		0 40
Val. raisins, lb.		0 05½	Butter, Western	0 22	0 25
Cal. " "		0 07	Eggs, Eastern	0 33	0 35
Prunes	0 05¾	0 07½	Eggs, local		0 60
Currants	0 06½	0 07½	Cheese, per lb.	0 14½	0 15½
Dried apricots	0 11	0 13	Bacon, premier		0 27½
Flour, Standard, bbl		6 90	Potatoes—		
Cornmeal, p. 100 lbs		2 60	Ashcrofts, ton		25 00
Beans, per lb.	0 03½	0 04½	Local, ton		20 00
Rice, per ton	68 00	76 00	Canned Goods—		
Tapioca, per lb.		0 03¾	Peas		1 30
Evaporated apples		0 08½	Tomatoes		1 27½
Butter, Eastern	0 29	0 31	Corn	1 00	1 10
			Apples		3 42½
			Strawberries		2 15
			Raspberries		1 65

CALGARY MARKETS.

Corrected by Wire.

Sugars—			Dry salt bacon, smoked		0 16
B.C. granulated		5 74	Eggs, fresh, case 30 dozen		9 50
Raymond "		5 64	Butter—		
Peels—			Alberta creamery bricks		0 30
Lemon		0 12	Alta. creamery solids		0 29
Orange		0 13	Alta. dairy		0 26
Citron		0 20	Alta. tubs		0 25
Dried fruits—			Cheese		
Apricots, choice		0 16	Ontario, large		0 15
" standard		0 15	" twins		0 15½
Peaches, choice		0 10	" Stiltons		0 17
" standard		0 09½	Beans—		
Pears, choice		0 12	Ontario, hand-picked, bushel		2 40
Pitted plums		0 12	California limas, per lb		0 06½
Prunes, 40-50		0 08½	Canned fish—		
" 50-60		0 07½	B.C. salmon, sockeye, 48-1's		7 50
" 60-70		0 07	B.C. cohoes, 48-1's		6 25
" 70-80		0 06½	B.C. pinks, 48-1's	4 00	4 25
" 80-90		0 06	Sardines, domestic, 100-4		4 00
" 90-100		0 05½	Lobster, 48-1's		17 00
Evap. apples, 50's		0 11	" 96-2's		18 50
Produce—			Fin. haddie, 48-1		5 65
Sugar cured ham 10-12 average		0 18½			
Sugar cured ham picnic		0 16			
B. bacon bellies		0 21			
" back		0 20			
Dry salt bacon		0 15			

NEW BRUNSWICK MARKETS.

St. John, N.B., Jan. 6, 1910.

There has been scarcely any change in market quotations since last report. Pure lard and pork are expected to be a little easier and jobbers are not buying

heavily. Following are the present quotations:—

Sugar—		
Standard gran.	4 85	4 95
Austrian "	4 75	4 85
Yellows	4 35	4 75
Flour, Manitoba	6 45	6 55
" Ontario	5 75	6 05
Cornmeal, bags.	1 47	1 50
Rolled oats, bbls	5 15	5 20
Buckwheat, west. grey, bag	2 90	3 00
Val. raisins, lb.	0 05½	0 06¼
Cal. raisins, seeded	0 07½	0 08½
Currants, lb	0 07	0 07½
Prunes, lb	0 05½	0 09
Rice, lb	0 03¼	0 03½
Beans, hand picked, bus	2 00	2 10
Beans, yellow eye, bus	3 40	3 50
Cheese, lb	0 13	0 13½
Lard, compound lb	0 13½	0 14
Lard, pure, lb.	0 17¼	C 18
Pork, domestic mess	28 50	29 00
Pork, American clear	28 00	28 50
Pork, clear backs	28 50	31 50
Beef, American plate	17 00	18 00
Beef, Canadian plate	16 75	17 00
Molasses, fcy. Barbados, gl	0 34	0 35
Butter, dairy, lb	0 25	0 28
Butter, creamery, lb	0 26	0 29
Eggs, doz	0 28	0 40
Eggs, new laid	0 35	0 40
Potatoes, bbl.	1 20	1 40
Canned goods—		
Peas, doz	1 10	1 50
Corn, doz	0 85	0 90
Tomatoes, dz	0 95	1 00
Raspberries, dozen	1 85	1 90
Strawberries, dozen	1 55	1 60
Salmon, case—		
Red spring	6 50	6 75
Cohoes	6 00	6 25
Peaches, 2's, dozen	1 70	1 80
Peaches, 3's, dozen	2 70	2 80
Baked beans, dozen	1 15	1 25
Fish—		
Cod, dry	2 75	4 00
Herring, salt, half bbls	2 30	2 60
Herring, smoked, box	0 08	0 08½

HALIFAX MARKETS.

Corrected by Wire.

Creamery prints per lb	0 27	0 29
Creamery solids per lb	0 27	0 28
Dairy, tubs, lb.	0 23	0 24
Fresh eggs, doz.		0 32
Case eggs "		0 28
Sugars—		
Extra Standard, granulated		4 85
United Empire		4 75
Austrian, bags, granulated		4 75
Bright yellow		4 60
No. 1 yellow		4 50
Flour h. wheat per bbl.	6 40	6 50
Flour, Ontario blends, bbl.	5 75	5 85
Cornmeal, bag.	1 57½	1 62
Oats	0 54	0 55
Pork, American per bbl.		30 00
Pork, clear bbl		32 00
Beef, American plate per bbl.	16 50	17 50
Beef, Canadian per bbl.		16 00
Hams smoked		0 16½
Pork, fresh	0 09	0 10
Codfish, quintal		5 50
Herring, pickled per bbl.		5 00
Apples, per. bbl.	1 50	3 00
Potatoes, P. E. Island, bag.		1 15
Onions, Spanish per lb.		0 02½
Onions, American, per lb.		0 02¼
Onions, Canadian, per bag		1 35
Molasses, fancy Barbados, bbl.		0 38
Molasses, fancy Barbados, pun		0 35
Beans, bushel		2 20
Rolled Oats, bbl.	5 20	5 70

CHARLOTTETOWN MARKETS.

Corrected by Wire.

Sugar, standard granulated	4 90	5 00
Sugar, yellow	4 40	4 50
Flour, Manitoba	6 40	6 50
Flour, Ontario	5 50	5 70
Cornmeal, bags.	1 75	1 85
Raisins, Val.	0 06	0 06½
Raisins, California, seeded	0 07½	0 08
Currants	0 07	0 07½
Rice	0 03	0 03¼
Beans, new, bus	2 00	2 10
Cheese	0 12	0 12½
Lard, pure	0 16½	0 16½
Molasses, fancy Barbadoes, gal	0 35	0 36
Oatmeal, 100 lbs	3 00	3 25
Rolled oats, per bag 90 lbs	2 70	2 80
Butter, creamery per lb.	0 25	0 26
Butter, dairy, fresh, per lb.	0 22	0 24
Butter, dairy, tubs, per lb.	0 20	0 22
Eggs, per doz.	0 22	0 23
Potatoes, per bus	0 22	0 25
Turnips, per bus	0 12	0 15
Beets and carrots, per bus.	0 40	0 50
Parsnips, per bus	0 50	0 60
Cabbage, dozen.	0 25	0 50
Cranberries, lb.	0 04½	0 05½
Oats, bus	0 38	0 40
Hay, per ton	9 00	10 00
Straw, per ton	5 00	6 00
Poultry—		
Geese, per lb.	0 11	0 12
Ducks, per lb.	0 11	0 12
Chickens, per lb.	0 10	0 11
Fowl, per lb.	0 09	0 10
Pork, medium, lb		0 09
Pork, heavy, lb.	0 08½	0 08¾

THE DEATH OF CHARLES CREED.

Familiar Figure at Maritime Board of Trade Meetings Passes Beyond the Great Divide.

Halifax, N.S., Jan. 5.—On the evening of the first day of the New Year, Charles M. Creed, a notable figure in commercial life of the Maritime Provinces, passed away at his home in Halifax. At the advanced age of 78 years, no one who knew Mr. Creed, would have thought of death. He was rosy and happy and active, and was generally thought to be likely to live for some years. He came from the Island of Newfoundland and inherited an iron constitution. He frequently told of his ancestors having lived to be very old. It was on the Island that he received his sound commercial training in the ship brokerage line. Few men could surpass him in neatness and accuracy of figuring, writing and bookkeeping, in his early days, and even up to the last his work was a marvel of correctness. For several years his chief occupation was secretary of the Maritime Board of Trade, in short he was the Maritime Board—it was generally conceded. He was for many years secretary of the Halifax Board of Trade and was gifted with the ability to organize thoroughly and well as has been proven by the success of that body. Charles Creed was well liked by all who had anything to do with him. He supplied no end of amusement frequently at the Maritime Board meetings by his assertions of youthfulness and his declaration that he would run a hundred yards with any man and so on. He always tabooed the typewriter, and would sit far into the night to write in his immaculate tiny handwriting, as plain as print, his voluminous correspondence at times for his secretaryships. He was a familiar

THE LATE CHAS. M. CREED,

Whose Death Occurred in Halifax on New Year's Day.

figure on the streets of Halifax and was known about the rotunda of the Halifax hotel by most men about town and in fact by large numbers from all over the provinces.

Personally he was a warm friend, and possessed sterling qualities which won for him respect socially and otherwise. He had a large family, some of whom are living in the provinces, one daughter residing in New York City.

The Maritime Board lost one of its staunchest members last year in the person of the late M. G. deWolfe, and the late Mr. Creed in reading his resolution of condolence at the board meeting last August, wept copiously, feeling that as he said the board would never be quite the same. It is curious that he should so soon require the same sad resolution to be made for himself. They had always been close friends of one another and naturally the separation caused Mr. Creed many regrets.

This paper offers sincerest sympathy and condolence to the family in their bereavement.

TO BUILD LARGE PLANT.

Coldyke Baking Powder Co. Looking for Another Site—Industry of the Japanese.

Vancouver, B.C., Jan. 4.—The plant of the New England Fish Co., at Ketchikan, southeastern Alaska, has started operations, and the first frozen fish to arrive from there passed through Vancouver last week. This company has operated from Vancouver, the halibut boats bringing their catches here, but a large cold storage plant has been established in Ketchikan. When the G.T.P. is completed, it is probable that the fish will be run to eastern markets over that route.

Up to the present, it is the Chinese who have been in the majority in the market gardening both on the lower mainland and on Vancouver Island, but now the Japanese are getting into the business. If there is a chance at all in any line, at which a profit may be made or is being made by someone else, the Japs are always sure to be in it sooner or later. They are not remarkable for initiative, but are great on emulation. A Japanese syndicate has purchased the McHouse ranch of 160 acres, not far from Nanaimo, and intend to grow fruit and vegetables, particularly for the markets in their own country, with which they will have business connections.

The Coldyke Baking Powder Co., of Portland, Ore., and Winnipeg, plan the erection of a plant in New Westminster, B.C., to cost $60,000. Mr. Nordyke, president of the company, and C. H. Hubble, secretary, were here a few days ago in connection with the matter.

Creston, in the Kootenay district is becoming noted for its apples, a weight of 33 ounces in many instances being recorded. A second crop of Bartlett pears is not regarded as a rarity there. W. K. Brown has grown strawberries weighing a quarter of a pound, being three inches in circumference.

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How Quality Won the Market

When my travellers first came into Ontario to sell Red Rose Tea the greeting they most often got was: "What; another package tea!" It was natural in a way, too. The field was strongly held by a number of package teas of established reputation. It seemed to be full up. But tea, more almost than any other article, should be sold for quality because of the consumers' lack of expert knowledge. My travellers knew they had the quality and they started in with confidence, enthusiasm and pluck, and with only one selling argument, the quality of the tea.

That was only ten years ago, and there were just three travellers. To-day I have eleven travellers in Ontario and Red Rose is acknowledged to be a leader in the package tea business, not alone in Ontario but in the Dominion. Year by year the sales of Red Rose have increased enormously. The year just closed was the largest in the history of the business, and it wound up with a month that beat all records.

The one main reason for this progress is the quality of the tea. Advertising has helped; able travellers, deserving of the confidence of the trade, have helped; but I have never doubted that in building up a business and making it permanent, quality is more than advertising and more than salesmanship. It is this quality that has created faith in Red Rose. It is this quality that enables you to have the same confidence in Red Rose I have. Because of this quality **it will pay you to recommend**

Red Rose Tea

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Winnipeg, Man.
} Branches

T. H. Estabrooks
ST. JOHN, N.B.

The Grocer's Encyclopaedia From Week to Week

The Manufaeture of Scrapple, a Dish Known to Few in This Country—Made From Some of the Internal Organs of the Hog Mixed with Cornmeal and Wheat Flour, Ete.—Originated in Pennsylvania.

SCRAPPLE.—Some persons eat and pretend to enjoy that edible eontrivanee known as scrapple. New York is said to have acquired a taste for it, and because of its inereasing popularity away from the ehief source of supply, its price has advaneed. It was only a year or two ago that extra fine scrapple was quoted in Philadelphia markets at 6 cents a pound, with eommon to ordinary at 4 eents. This year the price of select serapple is 9 eents, and the run of the pan at 6 eents. There is a world of differenee in serapple. The variety whieh earries the largest proportion of rieh, delieate meat is worth more than the scrapple that is mostly cornmeal and deception. Serapple was invented in Pennsylvania in the Duteh belt. It is one of the by-products of the pig, just the same as sausage and pudding.

In the winter when the pigs are so heavy with white fat that they no longer beeome agitated when feeding time eome, "hog killing" starts.

Now, hams, shoulders, spare-ribs and a few other seetions have their own particular uses, and they are treated as they deserve; some with sugar and smoke and some fried or roasted. There remains the head, heart, liver, kidneys and odds and ends of mueh merit. These are carefully assembled.

Mueh of the fresh meat is placed in a maehine and ground up finer than the finest hamburg steak foundation that ever was. Moderately salted and somewhat peppered, it is then forced into skins, kindly provided by a generous nature, and it becomes sausage.

A roll of seasoned, appetizing meat sizzles in its own fat, the sausage link goes onward, making happy homes and higher civilization.

First Cousin to Pudding.

As for pudding and serapple, they are first cousins. The heart, liver, kidneys, most tender flesh, are boiled in an iron kettle until they are so soft that they are ready to fall apart of their own weight, and the liquid in whieh they have been stewing is concentrated nutriment, covered with oil.

A proportion of the boiled things are chopped up in the same manner that the sausage meat was handled, and this, after being seasoned, is pressed into large skins and this beeomes pudding.

The rest of the boiled meats and interior deeorations of the pig are chopped up, but not quite so fine, and heaved into the pot where the liquor is still stewing. Then comes the addition of eornmeal, of a small pereentage of wheat flour, of some buekwheat flour. Salt to taste, pepper in generosity, and finally when the whole thing boils down thiek and firm it is turned out into pans and you have serapple—Country scrapple.

CHRISTMAS GIFT ON BIRTHDAY.

At the Toronto branch office of T. H. Estabrooks, St. John, N.B., the traveling and office staffs this Christmas united in sending "The Chief," T. H. Estabrooks, a reminder of their eordial regard for him and an expression of their good wishes in the form of a choice piece of ceramie art, "The Fisher Maiden," by Vanstein from the studio of Goldscheider of Vienna and Paris. It represents a girl exquisitely posed fishing in a crystal pool from an overhanging roek. The pool is contained in a shallow glass bowl and a beautiful lighted effect is obtained by an electrie bulb beneath the glass. Three gold fish in the water add a touch of realism, but nothing can excel the naturalness and eagerness of the maid's faee and pose. On aceount of the rush of express business the present arrived in St. John a day or two late for Christmas, but came to hand on Mr. Estabrook's birthday.

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For 1910

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We are the largest dealers in Dressed Poultry in Canada. A lifetime has been spent by us specializing along this line. This valuable experience is at your service. We want large quantities of

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Personal attention given to each shipment. A square deal for all. Payments daily.

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The Scarcity of Hogs Advance the Prices Again

More Difficulty for the Packers in Making Profits From Export Trade—Unsalted Butter Being Shipped to New York From Montreal—Storage Eggs Going Out Rapidly — Poultry Prices Lower.

A recent interview with one of the large hog buyers, who calls regularly on the farmers, and who understands their ideas of hog raising advanced some of the reasons why hogs are so scarce and also he gave it as his opinion that the high prices are here to stay for a time. Farmers, who as a rule, he remarked, were well to do, were making money, and were not only looking at matters from the standpoint of which pays the best, but also which is the least work and trouble.

At the present prices of hogs it can be figured out that it pays farmers well to raise hogs, but they claim that they do very well by selling the grain, instead of feeding it to hogs, without having the labor to attend to them. They are also afraid that as soon as more hogs are produced prices will drop. With all the excellent and extensive packing houses and with the enormous increase in the consumption of hog products which has largely been created through the enterprise of the packers, there is no possible danger that hogs will not always pay the farmer a fair profit. These institutions are provided at great expense and are decidedly in the interests of the farmers and they should do their best to supply them. It took years and years of experinenting at great cost to attain the high standard of our cured meats, and it would be disastrous if through lack of interest on the part of the hog producers, this industry would be crippled or entirely lost. Farmers, especially in Ontario, must depend on mixed farming, and dairying must be a leading feature, and which would never be complete without hog raising. Under these conditions, farmers should take into consideration the institutions which must depend on them for their supply, and without which the farmer's interests would be injured. Farmers have been assisted at the public expense to better their own conditions, but the relation they hold with other industries has been overlooked.

—

MONTREAL.

PROVISIONS—Several lines of provisions are higher in spite of the somewhat slack demand. This is duc to the scarcity of hogs, both live and dressed, prices on which have gone up to $9.25 and $13.25 respectively. Compound lards are up ¼ cent, bacon ½ cent, and porks are firmer, and in some cases higher. A large increasc in demand is looked for in the near future.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16¾
Cases, tins, each 10 lbs., per lb	0 16¾
" " " 5 " "	0 16¾
" " " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb	0 16¾
Pails, tin, 20 lbs. gross, per lb	0 16¼
Tubs, 50 lbs. net, per lb	0 16¼
Tierces, 375 lbs., per lb	0 16¼
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 12¼
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12¼
" 5 " " " "	0 12½
" 3 " " " "	0 12¾
Pails, wood, 20 lbs. net, per lb	0 12¾
Pails, tin, 20 lbs. gross, per lb	0 11⅝
Tubs, 50 lbs. net, per lb	0 12¼
Tierces, 375 lbs., per lb	0 12
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	29 00
Bean pork	23 50
Canada short cut back pork, bbl. 45-55 pieces	28 50
Heavy clear pork, bbls. 20-35 pieces	28 50
Clear fat backs	32 00
Heavy flank pork, bbl	28 00
Plate beef, 100 lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 14½
Long clear bacon, heavy, lb	0 14½
Long clear bacon, light, lb	0 15
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 14½
Large sizes, 18 to 25 lbs., per lb	0 15½
Medium sizes, 13 to 18 lbs., per lb	0 16
Extra small sizes, 10 to 13 lbs., per lb	0 16
Bone out, rolled, large, 16 to 25 lbs., per lb	0 17
" " " small, 9 to 12 lbs., per lb	0 17½
Breakfast bacon, English, boneless, per lb	0 17
" " " " "	0 16½
Windsor bacon, skinned, backs, per lb	0 17½
Spiced roll bacon, boneless, short, per lb	0 14½
Hogs, live, per cwt	9 25
" dressed, per cwt	13 25

BUTTER—Montreal is again furnishing New York with considerable quantities of unsaltcd butter, in spite of the 6c per lb. duty. Over 1,000 packages have rccently gone that way. Vancouver, Winnipeg, and other western points, are also drawing quite heavily. This has resulted in a higher price for creamery. Other lines are firmer, but no changes are as yet reported.

Rcceipts for the week are 2,037 packages as against 1,374 packages same week last ycar. For the season they are 388,393 packages as against 410,032 packages same season 1908.

Creamery, solids, lb		0 26½
Creamery prints		0 27
Dairy, tubs, lb	0 21	0 22
Fresh dairy rolls	0 22	0 23

CHEESE—There has been an increase in cable inquiries during the past few days, and dealers report the general situation as improving. Several fairly large sales have been made and more are under way.

Rcceipts for the week are 354 boxes as against 214 same week last year. For the season they are 1,966,291 boxes as against 1,955,613 boxes same season 1908.

Quebec, large	0 11½	0 12
Western, large	0 11½	0 12
" twins	0 12½	0 13
" small, 20 lbs.	0 12	0 12½
Old cheese, large	0 15	0 16

EGGS—Storage supplies are running low and it would not be at all surprising if this rcsulted in a pinch some threc or four weeks hence. Few houses here seem to be overstocked. Receipts for the week were almost nothing, 147 cases as against 1,020 same week last year. For the season they were 190,635 cases as against 195,166 cases same season 1908.

New laid		0 40
Selects, dozen		0 30
No. 1, dozen		0 27
No. 2, dozen nominal)	0 24	0 25

POULTRY—Prices during the holidays were above normal and dealers who held on to their supplies, looking for still higher priccs, are sure to be disappointed. Prices are already off from one to two cents. Supplies are plentiful and the grade of present stock is good. The Christmas and New Year's turnover was good.

Chickens, per lb	0 15	0 16
Hens, rer lb	0 10	0 11
Young ducks, per lb	0 15	0 16
Turkeys, per lb	0 19	0 20
Geese, per lb	0 11	0 12

HONEY—Honcy is steady at last week's quotations, and conditions are slightly better for all grades. Supplies are not coming in so frecly, and the general tone seems firmer.

—

TORONTO.

PROVISIONS—Hogs are again higher. Last ycar at this time, live hogs at country points were $5.75 per cwt., which was then regarded as rather high. This week they are $8.25 and even $8.40 at some points, and yet at these prices packers have difficulty in getting their necessary supplies. Prices of cured meats although showing no change this week, will neccssarily advance in consequence of thc sharp raise in hogs.

Long clear bacon, per lb	0 13½	0 14
Smoked breakfast bacon, per lb	0 17	0 18
Roll bacon, per lb	0 14	0 14½
Light hams, per lb		0 15
Medium hams, per lb		0 15
Large hams, per lb	0 14	0 14½
Shoulder hams, per lb	0 13	0 13½
Backs, plain, per lb	0 17½	0 18
" pea meal	0 18	0 18½
Heavy mess pork, per bbl	27 00	27 50
Short cut, per bbl	28 00	29 00
Lard, tierces, per lb	0 15½	0 16
" tubs "	0 15½	0 16½
" pails "	0 16	0 16½
" compounds, per lb		0 12½
Live hogs, at country points		8 25
Dressed hogs		12 00

BUTTER—The receipts of fresh butter are quite sufficient to supply the local market. The poorer qualities which are too plentiful are accumulating, and stored butter is used instead. The old custom of taking in good and bad butter by merchants at thc same price is still too prevalent, and this has its bad effect. It is not fair, and offers no inducements to make good butter and should in some way be stopped. Canada will never take a front stand in butter making, until this practice is discontinued.

	Per lb.	
Fresh creamery print	0 28	0 29
Stored creamery solids	0 26	0 26½
Farmers' separator butter	0 24	0 25
Dairy prints, choice	0 21	0 23
Tub butter	0 21	0 22
Baking butter	0 19	0 20

CHEESE—The local cheese market is still at the old mark. The demand is fair, and as cheese is below its value compared with many other lincs of food, consumption should increase.

Cheese, new, large	0 12½	0 12¾
" " twins	0 12¾	0 13

EGGS—The egg market is quiet, but at thc same time thc stocks are diminishing at a fair rate to come out right in the spring. New laid eggs are not quite as scarce as they have been, but the recent severe weather may check the rcceipts for the prescnt.

Cold storage eggs	0 26	0 27
Select eggs		0 28
Strictly new laid	0 35	0 40

POULTRY—There is little fresh poultry coming in, which affords the dealers an opportunity to get rid of the stocks which are left over from the holidays. The sky-high prices are not in evidence, but good stock still sells at fair figures. A good deal of the poorest qualities have to be sold at a loss. As the retailers, as a rule, lost money on poultry this year, they should not forget the lcsson and make the same mistake another year.

Spring chicken, dressed	0 14	0 15
Hens, per lb. dressed	0 11	0 12
Turkeys, per lb., large	0 18	0 20
Spring ducks		
" dressed	0 14	0 15
Geese	0 13	0 14

HONEY—From now on till maple syrup time, honey should be in good demand. The sales depend entirely on the grocer in keeping his stock in good condition.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
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THE
latest wheeze in Biscuits.

TRY THEM,—
Then we execute the repeat orders.

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SATISFACTION to the CONSUMER

Sole Export Agents: H. COLLINGS & CO.,
16, Philpot Lane, LONDON, E.C., ENGLAND

CHINESE STARCH

Always Leads
Quick Seller
Big Profits
No Dead Stock

Get Prices

OCEAN MILLS
MONTREAL

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.
Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

LEITCH ANCHOR BRAND OAK LAKE

Interested

We wish to get you **interested** in **ANCHOR BRAND FLOUR;** it is the secret of success in bread making. The use of it gives that pleased feeling resultant from "time well spent".

Free samples
for those
interested.

Manfd. by
Leitch Brothers
Flour Mills,
Oak Lake, Manitoba.

GILLETT'S PERFUMED LYE

CAUTION.

Put a strong glass on the label and examine it closely every time. Always look for the name **"Gillett's."**

Like all good articles, which are extensively advertised, **Gillett's Lye** is frequently and very closely imitated. In some instances the imitators have actually copied directions and other printed matter from our label word for word. Be wise, and refuse to purchase imitation articles for they are never satisfactory.

Insist On Getting Gillett's Lye

and decline to accept anything that looks to be an imitation or that is represented to be "just as good" or "better," or "the same thing." In our experience of over fifty years in business we have never known of an imitation article that has been a success, for imitators are not reliable people. At the best the "just as good" kinds are only trashy imitations, so decline them with thanks every time.

E.W.GILLETT COMPANY LIMITED

WINNIPEG. TORONTO, ONT. MONTREAL.

Every Grocer in the country can make money out of Wm. Clark's advertising

Any article of such merit as Clark's Meats, and advertised as extensively as Clark's Meats, is bound to be in great demand.

As Clark's meats are advertised all over Canada, there is not a grocer who would not benefit by the sales resulting from such advertising,

It is only after putting in a supply that he realizes what sales have passed his door.

Clark quality, Clark reputation and Clark publicity combine to aid the grocer in his sales.

Clark's Pork and Beans
Clark's Ham, Tongue or Veal
Clark's Sliced Smoked Beef
Clark's Mince Meat
Clark's Ox Tongue
Clark's Chateau Baked Beans

and CLARK'S INGLASS BRAND MEATS

INGLASS BRAND includes a full assortment of Clark's Meats packed in air-tight glass containers.

WM. CLARK, - MONTREAL

Manufaoturer of High-Grade Food Specialties

CAREFULLY DISTINGUISH BETWEEN

BOVRIL

And Foreign Imitations Now on the Market

There's no "just as good." BOVRIL is essentially a British Canadian Institution built on sheer merit.

Persistent and attractive consumer advertising is creating a steady demand, and there is an ample margin of profit for you. We shall not leave you, what we we are doing we shall maintain.

Bovril Ltd. have the farms, much over 9,000,000 acres, and they have the goods, too.

BOVRIL LTD.

27 St. Peter Street - - Montreal

SHORT OF A MILLION.

Salmon Pack in British Columbia Does Not Measure up to the Other Years of Big Runs.

A despatch from Victoria, B.C., states that the total pack of all kinds of salmon in British Columbia fell below the million mark this season for the first time in many years, during the period of a big run of fish. W. D. Burdis, secretary of the British Columbia Salmon Canners' Association, has completed the compilation of returns for the season of 1909, and the total of all kinds of salmon packed is shown to be 967,920. In 1905, the year of the last previous big run, the total pack amount to 1,167,464 cases; in 1901, another big year, the pack totalled 1,236,156 cases, while in 1897, also a big year, it was 1,015,477 cases. The pack of sockeyes totalled 840,411 cases in the various districts as follows: — Fraser river, 542,248 cases Skeena river, 87,901; Rivers Inlet, 89,027; Naas river, 28,246; outlying districts 93,019. The total pack of the various districts, which includes sockeyes, red and white springs, chums and pinks and cohoes, was as follows: — Fraser river, 567,203; Skeena river, 104,739; Rivers Inlet, 91,014; Naas river, 40,990; outlying districts, 127,974. Canners declare that but for the partial failure of the run on the Fraser river, and the restrictions of the area in which fishing was permitted on the Skeena river, the season's pack would have been as large as that of 1905, the last big year. In 1908 the total salmon pack in British Columbia was 546,689 cases.

WANT STREET FAIR EARLIER.

Majority of Lindsay Merchants Think It to be Too Close to Christmas.

Lindsay, Ont., Jan. 3. — There are varying opinions among the merchants here as to the propriety of holding the annual Christmas Street Fair during the week before Christmas. The merchants all did a good trade, but the question is does it affect the regular Christmas trade.

Your correspondent interviewed several of the leading merchants in their particular lines as to the advisability of holding the Fair earlier—two weeks before Christmas—and the majority of them were in favor of this idea. It is claimed that the people will buy during Christmas week, Fair or no Fair. Some of the interviews are as follows:—

"We had a good day, a splendid day," said Wm. Flavelle, of the drygoods firm of Dundas & Flavelle. "I think the Fair a decided success."

J. E. Adams, of Adams Bros. (grocers) said: "We had an exceptionally good day and I think the Fair a splendid event, but would hold it a week earlier."

F. W. Sutcliffe, of Sutcliffe & Sons, (drygoods), expresses the opinion that the Fair would serve the purpose better if it were held a week previous to Christmas week or the week after.

Felix Forbert, (boots and shoes), considered the Fair to be advantageous to the town and the merchants. He preferred the date to be earlier.

D. Cinnamon, (hardware), "It's a mistake to have the Fair the same week as Christmas. It should be held two or three weeks before."

L. A. Campbell, (grocer), expressed the opinion that the Fair should be held earlier, a week before Christmas, at least. He thought that there was little in the argument that those who brought fowl could not keep them in good condition until Christmas.

A. Higginbotham, (druggist), "I thought the Fair was fine, and I do not see any reason to change the date."

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance.

WRITE TO

P. POULIN & CO.

39 Bonsecours Market, - Montreal

WE SELL FEATHERS TOO

MAPLE SYRUP

"Your syrup is superior to anything I have seen on the market."—H Mockford, Charlmond Road, London

It is STANDARD. Get Prices.

CANADA MAPLE EXCHANGE

Montreal

Smalls

TRADE MARK.

Smalls

Canadian made Licorice

Y&S BRAND

All Druggists.

Manufactured by National Licorice Co. Montreal.

Grocers, Confectioners and Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags

Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

Send To-day

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto

PROVINCE OF QUEBEC and MARITIME PROVINCES, W. H. Dunn, 394 St. Paul St., Montreal

MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg

BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver

PROVINCE OF ALBERTA, Tees & Persse Calgary and Edmonton

Are you selling

"White Lily" Brand

CREAM SODAS?

The acme of

PURITY—CRISPNESS—DELICIOUSNESS

These biscuits are made by modern machinery, from the choicest materials in a large sanitary factory, and we offer them to you at a price that means profitable business. They reach the dealer as fresh as they left our ovens.

In 20 lb. tins, 30 lb. boxes and in ½ lb. or 1 lb. packages.

Other kinds specially recommended :

"WHITE LILY" BRAND

Havelock Lunch
Cottage Mixed and
People's Fancy.

Write for prices.

J. A. MARVEN Limited

MONCTON, - - N.B.

Why Christie biscuits make for success in the grocery business

Success does not happen.

There is nothing accidental about it. There are always good and apparent reasons for success—especially in the grocery business.

The grocer who conducts *a pure food shop* is bound to succeed, for the simple and conclusive reason that *pure foods* are the foundation of stable reputation—*a reputation that no amount of money can buy.*

Since Christie biscuits are the purest of *all pure foods*, it is reasonable to assert that the grocer who handles them is laying the proper foundation for *permanent* success.

Your best customers *know* a great deal about the *purity*, *quality* and *lasting goodness* of Christie biscuits.

Is it wise to risk losing even one good customer?

Remember there's a Christie biscuit for every taste, and—

Christie Biscuits sell more than biscuits.

CHRISTIE, BROWN & CO., Ltd.

All the Year Round

Cowan's

COCOA AND CHOCOLATE

are in demand. Strong, persistent advertising, backed up by absolute purity and uniformly delicious flavor, has made "Cowan's" a household word in Canada.

The Cowan Co., Ltd.

Toronto, Canada

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER

Our **VILLAGE Bisouit** retails **3 lbs. for 25c.**

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

DESICCATED COCONUT and COCONUT FAT

FINEST QUALITY MANUFACTURED

J. H. VAVASSEUR & CO., Ltd., 4 Lloyds Ave., London, Eng.

Factories—Ceylon Telegrams—Citronella, London

Remembering the Retail Grocer----

We are not one of those firms so keen on our own profits as to forget our very good friends, the retailers. No, all our biscuits, besides being of the highest quality, yield the man behind the counter an excellent profit.

THESE TWO FACTS EXPLAIN THEIR POPULARITY WITH CONSUMER AND DEALER.

THE CANADIAN BISCUIT COMPANY, LIMITED

LA PERADE, QUE.

By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite" brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Joe. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Wheat Prices Show Tendency to Advance Again

Depressing Reports From the Argentine — Flour Remains Steady—Better Demand for Cereals.

Those who held the idea that wheat would decline, are beginning to change their views and have more confidence in the present value of wheat. Some are even showing a tendency to go the other extreme and are predicting that wheat will, before long, reach $1.25 a bushel. The recent report from Argentine that the crop there is considerably below what it was estimated, has its effect on the world's market, causing a firm feeling.

MONTREAL.

FLOUR—Export inquiry has been light, but sales, though small, are continuous and form quite an imposing total. Wheat is up and as a result the market is firm.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 70
Glenora, bbl	5 20
Manitoba spring wheat patents, bbl	5 70
" strong bakers, bbl	5 20
Five Roses, bbl	5 70
Harvest Queen, bbl	5 20

FEED—Bran is having quite a brisk sale and other lines are doing fairly well. Prices are steady at last week's figures.

Fine oatmeal, bags	2 52½
Standard oatmeal, bags	2 52½
Granulated " "	2 52½
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
Rolled oats, bags	2 30
" barrels	4 85

ROLLED OATS—There is no change in rolled oats. Trade is fair for this time of year, prices are firm.

Ontario bran, per ton	21 00
Manitoba shorts, per ton	22 00
" bran, per ton	21 00
Mouillie, milled, per ton	26 00
" straight grained, per ton	31 00
Feed flour, 98-lb. bag	1 55 1 75

TORONTO.

FLOUR—There is nothing, but the same old story to report, about the wheat and flour situation. The regular movements of a trifle either up or down, are still going on without materially getting away from the price that has ruled for some time. While, however, wheat is fluctuating, flour remains steady, looking for a little more money. With good winter weather, good sleighing and the elections over, the farmers have settled down to every day affairs, and the temptations of getting into trouble removed from about 60 municipalities, it is expected that wheat will come out more freely. As is usually the case immediately after the holidays, the local demand is light.

Manitoba Wheat.		
1st Patent	5 20	5 30
2nd Patent	5 00	5 10
Strong bakers	4 90	5 00
Winter Wheat.		
Straight roller	5 20	5 40
Patents	5 40	5 50
Blended	5 40	5 50

CEREALS—The cereal market is firm, the demand regular, and prices well maintained. The local supply of wheat and oats is so small that millers pay little attention to it, and depend entirely on the Northwest for their supplies. Wheat from farmers at the mills is worth $1.08 to $1.10 per bushel.

Rolled wheat, car load	2 95
" oats "	2 20
Oatmeal, car load	2 50
Rolled wheat in barrels, 100 lbs	3 05 3 15
" oats in bags, per bag 90 lbs	2 30
Oatmeal, standard and granulated, in bags 98 lbs	2 60

POTATO PRICES DIFFERENT.

Despite Large Quantities in the Okanagan, Prices are High on the Coast.

Vancouver, B.C., Jan. 3.—An arrival from the Okanagan declares that potatoes are lying there unable to get a purchaser, while in Vancouver the commission men are sending up the price on the ground that potatoes are scarce. It is a peculiar condition of things, and requires an explanation. As soon as the first tinge of frost came here, the price of potatoes went up $3 a ton, since it was believed that the frost would continue, and there would be a good excuse to maintain the price, although large stocks were in. The frost lasted but a few days, but the higher price is still in force. This Okanagan man, and others, complain that they cannot get good prices or good treatment from coast commission men. They allege that the dealers here always have some fault to find, with the result that shipments net little or nothing to the grower. Anway, the Okanagan potatoes are stated to be as good as Asherofts, being grown in a dry country, and growers think there should be no reason why they could not be profitably marketed.

FLOUR FOR SOUTH AFRICA.

St. John, N.B., Jan. 5.—An illustration of the fact that Canada's trade with South Africa is increasing, is shown by the cargo now on its way from St. John, N.B., port to South African points, on the steamer Benin. The steamer took away 54,591 sacks of Canadian flour, as against 2,750 of the United States product. She also has 5,455 bushels of wheat. A St. John business man expresses the opinion that as the qualities of the product of Canadian millers becomes more widely known in the Cape, Canada would gradually increase her trade until eventually she will control the market.

Exports from the port of St. John, via the winter steamers, up to Jan. 1, show an increase in valuation over the same period last year, of $379,718. In twenty-two steamers there were forwarded among other goods 1,500,066 bushels of grain, 179,705 bags of flour and 3,102 boxes of cheese.

The annual meeting of the National Canners' Association of the United States will be held at Atlantic City, N.J., from Feb. 7th to 11th.

More Than Soda Crackers

There is something delightfully different in the taste of

MOONEY'S Perfection Soda Crackers

which distinguishes them from common Soda Crackers.

The difference begins with better baking of best material in a large, up-to-date oven, built expressly to bake this biscuit.

The difference is protected and preserved for your customer by the package of the biscuit, which effectively retains the freshness, and excludes all dust and moisture.

Need we say more?

THE MOONEY BISCUIT & CANDY COMPANY

STRATFORD, ONT.

COX'S INSTANT POWDERED GELATINE

The PURITY of this GELATINE is GUARANTEED by Messrs. COX who themselves both MANUFACTURE and PACK their brand under scientific supervision.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippett & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURGH

Resolved:

¶ That in 1910 I will make more money.

¶ That I will do so by handling more of profitable lines, which have not always had from me the attention they deserve.

¶ That I will feature confectionery, because it yields me more profit, at less cost in display and effort, than anything else I handle.

¶ That I will begin right, stocking, and making my leader always the best, longest known, and highest quality chocolate on the market.

¶ That I will immediately write to The Montreal Biscuit Company, Montreal, for prices on their

"BORDO" CHOCOLATE

for it is all of this and more, as has been proved.

U. R. Wise
Grocer
Busyville, Can.

Special—We will mail on request a neat little 1910 pocket calendar.

TRUMILK

A full-creamed Milk in soluble powder form.

MILKSTOCK

A separated Milk in soluble powder form.

These products are unequalled in quality by any other milk, whether in powder or condensed form. Pure, healthful, digestible, convenient. Guaranteed free from preservatives or adulteration. Dissolve easily in cold water and make perfect liquid milk.

MADE IN CANADA

Canadian Milk Products, Limited

Head Office: TORONTO. Plant: BROWNSVILLE, ONT.

GRATEFUL COMFORTING

EPPS' COCOA

The Choicest of all Cocoas

The Most Delicious
The Most Nutritive

A cup of this delightful beverage is a cup of real enjoyment, giving true exhilaration and invigorating the whole system.

The LEADING COCOA of MANY GENERATIONS

Special Agents C. E. COLSON & SON, Montreal
Nova Scotia, E. B. ADAMS, Halifax. Manitoba, BUCHANAN & GORDON, Winnipeg.

HOLLAND HERRINGS

In 10 lb. Kegs
—GET—
GARLAND BRAND
They are the best
Packed by
Palvast and Van der Vliss, Holland
WRITE
W. H. ESCOTT
BROKER, - WINNIPEG
Direct Importer, for a Car

SALT

Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

ROLLED OATS

FLAKED WHEAT and OATMEALS
Bags or Barrels. Car or Broken Lots.
WRITE FOR QUOTATIONS.
Prompt attention to all orders.
J. W. EWEN, - Uxbridge, Ont.

Mr. Merchant,

Are you handling
Royal Purple Stock and Poultry Specifics
the largest advertised goods of this nature on the market? If not, write us for price list and our plan of advertising to bring you direct results.

The W. A. Jenkins Mfg. Co.,
LONDON : : : ONT.

SUCHARD'S OOOOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S oooca against all other makes Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

You Can't Cut Out
A BOG SPAVIN, PUFF or THOROUGHPIN, but
ABSORBINE
will clean them off permanently, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. $2.00 per bottle at d'lers or delly'd. Book 4D free.
ABSORBINE, JR., for mankind. $1 bottle. Reduces Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands. Allays pain quickly.
W. F. YOUNG, P.D.F., 204 Temple St., Springfield Mass
LYMANS, LIMITED, Montreal, Canadian Agents

When writing to advertisers, kindly mention having seen the advertisement in this paper.

When You Build, Brother Grocer, Build Strong

JUST at present, you know, we're putting up in Montreal a *new* office building—for our own convenience and that of our patrons.

But, suppose the architect *erred* in the construction of his *foundation,* over-estimating its carrying strength!

What then, Brother Grocer, what then?

Well, as the building grew apace, the foundation would begin to *crumble,* and—what happened to the Quebec Bridge?

* * * *

Just so with *your* flourishing flour business, Brother Grocer. Do make *sure* of your foundation.

Otherwise, 'twill soon be in *ruins,* together with your ambitions, your dream profits, the confidence of the housewife in your buying judgment.

When *you* build, Brother Grocer, BUILD STRONG.

* * * *

Twenty-one years ago, we began business building in a flour way on the foundation of FIVE ROSES quality.

'Twas a very modest beginning, you know—800 barrels capacity.

But it was on a *solid base.* Brother Grocer.

And to-day, *due entirely to the success of our retailers,* we both handle together a daily capacity of 10,500 barrels.

It's OUR record, yours and ours.

* * * *

So, when you are laying out your plans for 1910, be the architect of your own future—*test your foundation.*

See that your flour brand *will* stand your selling plans, your recommendations, your guarantee.

See that it be FIVE ROSES.

Then you will have an *embargo on success,* a quality trade that nothing can take from you.

Build solid, Brother Grocer.

Build STRONG.

FIVE ROSES FLOUR

LAKE OF THE WOODS MILLING COMPANY

LIMITED

MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE R

Concerning the Retail Salesman, and His Work

Some Duties of Clerks to Their Employers — Advisability of Following the Store Policy—Treatment to Customers in and Out of the Store—Need of Studying the Origin and Manufacture of Goods Sold.

By Tom Farmer.

Probably our first duty as salesmen to our employer is to use to best advantage in our employer's interest, the time for which we are paid.

This part of the day is no longer ours to use as we will—we have sold it to our employer and if we use it to reach our own ends we are doing nothing more or less than robbing him of what is his.

We owe it to our employer to represent him before the public as he wishes to be represented.

The firm for which we work will be judged by the way we represent it. Our method of doing business is the store's method in the eyes of the public whom we serve. A clerk may rightly be expected to give just as careful and polite attention to one customer as to another. We are not doing the square thing when a special friend receives overweight or gets special reductions on a price; neither are we right when we give a cold welcome and do the least possible to please someone against whom, perhaps, we have a personal grudge. It is always wrong to give favors or balance old quarrels at our employer's expense.

The cultivation of good habits might also be mentioned. When we spend our spare time in such a way that we have a 'sore' head or cannot attend to business next day, we are doing wrong. Poor service never helped a store yet, and certainly will not help ours.

Let us be punctual. If the store is supposed to open at 7.30, let us be there at 7.30, not at 7.45 or 8 o'clock. We would miss the 7.30 train if we reached the station after it had left and we certainly do not sell goods to the 7.30 customer at 7.45 or 8 o'clock.

Be one upon whom your employer may depend. When one of us is asked to do a certain work and he does it as he is expected to, that one has taken one step in the right direction. A salesman who always carefully carries out orders will be continually relied upon, and it is very likely when higher positions become vacant, that that salesman will have his chance of advancement.

Our firm cannot afford to slight customers. We are the servants of the customers upon whom we are waiting until those customers leave. If you are waiting on Mrs. Brown and Mrs. Smith comes in and wishes to be waited upon at once, ask Mrs. Brown to excuse you before leaving her. Don't give her any excuse to feel slighted. Show her that the first to come is always first served.

Learn to Take Advice.

Accept corrections from your employer. We clerks do not know all about the business and we should profit all we can by our employer's experience. It is to our interest as well as his own. On the other hand, too, we should feel free to discuss with our employer any plan which we think, if carried out, would promote the interests of the business. Two heads are better than one and the planning of half a dozen heads for the good of a store, when considered together, can not help but be better than the plans of one man—pull together.

You or I should not expect an increase in wages until we are worth it. I must earn perhaps $15 a week for my employer before I earn $10 for myself. If I am receiving $10 and earning only that amount for him I am being overpaid, but if I increase my earnings for him to $20 or $25 a week, then perhaps I would really be underpaid. Our employers though, as a rule, are not slow to notice these increased earnings and in most cases we will have our salaries raised when we earn the increase. Service is the test of value.

The best interests of our employer's business are not being served when we talk about store troubles outside of the shop. In any business things go crooked once in a while, but it does not help straighten them in the least, when we tell these troubles outside the store circle. The fewer people who know about them the better. When we run down our store—knock it, make little of its goods and ways of doing business, even outside business hours—we are not doing the fair thing by our employer. Keep the bright side out. If you have anything to say about the store or the people in it let it be something good.

Our employer is right when he expects us to learn all we can about the goods we are selling. The Grocer's Encyclopaedia may seem rather dry reading sometimes, but if we put our hearts into the grocery business and cultivate the desire to learn all we can about it, we will find that weekly column very instructive. If the grocery clerk knows how a food is prepared he will find it easier to interest the housewife in it. In fact the ideal 20th century salesman would be a cook as well.

Tell your customers the truth. It is ours to win new customers and to hold old ones. We can do neither by misrepresentation. Customers may want a cheap price, but they do not want cheap goods. They want quality goods as cheap as they can get them—talk qual-

Tell Your Customers That:

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

Those made by *McDOUGALL* are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

Let us quote you on your

APPLE BARREL

requirements for the coming season. Also staves, hoops and heading for sale.

H. CARGILL & SON

CARGILL, ONTARIO

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

Black Watch

The Big Black Plug Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade

ity. We owe it to our employer, our customers and ourselves.

What Salesmanship Is.

Speak to customers when they enter the store whether you can wait on them at once or not—show them that they are noticed and will be waited upon in their turn. We owe it to our employer to sell all the goods we can. This does not mean that we should overload a customer, but that we should suggest things which perhaps they really want but have forgotten. As long as a person remains in the store he is a possible purchaser ; when he leaves he is still a possible purchaser, but our store's chance of selling him the goods is only on a level with the chance of a score of other groceries.

It is our duty to keep our temper with a customer. It is often very hard when a customer is very unreasonable to remain pleasant, but we should try to do so. Your employer needs that customer's business ; the store loses everything, the customer but little when we lose control of our temper.

Our employer expects us to introduce new goods. When he buys a new line of biscuits or bottled goods he wishes them to be sold. Sales can often be made because the line is a new one. Customers like to try new things and your arousing interest in new lines may lead to extra business. Show a customer that your store considerers his business worth something.

Do your best to remember faces. The most important person to a human being is himself and he likes to be noticed and greeted by name in the store and out of it.

Quite a number of the duties of a clerk are not those in direct relation to customers. We as clerks are not doing our full duty by our employers, if we are not making good use of the time between the arrival of customers. We should be work-finders. There is always something to do if we but look for it. A store quickly loses its tidy appearance if the dusting is neglected, the shelves not kept full, or if the windows are not retrimmed regularly. These things are only kept up when clerks make full use of their spare moments.

W. D. Ritchie, Little Current, Ont., was a visitor at the Toronto office of The Canadian Grocer on Tuesday.

AFTER THE HOLIDAYS

you may find trade a little slack in comparison. Why not retain your business and build up a new connection by featuring the

7-20-4 CIGAR

in a tobacco department? It's a line that costs little to run, and yields excellent profits. Write for details.

The SHERBROOKE CIGAR CO., Sherbrooke, Que.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

Fruits, etc.

All New Arrivals

Navel Oranges, Florida Oranges, Mexican Oranges, Pine Apples, California Celery, Tomatoes, Bananas, Lemons, etc.

Prices Right

Stock First-Class

McWILLIAM

Mc. AND E.

EVERIST

25-27 CHURCH ST. - TORONTO

1909

In years to come, as in years past, ST. NICHOLAS and HOME GUARD Lemons will be the

Bright Spot

in the business of every fruit dealer who handles them—why not you?

Start the new year right.

J. J. McCABE, Toronto
AGENT

1910

Cold Weather May Advance the Prices of Potatoes

Fresh Tomatoes and Cucumbers Arrive From the South—Not Much Trade in Fruits During the Week — Better Qualities of California Navel Oranges Arriving.

MONTREAL.

GREEN FRUITS—After Christmas as usual, the market is somewhat dull, but trade shows a marked improvement over the same week last year, and is proving encouraging to dealers. Luxuries are still the order of the day.

Apples—			Grapes, Almeria,		
Baldwins, bbl.		4 00	per keg		5 50
Greenings, bbl.		4 00	Kumquats, qt.		0 20
Russets		4 50	Lemons—		
Kings, No. 1.		5 00	Verdillis, box		3 25
Spies, per bbl.		5 00	Maoris, box		3 25
Fameuse, bbl.	4 00	4 50	Limes, per box		1 00
Mackintosh reds.		5 00	Oranges—		
" No. 2.		4 50	Late Valencias		5 20
Tallman Sweets.		2 50	Floridas		4 50
Wealthys, 1, bbl.		4 50	California navels	3 00	3 50
" 2, bbl.		4 00	Porto Ricos		2 50
Bananas crated,			Mexicans		2 40
bunch	1 75	2 75	Jamaica, crate		4 00
Cranberries, bbl.	9 00	9 50	Pineapples—		
Cocoanuts, bags.		4 25	Floridas, box	3 00	3 50
Grape fruit—			Strawberries		
Florida	4 50	5 00	Florida, qt.		0 75
Jamaica	3 50	4 00	Tangerines, strap		6 00

VEGETABLES—A steady but decreasing demand for fancy vegetables is the feature of the market. Christmas trade this year was brisk in these lines, and that it continues as it has, goes to prove that this is a prosperous year for nearly all lines of business.

Beets, bag	0 50	0 60	Onions—		
Carrots, bag	0 50	0 60	Spanish, ½ cases		1 65
Cabbage, doz.	0 25	0 40	" crates		
Celery—			50 lbs.	0 90	1 00
Canadian, doz	0 75	0 90	Potatoes—		
California, crate		5 50	Montreal, bag	0 65	0 75
Cauliflowers, doz.	2 00	4 00	Sweet, per bbl.	2 50	3 50
Cucumbers—			" basket		2 00
Boston, doz.	1 75	2 00	Parsley, dozen	0 40	0 75
Green Peppers,			Parsnips, bag	0 90	1 00
basket.		0 75	Spinach—		
Lettuce—			Canadian, box	0 50	0 60
Curly, doz.	0 25	0 50	Tomatoes—		
Boston	0 80	1 00	Hot-house, lb.		0 40
Onions—			Turnips, bag	0 40	0 75
Red, per bag		1 00	" Quebec,		
Spanish, cases			per ton	7 50	9 00
150 lbs.		2 75			

FISH—Trade is somewhat slack just at present, and no price changes have been noted. Dealers are already beginning to prepare for Lent. Stormy weather on the coats has materially lessened supplies, but sufficient are on hand to fill all present demands.

FRESH

Market cod, lb.		0 05	Dore, per lb.	0 08	0 09
Perch, dressed, lb.		0 08	Eels, fresh, per lb.		0 07
Pike, headless and			Halibut, per lb.	0 09	0 10
dressed		0 07	Haddock, lb.		0 05
Salmon, B.C.		0 12½	Herring, per 100		
Steak cod, per lb.		0 06	fish		1 75
Barbotte		0 08	Mackerel		0 10

FROZEN

Dore, winter caught,			Steak cod, per lb.		0 05
per lb.		0 08	Salmon, B.C., red, lb		0 10
Flounders		0 06	Salmon, Gaspe		0 18
Halibut, per lb.	0 09	0 10	Salmon, Qualla, lb.		0 08
Herring, per 100		1 75	Smelts, 10 lb. boxes		0 12
Lake trout		0 08½	Tom cods, per bbl.		2 25
Mackerel		0 10	Whitefish, large, lb.		0 10
Pike, headless and			Whitefish, small, lb.		0 06
dressed		0 06			

SALTED AND PICKLED

Green cod, No. 1 med-			No. 1 mackerel, brls.		20 00
lum, per brl		7 00	Salmon, B.C., ½ bbls.		8 00
Green cod, small, brl.		5 50	" " bbls., red		15 50
Green cod, large, brl.		7 50	" " pink		14 00
Labrador herring, bbl		5 25	" Labrador, bbl		18 00
" " ½ bbl		3 00	" " ½ bbls		9 50
Labrador sea trout,			" " trcs.,		
bbls		12 00	300 lb.		26 00
Labrador sea trout,			Salt eels, per lb.		0 08
half bbls.		6 50	Salt sardines, 20 lb. pl		1 00
No. 1 mackerel, pail.		2 25	Sardines, Quebec, bbl		5 50
" " ½ bbls.		10 00			

SMOKED

Bloaters, large, per box		1 10
Haddies, 15 lb. bxs., per lb		0 07
Herring, new smoked, per box		0 13
Kippered herring, per box	1 20	1 25
Kippered herring, imported		1 25
Smoked salmon, sugar oured, per lb		0 25

SHELL FISH

Lobsters, live, per lb		0 20
Lobsters, cooked		0 22
Oysters, choice, bulk, Imp. gal		1 40
" "Sealshipt," standards, Imp. gal		1 75
" " seleot		2 00
" shell, per bbl	7 00	10 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c.	per lb.
Dry cod in bundles, per bundle	5 50
Skinless cod, 100 lb. case	5 50
Shredded cod, per box	1 80

TORONTO.

GREEN FRUITS — All the fruit houses have an exceptionally quiet appearance this week. It is evident that the retailers have still some stock left which was expected to be sold before the holidays, and which they are selling before they call on the wholesale men for more. This accounts for the dullness of the market, and gives them time to discuss the results of the elections, and as one put it "to keep the draft from the stove."

California navels are coming in freely and are improving in quality. A car of Extra Fancy has just arrived, which will be sold at $3.25.

Whether the election of one of the wholesale fruit men as alderman will affect the local market in any way has not yet been found out, but so far it has not caused much uneasiness among the dealers.

Apples—			Lemons—		
Snows	3 50	4 00	Messina	2 50	3 00
Spies	3 00	3 50	Oranges—		
Greenings	2 25	2 50	California navels	2 75	3 00
Bananas	2 00	2 25	Floridas	2 50	2 75
Cranberries, bbl	8 00	8 50	Mexican	2 00	2 25
Grapes, Almeria			Pears, Canadian		
per keg	6 00	6 50	basket	0 75	1 00
Grape Fruit	3 25	3 50	Pineapples, case	3 75	4 00

VEGETABLES—Fresh vegetables are coming in from where they do not wear fur coats, and are taking a prominent stand on our market. Fresh tomatoes at $6 per case or about 20c a pound, cucumbers at $2 per dozen are among the new comers. Potatoes are steady and are still selling in small lots to stores at 60 to 65c. Cold weather may push them up.

Beets, bag		0 70	Spanish	2 50	2 75
Cabbage, Cana-			Green, per doz.	0 15	0 20
dian, dozen	0 35	0 40	Spanish, ½ cases		1 50
Cabbage, Can.,			Parsnips, bag	0 85	0 90
per barrel		1 50	Potatoes—		
Carrots, bag	0 65	0 75	Canadian, bag	0 60	0 65
Celery, Cana-			Bermuda, new,		
dian, dozen	0 30	0 35	per barrel		9 00
Celery, Cal., per			Sweet, hamper	1 50	1 65
case		5 50	" barrel		3 50
Cucumbers, doz.		2 00	Radishes, doz.	0 35	0 40
Lettuce, hamper		2 50	Tomatoes, hot		
Onions—			house, lb.		0 25
Canadian, bag	1 00	1 25	Turnips, bag		0 40
Valencias, new,					
crate	2 75	3 00			

FISH—This cold weather suits the fish men who are fairly busy. The market is steady and without any changes. Halibuts are getting scarce and will likely be higher.

LAKE FISH (FROZEN)

Goldeyes	0 05½	Pickerel yellow	0 09
Herring, Lake Erie	0 06	Pike	0 06
" Lake Superior	0 05½	Perch	0 06
" Lake Ontario	0 04	Trout	0 10
Pickerel, blue	0 05½	Whitefish	0 10

OCEAN FISH (FROZEN)

Cod steak	0 07	Salmon, pink, per lb	0 09
Halibut	0 09	" red	0 10
Haddock	0 06½	" sea dressed	0 13
Herring, per 100	3 00	Smelts, per lb	0 12
Mackerel, each	0 20	Shrimps, per gal	1 15

SMOKED, BONELESS AND PICKLED FISH.

Acadia, per crate	2 40	Herrings, Labrador, half barrels	2 90
" tablets, box	1 60	Herrings, Digby, bndle	0 60
Bloaters, per basket	1 00	Herrings, Imported Loch Fyne, per kit	1 10
Codfish, shredded, box	1 80	Kippers, per box	1 25
" Bluenose, "	1 40	Quail on toast, per lb	0 05½
Cod steak, per lb	0 07	Trout, pickeled, 100 lb. barrels	6 00
Cod, Imperial, per lb	0 05		
Ciscoes, per basket	1 00		
Haddie, Finnan	0 08		

SHELL FISH.

Oysters, standards, per gal	1 65	Oysters, selects, per gal	1 85
		Oysters, extra selects	2 00

EASTERN FRUIT SHIPPED BACK.

Western Inspector States That Much of it Was of a Poor Quality.

Vancouver, B.C., Jan. 3.—Fruit growing in British Columbia is attracting more attention than ever, and there is a steady demand for suitable acreage. An upcountry rancher, who was in Vancouver the other day, had just returned from a trip to Oregon and while there had ordered 17,000 young trees, and also 30,000 more in Victoria on his way home. This is a single instance and indicates the rapid extension of the industry.

Thomas Cunningham, provincial fruit pests inspector, states that the fine quality of Japanese oranges, which were received this season, is the result of the pronouncement of his department that if any of the kind generally shipped to Canada arived they would be destroyed. It has been discovered that an inferior quality has been sent here in previous years, and that since it is necessary to send better, the grade of those now arriving is much higher. The price, though, is higher, going from 45c and 55c in former years to 75c and 85c this year. Mr. Cunningham also states that the Ontario fruit, which was shipped to the coast this fall gave his department much trouble. Five carloads that were received in the Kootenay were shipped back again. Apples were scarce here this season, and the first shipment of Nova Scotia fruit reached here as a result, but this was of poor quality.

BUY THE BEST

We commence 1910 by offering

Golden Orange Brand

(Thompson's Improved)

The very best Orange grown.

Packed by

Arlington Heights Fruit Company,
Riverside, California.

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO

100,000 LBS.

British Columbia Qualla Salmon

HEADLESS AND DRESSED

Price, Case Lots, 8c. lb.

The very best value being offered in a high class fish.

ABSOLUTELY NO WASTE

Almost every dealer can handle a case this cold winter weather. TRY IT.
Every known variety of Winter Fish is handled by us.

Oysters, Haddie, Whitefish, Halibut, Herrings

WHITE & CO., Limited

Toronto and Hamilton

FRATELLI FOLLINA, Italy.
W. B. STRINGER, Toronto.

W. B. asked me to give him this space this week, but I refused, as I want to tell you all the time about the lemons I pack. I have, however, consented to let him advertise

Oranges FLORIDA CITRUS EXCHANGE Grapefruit

When ordering Oranges and Grapefruit mention F. C. E. pack, and include in your order my Lemons—the popular pack and brand.

—BUSTER BROWN.

Canadian Trade Changes of Recent Occurrence

Many Retail Businesses Change Hands—New Grocers in the Trade—Damages by Fire and Assignments Made — New Companies Formed.

Ontario

The Consumers' Grocery Co., Toronto, is in the possession of a bailiff.

R. A. Gould, grocer, Pembroke, Ont., has been succeeded by J. Johnson.

Marshal & Co., wholesale commission merchants, Toronto, are discontinuing business.

Jas. Herbert, grocer and butcher, Ottawa, is offering to compromise at 20 cents on the dollar.

Quebec.

L. T. Demers, grocer, Quebec, has registered.

Lavergne & Frere, grocers, Three Rivers, have compromised.

H. J. Sirois, general merchant, Cacouna, Que., is dead.

Jos. Warren, general merchant, Pointe a Pic, Que., has assigned.

Mercure & Frere, general merchants, Meschins, Que., has assigned.

C. Marceau, general merchant, Petit Meschins, Que., have assigned.

Assets of Nap. Allard, general merchant, Cheneville, Que., are sold.

Roberge & Poirier, general merchants, Thetford Mines, Que., are offering a compromise.

Assets of Albert Gauthier, general merchant, St. Cyrille de Windover, Que., are to be sold.

Geo. Chateauvert & Cie., general merchants, St. Marc Des Carrieres, Que., have registered.

MacFarlane Bros., general merchants, Campbell's Bay, Que., are offering their business for sale.

Western Canada.

Paul Jones, general merchant, Claver, Sask., has assigned.

Key & Armitage, general merchants, Minnedosa, Man., have dissolved.

Meeting of creditors of Chmelnitsky Bros., Poplar Point, Man., has been held.

Ellis & Mackenzie, general merchants, Macdowell, Sask., are succeeded by Paul & Traill.

Bieberdorf & Brummond, general merchants, Jansen, Sask., are succeeded by A. F. Climie & Sons, Lanigan.

J. A. Ellert & Sons, Milk River, Alta., have bought Mr. Fitzmaurice's stock of groceries, and boots and shoes.

KEEPING FROST FROM FRUITS.

It has long been the custom in California, southern Texas and Florida to preserve the orange orchards against the blight of sudden frost by employing heating pots or open stoves. In this way the temperature has been raised from two to three degrees or enough to insure the safety of the threatened fruit.

Another, but less effective way to prevent fruit getting frost-bitten is to place straw around apple, pear and peach trees at the ground on the approach of a frost, this idea being employed largely in Oregon and Washington. The plan of having fires in the orchards on frosty nights is now being resorted to in a wholesale way in Colorado, and it is said that the entire crop of fruit this year in the Grand Valley of Colorado, valued at over $3,000,000, was saved from killing by frost by the use of blazing oil in the orchards. These fruit orchards are extensive and of great value, the crops including peaches, apples, pears, plums, cherries and soft-shell almonds. Hitherto the harvest has been uncertain; Jack Frost a terrifying menace. The crop of 1909 was saved by means of some 300,000 smudge-pots of different types, which actually raised the temperature in the valley from eight to nine degrees over twenty-seven miles of territory. While the temperature outside the heated area dropped as low as twenty degrees, within the protected district it did not go below 29.5 degrees. It is said that the cost of the fuel is about $50 per acre the first year and $15 per acre in succeeding years. High as these figures seem they are small items compared with the value of the crops.

Not only is the plan successful, but it shows that it may be possible to grow some of the more delicate fruits further north.

APPLE

GROWERS SHIPPERS

Do you want a reliable address for making consignments of fresh apples? Please note:

G. C. Koopman
AMSTERDAM
ROTTERDAM

REFERENCES:

The California Fruit Canners Association, San Francisco, Cal.

The W. A. Gibb Company, Hamilton, Ont.

and further where you like to inquire.

After new year our domestic stock will be cleaned up.

SEASON 1908-9

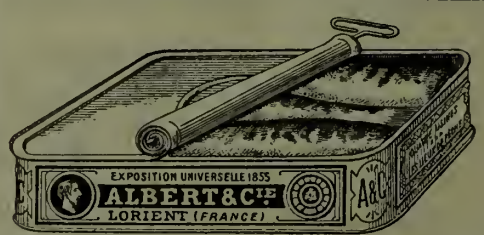
Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

Cable Address: "Trester." ESTABLISHED 1865. A. B. C. Code, 4th Ed.
M. TRESTER, Hamburg, Germany.
Old established Commission Agent for the sale of Evaporated Apples, Millfeed, Bran, Tallow, Hides and all other Canadian Export Products.
CORRESPONDENCE WITH OFFERS F.O.B. SOLICITED.



Ask for
"ALBERT & CIE"
French Sardines

This popular and world renowned brand is packed in FRANCE from specially selected fish only.

AGENTS: The SMITH BROKERAGE CO., LTD., St. John, New Brunswick. J. L. WATT & SCOTT, Toronto, Ontario. WATT, SCOTT & GOODACRE, Montreal. O. F. LIGHTCAP, 214 Princess St. Winnipeg, Man., Can., G. A. STONE, Vancouver, British Columbia.

FROZEN FISH

Now for a quick turnover of profitable lines! During this piping cold weather you run no risk in stocking frozen fish, for which there will be a brisk demand during the next two months. Here are a few suggestions—lines that are good sellers:

FRESH FROZEN SEA HERRING

HADDIES	**COD**	**HALIBUT**	**PIKE**
BLOATERS	**HADDOCK**	**SALMON**	**PICKEREL**
KIPPERS	**TOMCODS**	**SMELTS**	**WHITEFISH**

all other kinds in season

ALSO OYSTERS IN BULK AND SHELL

We can meet your requirements, too, in Salted Pickerel, Prepared and Smoked Fish.

Get Our New Price List. ***A Trial Order Solicited.***

P.O. BOX 639

BRANCHES: Montreal, St. John, N.B., Grand River, Gaspe.

THE LARGEST FISH AND OYSTER WAREHOUSE IN CANADA

LEONARD BROS.

YOUVILLE SQUARE (Near Customs House.) MONTREAL

Four Long Distance Telephones

Fish and Oysters

are a necessary element in a healthy, palatable diet, but Canadian people have as yet not realized this.

As a People

we eat less fish than any other country, but the consumption is gradually but surely increasing.

Are You Preparing

to reap your share of this increased trade by keeping an up-to-date stock of first-class goods?

THINK OF IT—NOW IS THE TIME

The F. T. JAMES CO., Limited

Fish and Oyster Distributors **TORONTO**

Strong Objections to the New Co-operative Bill

"Time-to-Act" Gives Some Reasons Why the Merchants Should Hasten to Take Steps Against It—Alleges that Promoters Organize Societies For Purely Monetary Reasons.

Editor Canadian Grocer,—What is the matter with the retail merchants? Only a year ago through great effort and expense the Co-operative Bill was defeated in Ottawa and during the last session of the local legislature an attempt was made to force it through the House in Toronto, and now it will again be brought up in Ottawa during the present session Can there be a single retail merchant in the country who will sit down and allow schemers to influence his member in the House whom he has elected, to pass a bill that will give special privileges to put him out of business?

This bill is first-cousin to the trading stamp nuisance, only even more unfair and vicious, and if all the promoters would act on the surface, some trading stamp faces would likely show up. Can the merchants not understand what is being done, when members of parliament support a bill which not a man in their constituencies asks for? Will you, as merchants, allow your member to vote for a bill which is so extremely unfair to you and in the interests of no one except a greedy syndicate, without making a determined protest?

Will you rest with your arms folded when a gigantic monopoly is asking your members of parliament to open for them a way, so that they can send promoters to every town without the expense of a charter, and stir up the people against you, through false representations and secure subscriptions in order to tie them up, and make a good commission for themselves? Will you close your eyes to the fact that these people, who have nothing in view but unfair gain, are leading the members to believe that the poor people whom they say you are keeping poor by overcharging them are asking for this bill? There is not one argument in its favor, and it can lead to nothing but trouble and confusion; it is unnatural.

If your member is in favor of it, ask him his reasons, and do not allow him to "pull the wool over your eyes," but at once call a meeting and invite him and others who understand the nature of the whole scheme to discuss and bring out the facts as they exist.

Bear in mind, like the trading stamps, the scheme is to make money at the cost of others. They know that they cannot give the people better value through co-operative stores, which was demonstrated in Toronto where a number of them have failed, but the scheme is to open a grand field for promoters to operate. It is scarcely conceivable that members of parliament could be induced to support such a bill, but when it had passed the House of Commons once, and was defeated only by one vote in the Senate, then we can see the importance of standing up for our rights, and looking after our interests.

The retail trade is a necessity, and the only system that will give the people the service they demand and need, is the regular wholesale and retail store, and therefore we must see that our rights and the people's rights are not bartered away. The retail merchants have altogether too long been laboring under unfair conditions without demanding fair play, and it is about time that they do not submit to any further encroachments, especially not to the giving of special privileges to unfair competitors, by acts of parliament.

Let every merchant in the land stand to his guns and fight this Co-operative Bill to a finish.

"TIME-TO-ACT."

Hamilton, Ont., Jan. 3, 1910.

It is easy to buy more goods than you have an outlet for. Keep the possibilities of your locality in mind, when you are tempted to stock up heavily with something that looks good.

TO THE

Merchants of Canada

We are sole Canadian Agents for and are now offering the FINEST grade of

FINNAN HADDIES

ever produced, the famous

WACHUSETT FINNAN HADDIES

packed by

FREEMAN & COBB CO.

(Incorporated)

FISH

BOSTON - - MASS.

and sold by progressive dealers everywhere. Each haddie is branded with the Freeman & Cobb Co. (Inc.) NAME and TRADE MARK and each one is guaranteed. All are smoked, strictly fresh-caught, shore haddock.

JUST WHAT YOU WANT FOR ADVENT

Packed in 15, 30 and 50-lb. boxes.

Prices on application.

D. HATTON & CO.

18 Bonsecours St. - - - - MONTREAL

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.

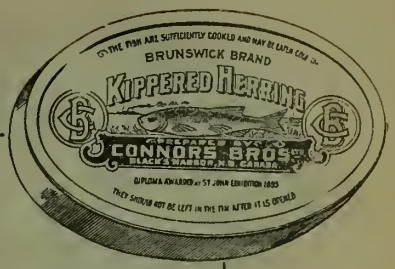
SEALSHIPTICASE
SEALSHIPT OYSTERS
Direct from the Oyster bed free from water ice or Preservative
A PURE FOOD natural flavor and freshness guaranteed
THE SEALSHIPT OYSTER SYSTEM INC.
SOUTH NORWALK, CONN

The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

The Sealshipt Oyster System, Inc.

SOUTH NORWALK, Connecticut.



Suggestions

for the

New Year, 1910

Your business resolves cover many intentions, which, if carried out in 1910, will make you a richer grocer.

Permit us to make a practical suggestion, one which has in it for you a money value. It is this:

During the coming twelve months give extra attention, effort and prominence to sea foods, and to

Connors' Brunswick Brand Sea Foods

in particular, **that you may materially increase** the **profits** on your business generally.

We feel warranted in bringing our sea foods to your especial notice, and requesting you to feature them not alone from selfish motives, but also because **Brunswick Brand Sea Foods are admittedly first** in quality, style of packing, and those two extremely important, absolutely necessary points—**price** and **popularity.**

Your conscientious pushing of these specialties will bring corresponding profitable returns.

Request us to tell you **How Much** you should put into a fair-sized stock to make sea foods **Pay Well**

Connors Bros., Ltd.

Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons Quebec; Leonard, Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B. C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

CONNORS' CHIEF SELLERS

¼ Oil Sardines
¾ Mustard Sardines
Kippered Herring
Herring in Tomato Sauce
Finnan Haddies
Scallops
Clams

WALKER
PATENTED
—BINS—

If Interested in Modern Grocery Equipment write for Our Illustrated Catalogue.

The Walker Bin & Store Fixture Co., Ltd.
Berlin, - - Ontario

STENCILS

When you require a Brass Stencil, our Stencils represent the very best value, because they are cut by expert Stencil Cutters.

We use the best tough brass and we give prompt service.

We want your Stencil orders because we know we can please you —both in price and quality. Send us your orders, or better still, buy a

Bradley Stencil Machine

We are sole agents for Canada

Hamilton Stamp and Stencil Works, Ltd.
HAMILTON - and - TORONTO

BROOMS

We Make

Brooms of Quality

When next in need of this line
ask us for prices
We have the goods for household, mill, factory, warehouse and others .:. .:. .:. .:.

Capacity enlarged to
20,000
dozen per annum

Walter Woods & Co.
Hamilton and Winnipeg

Saves time,
Saves money,
Saves you bags.

McGregor's Patent Bag Holder

Should be in every grocer's store.

KILGOUR BROS.
Wellington St. West, TORONTO

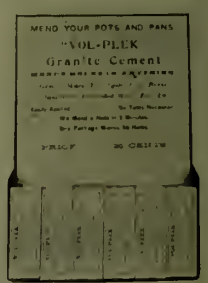
"VOL-PEEK"

GRANITE CEMENT

Mends all the holes in ANY Pot or Pan.

Made of harmless, non-poisonous materials. Invariably effective. Easily applied. Quick and profitable seller.

Send for a trial lot



H. NAGLE & CO., Montreal Sole Manufacturers

Agents:
N. A. Bedard & Co., Montreal, Agents for Province Quebec.
Watson & Truesdale, Winnipeg, Agents for Manitoba and Sask. (Regina excepted)
C. E. Jarvis & Co., Vancouver. Agents for British Columbia, Edmonton and Calgary
H. P. Cowan & Co., St. John's, Nfld., Agents for Newfoundland.

The Financial Post
of Canada

TORONTO MONTREAL WINNIPEG
VANCOUVER LONDON, ENG.

the authoritative financial journal of the Dominion

Annual Review and Statistical Number

will be issued on Saturday, Jan. 8th

Special articles by eminent authorities.

Opinions by financial and business leaders.

Tables of all important statistics.

10c. per copy $3.00 per annum

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

BOWSER
Self-Measuring Systems
For Handling
Kerosene or Gasolene

Emphasize one feature that is important above all others in the general store—

CLEANLINESS

From the slopping and dripping of faucets and funnels, the porous boards of the floor near the oil supply become soaked through and through, making the appearance unsightly and unclean. In any store, under the old method of handling oil, this condition exists—it cannot be avoided. The merchandise stored near such a place is easily contaminated. After drawing oil the least odor from hands or clothes is absorbed by the paper used to wrap up merchandise, which quickly becomes infected with the disagreeable and nauseous taste of oil.

The only system that will remove these objections is one that will hold the oil in a tank absolutely leak and evaporation proof, measure the oil accurately into the customer's can with neither spilling nor slopping, dispose of unclean measures and funnels, and one in which the flow of oil is instantly cut off the moment the desired amount is drawn. All of these features and more are found in the Bowser Adjustable Measure Oil Equipments. They will meet any conditions and requirements, being made in more than fifty different styles.

If you are interested, you need only drop a card, asking for Bulletin 5, and you will then receive full information.

S. F. Bowser & Co., Ltd., Toronto, Ontario

ELGIN NATIONAL
COFFEE MILLS

are made in no less than
40 DIFFERENT STYLES

This favorite mill, in addition to its being the easiest running and fastest grinding on the market, is an ornament to any Grocery, owing to its attractive symmetry and finish.

The ELGIN has steel grinders, can be adjusted while running, and sells at a

LOW COST

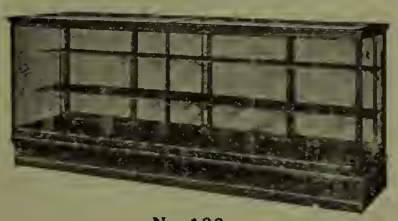
Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

Wolverine **Show Cases**



The best show case made in America for the money.

Price, $4.50 per foot
f.o.b. Detroit

W. H. ESCOTT
141 Bannatyne Avenue
Winnipeg, Selling Agen

No. 100.
This case is finished in golden oak—Beveled plate top.
—Shipped K.D.—

Made by

Michigan Show Case Co., Detroit, Mich.

—BUY—

Star Brand
COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

Classified Advertising

AGENCIES WANTED.

AGENTS WANTED—For Halifax, Quebec, Montreal and Toronto for high class firm of Scotch confectioners, chocolate makers, jam and marmalade manufacturers. Apply with particulars and references to John Buchanan & Bros., Ltd., St wart Street, Glasgow, Scotland. (51p)

AGENTS WANTED.

AGENTS WANTED by British manufacturer of sauces, pickles, etc. These goods are of excellent quality and can be sold at competitive prices. A good line for an active man. Apply "Pickler," care THE CANADIAN GROCER, 88 Fleet St., London, E.C., England. (2p)

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

BUSINESSES FOR SALE.

GROCERY BUSINESS FOR SALE on Main Street, Vancouver. Price at valuation, about $3,000; on terms. Full particulars from James Brooks, Merchants Bank Building, Vancouver.

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

HONEY—Choice white clover extracted honey, well ripened and of fine flavor. Speak quick as my stock is limited. CHAS. T. ROSS, 15 Liverpool Street, Sherbrooke, Que. (1p)

SITUATIONS VACANT.

GENTLEMAN, long experience in tea trade, London, Eng and, part cularly in blending and as sales man, open for engagement in Canada. Thoroughly conversant with Western conditions; now resident in Alberta. Letters, "Blends," THE CANADIAN GROCER, Montreal. (3p)

GREAT OPPORTUNITY FOR SALESMAN visiting the drug or grocery trade in and west of Winnipeg. Firm established on eastern market several years wants salesman who can invest $300. All profits from his territory will be turned over to him until his investment i paid back. Commission and half the profits thereafter. Profits very large. L.C.M. Co., 506 Union Trust Building, Detroit, Mich.

WANTED—A thoroughly competent specialty man to work with the retail grocery trade in the Provinces of Quebec and Ontario. Must be energetic, persistent, conscientious and reliable. State experience, age and connection. All communications treated strictly confidential. Apply to Staple Line, care of CANADIAN GROCER, Montreal.

SITUATIONS WANTED.

MALE Invoice Stenographer (grocery) wants change position. Desires better opportunity learn business. Salary secondary. "Steno," c/o H. Hodgson, 11 Hartney Chambers, Vancouver, B.C. (1p)

ACCOUNTANT desires change, age 30, qualified to take charge of store or office. Correspondence solicited. West of Port Arthur. Box 328, CANADIAN GROCER, Toronto.

MISCELLANEOUS.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelorete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

MISCELLANEOUS.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

BEFORE buying office furniture, filing systems and supplies, see our catalog. Our modern goods at moderate prices will result in money-saving and satisfaction. Write to-day, stating your requirements. Benson Johnston Co., Ltd., 8 John St. N., Hamilton. (tf)

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevato will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

DOES ANYONE OWE YOU MONEY? Let us collect it. No collection—no pay. National Collecting Co., 619 Hastings Street, Vancouver, B.C. (2p)

DOES YOUR FIRE INSURANCE POLICY protect you? There are points in connection with fire insurance policies that need expert handling to secure proper protection. We are Fire Insurance Experts. We can safeguard your interests, and procure the lowest rates. Mitchell & Ryerson, Confederation Life Bldg., Toronto.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Toronto. (tf)

FIREPROOF WINDOWS AND DOORS made strictly to the fire underwriters' requirements reduce your insurance rates and protect your building. We are experts in this line and guarantee you really fireproof goods and the maximum insurance allowance. Let us give you our figure. A. B. Ormsby, Limited, Sheet Metal Workers. Factories—Toronto, Winnipeg.

GET the 1910 Canadian Almanac. Information on Customs Tariff; Bank Stocks; Foreign Exchange; Post Offices; Insurance; Assurance; Patents; Weights; Measures; Newspapers; Magazines; Succession Duties. Paper cover 50 cents; Cloth 75 cents. At all dealers or postpaid on receipt of price. Copp, Clark Co., Ltd., Dept. C., 68 Front St. West, Toronto.

GET THE BUSINESS. Increase your Sales. Use Multigraph Typewritten Letters. Typewritten Letters Three Thousand per hour on the Multigraph. The Multigraph does absolutely every form of Printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letterheads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto.

HARRISON FISHER CALENDARS for 1910 make excellent Christmas or New Year gifts. Five pages in full colors. Size 14 x 22 inches. Pictures may be removed and framed at the end of the year as they are only "tipped" on the mounts. Price $3 boxed. Copp, Clark Co., Ltd., Toronto, are Sole Agents for Canada. (tf)

INSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive. Fresh air introduced under window sash is gradually diffused throughout room. All foul air in room expelled through special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co. Saturday Night Building, Toronto; Board of Trade Building, Montreal. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KAY'S furniture catalogue No. 36 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery with cash prices. It brings you into close touch with the immense stocks and splendid manufacturing facilities of John Kay Company, Ltd., 36 King St. West, Toronto. Write for a copy to-day. It's free. (tf)

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us TO-DAY. Sterling Electric Supply Co., Ltd., 369 Yonge St., Toronto, Ont.

SAVE 50% OF THE COST OF HANDLING merchandise by Installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

YOU DON'T buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge Street, Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. It cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto.

USE the best carbon paper. Our "Klear-Kopy" carbon gives clear unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Write press Company, Limited, 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S" The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

$75 buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit: Acme Duplicating Machine, one tubular stand fitted with tyoe cases, compartments plainly lettered and arranged like universal keyboard of the standard make of typewriters, one drawer for accessories and forms, 20 lb. font of typewriter type, one chase, one Acme ribbon any color with typewriter ribbon to match, one pair tweezers, two quoins, one key, one oil can and one set of reglets. Sold with a guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Experters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes "A B C," fifth edition, Riverside and Adams.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 55
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" ½ oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams		Peach	1 80
	Per doz	Pear	1 70
Strawberry	1 90	Jellies	
Raspberry	1 90	Red currant	2 40
Black currant	1 80	Black currant	2 40
Red currant	1 80	Crabapple	1 70
Raspberry & red currant	1 80	Plum	1 70
		Grape	1 70
Raspberry and gooseberry	1 80	Marmalade	
		Scotch	1 40
Damson plum, stoneless	1 70	Orange Jelly	1 75
		Green Fig	2 25
Greengage plum, stoneless	1 70	Lemon	1 80
		Pineapple	2 25
Gooseberry	1 80	Ginger	2 25

Pure Preserves—Bulk.

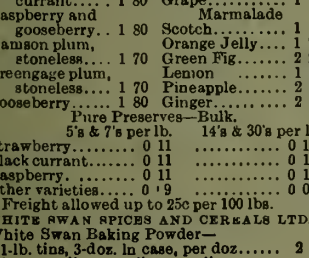
	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

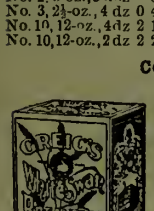
1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

Cartoons—	Per doz	No. 12, 4-oz.,	6 dz 0 70
No. 1, 1-lb.,	4 doz 2 40	No. 12, 4-oz.,	3 dz. 0 75
No. 1, 1-lb.,	2 doz 2 50	Tin Boxes—	
No 2, 5-oz.,	6 doz 0 80	No. 13, 1-lb.,	2 dz. 3 00
No. 2, 5 oz.,	3 doz 0 85	No. 14, 8-oz.,	3 dz 1 75
No. 3, 2½-oz.,	4 dz 0 45	No. 15, 4-oz.,	4 dz. 1 10
No. 10, 12-oz.,	4 dz 2 10	No. 16, 2½-lbs.	7 25
No. 10, 12-oz.,	2 dz 2 20	No. 17, 5-lbs.	14 00

Cereals



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00.

The King's Food, 2-doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per [illegible] $1 00.

White Swan Wheat Kernels, per doz.. $1 40
White Swan Flaked Rice, per doz..... 1 00
White Swan Flaked Peas, per doz..... 1 00

Blue

Keen's Oxford, per lb..... 0 17
In 10-box lots or case..... 0 16
Gillett's Mammoth, ½ gross box..... 2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED

Cocoa—

Perfection, 1-lb. tins, per doz	$1 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Solu le, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22

Special quotations or Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½s & ¼s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 4 dozen b xes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½s and ¼s, 12-lb. bxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90
Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 50 bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 45
Smaller quantities ..... 0 5.

JOHN P. MOTT & Co.'s.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

elite, 10c size (for cooking) doz 0 90

Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½s	0 38
" " " ¼s	0 38
" No. 1 chocolate, ½s	0 32
" Navy " ¼s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 35
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 32
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-5-lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ¼-lb. pkgs., 6-lbs. bags	0 32
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb " in 5, 10, 15 lb. cases	0 30

Bulk—

	In 15 lb. pails and 30, 2[illegible] and 50 lb. boxes	Pails.	Tins	Bbls.
White Moss, fine strip		0 19	0 21	0 17
Best Shredded		0 18	....	0 16
Special Shred		0 17	....	0 15
Ribbon		0 19	....	0 15
Macaroon		0 17	....	0 17
Desiccated		0 15	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., 1 lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

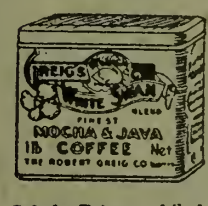
Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 25
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe 1 Aromatique—1-lb. amber glass jars, per doz., $4.

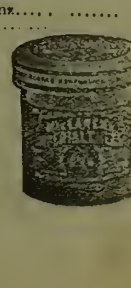
Presentation with 8 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins $0 35
"Gilt Edge" in 2 lb. tins 0 32
Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

Cheese. -Imperial

Large size jars, per doz 8 25
Medium size jars, per doz 4 50
Small size jars, per doz 2 40
Individual size jars, per doz 1 00



Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books a Specialty.

For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemin & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ¼ cent.

Extract of Beef.

LAPORTE, MARTIN & OIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	" 1	"	3 00
"	4 "	" 1	"	4 50
"	20 "	" ½	"	4 75
"	20 "	" 1	"	9 00

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
6 "	"	3 75
8 "	"	6 00
16 "	"	10 00
32 "	"	18 00

Discounts on application

Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Truunilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. CLARK & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
5-lb. tins, 2 doz. in case per lb	0 07½
7 wood pails, 6 pails in crate, per lb	07

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds, doz. $1.20. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. $1.40. Tomato Ketchup—Bottles (10c. size only) doz. $1.40. Tabasco-Ketchup—Bottles (10c size only) doz. $1.40 Chili Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (new) doz. $1.40; No. 80 jars, doz $1.40.

OCEAN MILLS

Montreal

Chincse starch, 48 1-lb., per case $4.00; Ocean Baking Powder, 48 3-oz., $1. 0; 48 4-oz., $1.80; 60 8-oz., $4.50; 36 1-lb., $3.75; 48 1-lb. pkg., $4; 10 1-lb. tins, $5; loose 25 lbs., $1.75; Ocean blanc mange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-ounce, $7.20; Ocean corn starch, 48 1-lb. $3.60.

ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

SOMETHING NEW

And what is more important "Something Good"

DOMELINE

Simply the genuine old reliable James Dome Black Lead in ***PASTE FORM.*** Put up in a very attractive tin, makes a big 5 cent package. Shines up clean and quick, leaving a lasting, brilliant polish. Pays a good profit.

W. G. A. LAMBE & CO. - Canadian Agents.

BLACK JACK

"THE WONDERFUL PASTE FOR FAMILY USE."

TRY IT.

SOLD BY ALL JOBBERS

¼-lb. ins—3 doz. in case.

FOR PROFIT

you cannot handle a line which will pay you more handsomely than

Royal Polishes

which are made in Canada, and on which you do not have to reimburse the maker for the duty his goods pay if not made here.

ROYAL POLISHES COMPANY

MONTREAL

Tea Lead,

Best Incorrodible

"Pride of the Island"

Manufactured by BRAND

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London.
A.B.C. Codes used 4th and 5th Editions.

LIMEHOUSE, LONDON, E., ENG.

Canadian Agents:

ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants,

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

LAMBE & MacDOUGAL, London
H. & A. B. LAMBE, Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax

GREEK CURRANT CO.
95 Broad Street - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

Mr. Grocer:

When buying canned goods always remember that

"CANADA'S PRIDE"

can be relied on as being the best packed and can be recommended to your customer for fine natural flavor. Every line is packed fresh from the grower and in a factory without an equal for machinery equipment, sanitary arrangement and cleanliness, by thoroughly trained help, thus assuring the best quality possible to pack.

Give "Canada's Pride" a trial and be convinced.

To be had of the following wholesale grocers:

Messrs. W. Galbraith & Sons, Montreal
Messrs. Fenwick, Hendry & Co., Kingston
Messrs. Medland Bros., Toronto

PACKED BY

THE NAPANEE CANNING CO., Ltd.

W. A. Carson, Manager NAPANEE, ONTARIO

	Per lb.
30-lb. wood pails	0 06¾
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

MacLaren Imperial Cheese Co., Limited.

IMPERIAL DESSERT JELLY

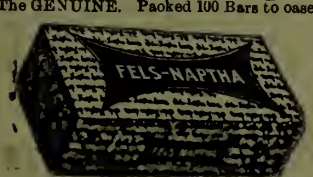
Assorted flavors—gross 10.75

Assorted Case,	Contains 4 do $3.60
Assorted Case,	Contains 2 doz. $1.80
Lemon (Straight)	Contains 2 doz. $1.80
Orange (Straight)	Contains 2 doz. $1.80
Raspberry (Straight)	Contains 2 doz. $1.80
Strawberry (Straight)	Contains 2 doz. $1.80
Chocolate (Straight)	Contains 2 doz. $1.80
Cherry (Straight)	Contains 2 doz. $1.80
Peach (Straight)	Contains 2 doz. $1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95

List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 13
½-bbls.	0 13½
Tubs, 60 lbs.	0 13½
20-lb. Pails.	2 70
20-lb. tins	2 60
Cases 3-lb.	0 14
" 5-lb.	0 13⅞
" 10-lb.	0 13¾

F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12½
Tubs	0 12¾
20-lb. pails	0 13
20-lb. tins	0 12½
10-lb. "	0 13¼
5-lb. "	0 13½
3-lb. "	0 13¾
1-lb. cartons	13¾

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz $1 00
16-oz. glass jars, 2 doz in case	" 1 40
In 5 and 7-lb. tins and 7-lb. pails,	per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—

1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35

"Sbredded"—

1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz.	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz.	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00

ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream, family size, per case	$3.50
Baby size, per case	2.00
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda

COW BRAND

Case of 1-lb. containing 60 packages, per box, $3.00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. and 60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs	
1 case	2 85
5 cases	2 75

Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

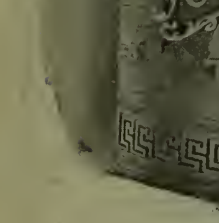
THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. Montreal

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

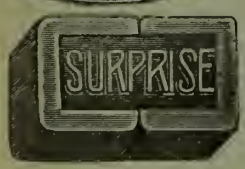
Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	12 00
Straw hat polish	"	18 30



3 doz. to box..... $3 60

6 doz. to box $7 20

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lots.

Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 6-lb. carton.	$0 07
No. 1 " " 3-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 40 lb.	07
Barrels, 200 lb.	0 06½
Kegs 100 lb.	0 06½
Lily White Gloss—	
1 lb. fancy cartons, cases 40 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in cases	08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 40 lb.	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

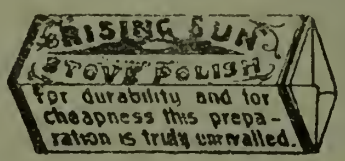
Royal Purple Stock and Poultry Specifics

THE W. A. JENKINS MFG. CO. London, Ont.

One case, 30 fifty cent packages (assorted)	$10 00
Six pails (retail $1.50)	6 00

Stove Polish.

	Per gross.
Rising Sun, 5-oz. cakes, ½ gross boxes	$5 50
Rising Sun, 3-oz. cakes gross boxes	4 50
Sun Paste, 10c. size, ½ gross boxes	10 00
Sun Paste 5c. size, ½ gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03½ per lb.
Half barrels 350 lbs.	0 03¾ "
¼ barrels, 175 lbs	0 03⅞ "
Pails 25 lbs.	1 30 each
" 38½ lbs.	1 80 "

Plain tins, with lacquered	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas

THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

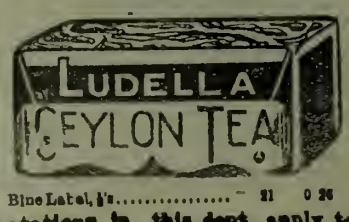
GEO. E. BRISTOL & CO., Hamilton, Ont.

EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s	"	21	0 26
Orange Label, 1's and ½'s	"	0 23	0 40
Sun Label, 1's	"	0 20	0 25
Brown Label, 1's and ½'s	"	0 28	0 40
Brown Label, ½'s	"		0 40
Green Label, 1's and ½'s	"	0 35	0 50
Red Label, ½'s	"	0 40	0 60

LAPORTE, MARTIN & OIE, LTD.

Japan Teas—	
Victoria, bf-c, 90 lbs	0 25
Princess Louise, bf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s.	0 30	0 40
White Label, 1's, ½'s and ¼'s.	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	097	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

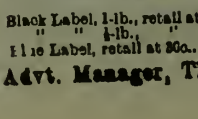
Canisters			
Gold Tins, 5's	35c. 1.75	50c. 2 50	
Gold Tins, 3's	35c. 1.05	50c. 1.50	
Gold Tins, 1's	36c. each	50c. each	
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.	
Red Tins, ½'s	35c ea 70 lb.	50c ea. 1 00 lb.	
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb	

MELAGAMA TEA

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed ⅛	0 70	1 00
" " ¼	0 55	0 80
" " ½	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. ½s.	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c	$0 20	
" " ½-lb. " "	0 21	
Blue Label, retail at 30c	0 22	
Green Label, " 40c	0 30	
Red Label, " 50c	0 42	
Orange Label, " 60c	0 42	
Gold Label " 80c	0 56	

Pure Gold Jelly Powder } 90 cents per doz.
Pure Gold Salad Dressing Powder }
Discounts on application.

THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

GILLETT'S CREAM TARTAR

	Per doz
¼-lb. paper pkgs., 4 doz. in case	0 90
½-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ¼-lb. paper pkgs. } assorted	7 20
2 doz. ½-lb. paper pkgs. }	
	Per doz
½-lb. cans with screw covers, 4 doz. in case	1 95
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ½ doz. in case	0 28½
10-lb. wooden boxes	0 26½
25-lb. wooden pails	0 26½
100-lb. kegs	0 25
360-lb. barrels	0 24½

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s. and 10s.	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s.	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s.	61

JOS COTE, QUEBEC.

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	1 10
Gillett's cream yeast, 3 doz. in case	1 14

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Tell your Doggy Customers that you Stock

Spratt's MEAT "FIBRINE" Dog Cakes

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch . 13 St. Therese Street, St. Gabriel's, Montreal.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the **PUREST,** contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

We Have Made

Excellent and

Special Arrangements for Prompt Shipment of Salt

this winter. Assorted cars if so required.

VERRET, STEWART & CO.
LIMITED
MONTREAL

WETHEY'S CONDENSED MINCE MEAT

(in Cartons)

Just as staple as sugar

No Grocer's Stock is Complete Without It

If your jobber cannot supply you —write us direct.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.

Started Out

Our travelers started out Monday, 3rd January. We have been busy getting some "specials." **We have them.** Quality has not been forgotten. Look out for them.

GEO. E. BRISTOL & CO.
WHOLESALE GROCERS
HAMILTON - - - ONTARIO

P.S.—The "free" phones, 4 of them, are still and always at your service.

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building.
London, Eng.: 88 Fleet St., E.C New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV. PUBLICATION OFFICE: TORONTO, JANUARY 14, 1910. NO. 2.

KEEN'S OXFORD BLUE

The only argument necessary to convince your customers of the undeniable superiority of KEEN'S OXFORD BLUE is to get them to try it **once**—they will buy it **always** thereafter. That's what you want, steady trade.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

Every live grocer is now selling Syrup. Syrup is seasonable and a good seller. Of all brands on sale there is ONE that makes for satisfaction and profit to dealer all the time.

"Crown Brand" Corn Syrup

For table use, made from the finest selected white corn. A suggestion to your customers for a trial tin will make steady business. For sale by all jobbers in Canada.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

MACONOCHIE'S

Pan Yan Sauce

and

Pickles

Purveyors by special appointment to His Majesty the King.

Canadian Agents:

MacLaren Imperial Cheese Co., Ltd., Toronto, Can.

Profits from Purity

The satisfied customer assures a *permanent* customer, yet without purity satisfaction of the lasting sort is not possible—or probable. Profits from Purity, therefore, command regular trade. *Profits from the articles advertised below are business builders.*

Made pure for sixty years—as pure as pure oil and skill and experience can make it. The most sensitive complexion or most delicate lingerie is safe with "Shell" Soap. Antiseptic, sanitary, clean. Not a *Pure Oil* "tallow soap"—no decaying animal matter in it. Absolutely pure.

"Shell" Soap

Bramwell's Epsom Salts show a noteworthy absence of moisture from top to bottom of package. They are absolutely free from foreign substances. They never have been and never will be classed with ordinary "salts" *"Bramwell's"* of commerce. They are in a class by themselves.

Epsom Salts

Pastacaldi's Peel is prepared from the finest Corsican Citrons and you get what you pay for every time. No excess of sugar, but highest quality selected *"Peels"* peel—drained. Pastacaldi's name on every box.

PASTACALDI'S **Leghorn** CITRON PEEL

ARTHUR P. TIPPET & CO., AGENTS
Montreal, Canada

Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

Winnipeg Office

Face-to-Face Business

Are you satisfactorily represented in this district? If not, write

G. WALLACE WEESE

Manufacturers' Representative 30-32 Main East

HAMILTON

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is

The Irish Grocer, Drug, Provision and General Trades' Journal.

10, Garfield Chambers, Belfast, Ireland

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

—

27 St. Sacrament Street, Montreal

TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

Representing Morris Packing Co.

Pork and Lard—Finest Quality

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.

52 Nicholas Street, - Ottawa

J. R. Routh, Manager.

Try a Condensed Ad. in the Grocer.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON, Western Canada

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

Selected Raisins,

Currants,

Evaporated Apples.

Prices Right.

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

An inch space in this department costs 77 cents per week or $40.00 per year.

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

77 York Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

SPOT GOODS

Muscavado Sugar Sultana Raisins

Two and Three Crown Shelled Almonds

Rolled Oats Flaked Wheat Split Peas

Pot, Pearl and Pinhead Barley

Prices on Application

DOMINION BROKERAGE CO.

73 Front St. E - - - Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

Canadian Agencies Wanted

E. SAVILLE WEBB

7 St. Stephens Street

BRISTOL, :: ENGLAND

— TO —

Brokers and Manufacturers' Agents

—Your business card on this page will keep
—your name and field of operations before
—Manufacturers, Importers and others
—looking for responsible representatives.
It costs you little and means much to you if you are looking for agencies.

Write for particulars to

The Canadian Grocer

Montreal Toronto Winnipeg

SNAPS IN CANNED FRUITS

TO RETAIL AT **15** CTS. TIN

Raspberries, Strawberries, Peaches, Pears,
Red Pitted Cherries, Black Pitted Cherries,
Lawtonberries, Egg Plums - - all 2s.
Pie Peaches - - - - - 3s.

Blue Plums, Grapes, Lombard Plums, Green Gage Plums - - - - all 2s.
Apples, Pie Peaches - - - - 3s.

TO RETAIL AT **10** CTS. TIN

300 Cases "Jordan" Crawford Pie Peaches, Gallons, 3.50 doz.

IT WILL PAY YOU TO GET OUR QUOTATIONS

EBY-BLAIN, LIMITED

Wholesale Grocers - - TORONTO

A PHENOMENAL SELLING LINE

40c.	Grade	costs you	30c.	per lb.	in lead packages.
50c.	"	"	35c.		" "
50c.	"	"	35c.	"	in 5lb and 3lb fancy tins.
50c.	"	"	36c.	"	1lb and ½lb " "
60c.	"	"	42c.	"	in lead packages
75c.	"	"	50c.	"	" "
1.00	"	"	70c.	in	½lb fancy tins
1.00	"	"	72c.	"	¼lb "

In the 40c and 50c grades (lead packages only) we can supply you in Black, Green or Mixed; other grades all Black.

A card to us will bring you all the information required.

RAM LAL'S PURE TEA CO., Limited

266 St. Paul St., MONTREAL

No single line you handle reflects more directly on your stock in general than your CANNED GOODS.

Our claim to your patronage lies in the fact that we use only the freshest of the choicest fruit and vegetables procurable, prepare them and can them in an up-to-date sanitary factory and place them on the market in first-class condition.

OLD Homestead Brand

Canned Fruit and Vegetables

is the name of the brand thus prepared —the brand you can rely on.

Old Homestead Canning Co., Picton, Ont.

OUR OUTPUT
IN PACKAGES WAS

63,290 in 1892

346,507 in 1894

1,368,550 in 1896

3,560,025 in 1898

6,103,760 in 1900

8,478,830 in 1902

12,385,215 in 1904

17,113,985 in 1906

19,146,505 in 1908

20,280,570 in 1909

We sold over 320 times more tea
in 1909 than we did in 1892.

Delivering the Dozen

THINK! It takes no longer to deliver a dozen bottles of

"E.D.S." BRAND JAMS and JELLIES

than one! and it means eleven more bottles on which you are making a profit. Offer a little discount, and sell the housewife a dozen bottles at a time. You will be surprised how often you can do it, and delighted with the way your "E.D.S." stock is moving. It's worth trying

Sell the brand which has been certified **100** per cent. pure.

MADE BY

E. D. Smith at his fruit farm Winona, Ont.

A new line you should stock---Our Unfermented Grape Juice

"There are 24 Reasons Why"
You Should Handle
"Cook's Friend Baking Powder"

A LEADER FOR 50 YEARS

ONE IS:---Because it is made from absolutely pure ingredients and contains no alum or other harmful acids.

That's Enough Without the Other 23

Manufactured by
W. D. McLAREN, LIMITED
Baking Powder Specialists
MONTREAL

The Daily Household Work

entails soiled hands, and

SNAP

is the preparation you can recommend and sell for cleansing the hands of all grease, dirt, tar or paint. It is easily applied, is antiseptic and beneficial to the skin. Mention **SNAP** when you are taking the weekly grocery order.

Buy from your jobber.

THE SNAP COMPANY
MONTREAL : : CANADA

Our Advertising and Its Relation to You

We want you to be in touch with our plans Mr. Dealer---we want you to know them as intimately as we do ourselves. Co-operation is the only possible way to success for both of us.

Now the sooner you know our plans the sooner you will put in your stock of

Pure Gold Goods

(Trade Mark Registered)

The sooner you put in this stock the sooner you will begin getting your profits on the sale of the goods.

Frankly, we don't care how small your initial order is. In fact, we don't want you to load up on the goods at the start---it's a poor way to prove our case by trying to fill your shelves.

Make your order small---but make your order. What we want is that you be in a position to deliver the goods when they are called for.

We will trust to the quality of the goods, the advertising and your good judgment as to what quantity will constitute an active stock to bring us repeat orders---larger and larger as time goes on.

And this leads up to our original point---*write* us for sheet illustrating and describing our advertising campaign. Ask us any questions you will about our plans---we will gladly inform you.

These goods can be had of all jobbers and can be shipped frem Pure Gold stocks at Victoria, Vancouver, Winnipeg, Montreal, Toronto and Calgary.

PURE GOLD MANUFACTURINC CO., Limited, Toronto

To the Trade:

You Should in Stocking

CEYLON TEA

Be Ever Careful to Buy

The Better Grades.

IT IS

The Most Profitable

Policy in the Long Run.

Selling Cheap Teas at Fine Tea Prices Might Show Big Profits Temporarily, but It Would Eventually Kill Trade. And It Would Discourage Growing Fine Teas.

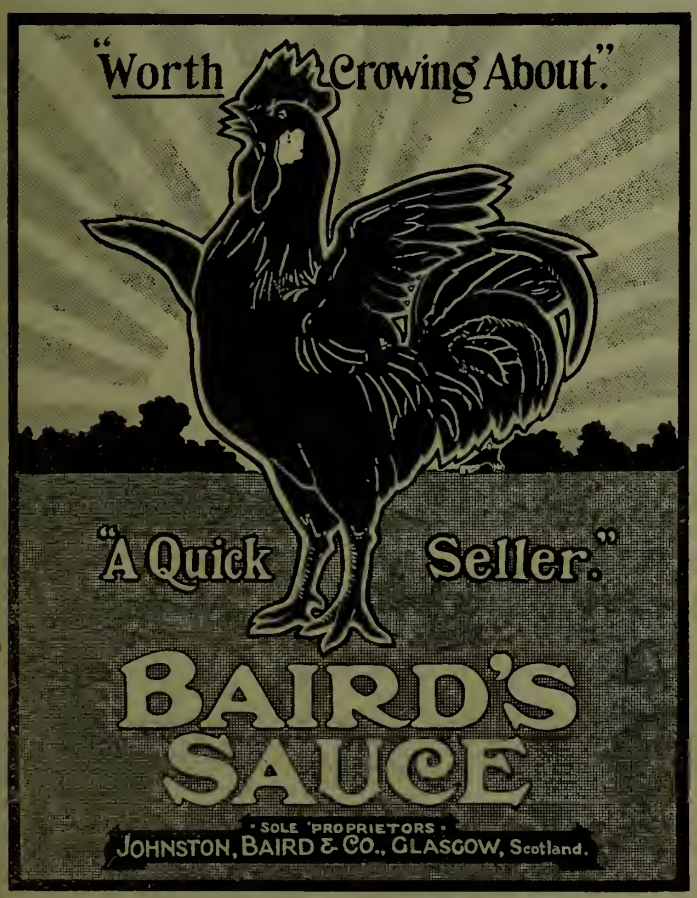
Do you want to do a reputation business?

If so, you must carry reputation goods!

In Coffees this means CHASE & SANBORN'S High Grades—you will soon note the increased trade.

Chase & Sanborn, Montreal

The Importers



10,000 Cash Buying Agents Wanted for

McCLUSKEY'S

REGISTERED

Original T'ETTE Tanninless Concentrated

TEA ESSENCE

In 6d, 1/- & 2/- Bottles.

Per Gross, **57/-, 108/-, 216/** , in 3-dozen cases, each size.

McCLUSKEY'S

Original Concentrated

TEA ESSENCE

In 6d. 1/-, 2/- & 2/6 Bottles.

Per Gross, **54/-, 102/-, 192/- & 288/-**, in 3-dozen cases, each size.

Orders—TERMS, for United Kingdom, cash with order, is Carriage Paid. EXPORT, Continental, Colonial and Foreign remittance with order, is delivered free to any ship in United Kingdom port, by the Sole Inventor and Maker.

Patrick McCluskey

Manufacturing and Export Chemist

LIVERPOOL

The Government's Opinion of Our Factory Is Well Worth Considering—

Here is what the Dominion Government Inspector of Canned Fruits and Vegetables had to say about our factory—as reported in the St. John Standard of Wednesday, December 22nd, 1909:

"———found everything in excellent shape. He "said that they were doing a very good business "and that the class of canned goods put up was "of the best quality."

It is in this factory that **BOSTON BAKED BEANS** and **BALAKLAVA BRAND SARDINES** are packed.

Quality Will Out—And a Government Inspector is Certainly a Disinterested Party.

The Eastern Canning Co., Port Canada, N.B.

JAPAN TEAS

We are closing out the balance of stock at different points. Samples will be submitted to Jobbers promptly on request.

S. T. NISHIMURA & CO.

Montreal and Japan

IT'S A SHORT-SIGHTED POLICY

to send good customers elsewhere.
Your customers are buying H.P.—SOMEWHERE.

ARE YOU SUPPLYING THEM?

W. G. Patrick & Co., Toronto and Montreal.
R. B. Seeton & Co., Halifax, N. S.
W. H. Escott, Winnipeg, Man.
The Midland Vinegar Co., Birmingham, Eng

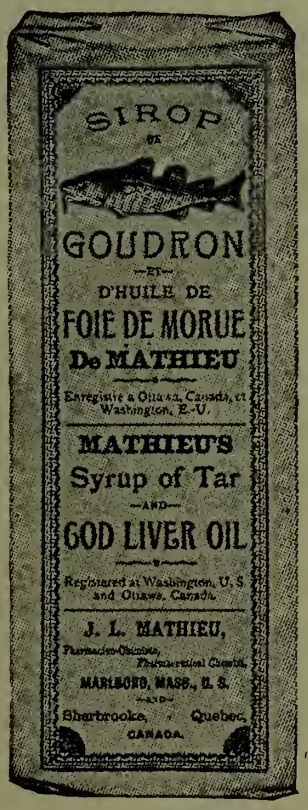
H.P. SAUCE

St. Lawrence

GRANULATED
and
GOLDEN YELLOWS

Made only from Pure Cane Sugar

The St. Lawrence Sugar Refining Co., Ltd.
Montreal



A COLD CURE EVERY Dealer Can Recommend

To be able to recommend an article because of its success in the past makes selling easy.

MATHIEU'S SYRUP
of Tar and Cod Liver Oil

has been a wonderful success.
The testimonials received by the proprietors tell of marvellous cures.
Thousands of households are never without it.
Its sales have multiplied in every community where it is sold.
Dealers never find it a slow seller.
During the Fall and Winter seasons large sales are assured.
Keep a good supply on hand and when ordering order also

MATHIEU'S NERVINE POWDERS

which are necessary to reduce fever and remove pains in connection with colds.

J. L. MATHIEU CO., Props.,
SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

GOOD COFFEE

Coffee better than the average. Coffee superior to others. Coffee so exquisite in flavor.

That people want it again—and again. That's what

AURORA COFFEE

is. The best that money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO. Wholesale Grocers Coffee Importers **HAMILTON**

BRANCH HOUSE: SAULT STE. MARIE

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

Manzanillas, Queens, Club House, Nutoliv
Pitted, Celery Stuffed, Pimento Stuffed

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE. WINNIPEG

Quaker Salmon

is always the same. That's the beauty of it. You can recommend it to your customers to-day, to-morrow and every day, and you can always be sure that the Salmon will back your guarantee.

Order from

MATHEWSON'S SONS

Wholesale Grocers

MONTREAL

Redpath

Extra Granulated and other grades of Refined Sugar represent perfection in Sugar refining, and are the result of experience and modern machinery.

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

SHIRRIFF'S JELLY POWDERS

Produce delicious jelly
Retain the natural fruit flavor
Are easy to handle
Pure and palatable
Refreshing and Reliable

ARE YOU STOCKING THEM ?

They are sure and profitable sellers

Imperial Extract Co., 8-10-12 Matilda St., Toronto

1910
Tartan
BRAND

Our Annual Tea Sale

January and February Bargains

Black Tea, 14c to $1.00 per lb.
Green Tea, 14c to 60c per lb.

Samples mailed on application. See our travellers.

BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**

The practice is to let stocks run a little low after the holidays. Perhaps this is well during stock-taking, but this work over, one should stock up promptly in all leading lines. Make it a rule of the new year to keep up assortments in

STERLING
BRAND
PICKLES

—that famous Canadian-made pickle that is in ever-increasing favor with the best class of customers.

THE T. A. LYTLE CO., LTD.
Sterling Road
TORONTO

FINE OLD ENGLISH
Pure Orange Marmalade
SEASON 1910
NOW READY FOR DELIVERY
100% PURE

No color or preservative used. Finest Seville Bitter Oranges and best granulated sugar only.

WAGSTAFFE, Ltd.
PURE FRUIT PRESERVERS
HAMILTON, - ONTARIO

At the Ottawa Exhibition, Wagstaffe, Ltd., were awarded a diploma for having the finest selection of preserved fruits.

EWING'S
Sage, Savory, Thyme, Mint, Marjoram!

How are your stocks of these? They should be such as to enable you to fill all orders without any delay. Write us, or speak to one of our travelers if your supply is low.

S. H. EWING & SONS
Montreal Toronto

Nothing like it for Infants and Invalids. Like what? Why

Canada First Evaporated Cream

It is the purest, most easily digested, and nourishing evaporated cream made, It is perfectly sterilized, is unsweetened, and manufactured with the utmost care and cleanliness. Are you handling this Brand? It is worth recommending.

Order from your wholesaler.

The Aylmer Condensed Milk Co., Ltd., Aylmer, Ont.

EVERY MOTHER

Wants the Richest Milk for her Baby

Jersey Sterilized Cream

is 13% Richer than the Best of other brands in Canada.

The Truro Condensed Milk Co., Limited, Truro, N.S.

THIS TIN CONTAINS

100%

PERFUMED - POWDERED

LYE

THE QUESTION OF QUALITY BEING SETTLED, WHAT ELSE INTERESTS YOU?

A MUCH LARGER PROFIT THAN YOU HAVE BEEN RECEIVING ON SIMILAR GOODS.

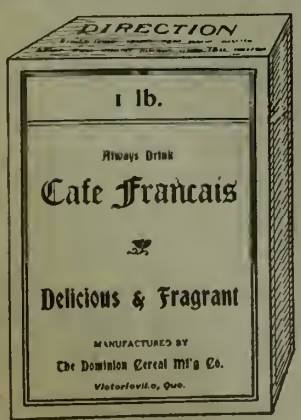
A TIN CONTAINING ABOUT A QUARTER POUND MORE LYE THAN IS USUALLY GIVEN.

A TIN WITH ROTATING COVER AND SIFTING TOP.

YOU WANT MORE PROFIT
YOUR CUSTOMERS MORE PURE GOODS

OPPORTUNITY OFFERS TAKE IT TO-DAY

WHITE SWAN SPICES AND CEREALS LIMITED
TORONTO



Cafe Francais

is a good line to stock right away. It is a profitable article to push, and will give you more return, for less effort, than most other groceries.

WRITE FOR FREE SAMPLE

Dominion Cereal Mfg. Company

VICTORIAVILLE, QUE.

Also Makers of Imperial Self-Raising Flour

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR

LONDON, ENGLAND
Commands a Preference over all others.

IS THE BEST
Made from the finest malted barley.

AGENTS
W. S. Clawson & Co., South Wharf, St. John, N.B.
W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
J. W. Snowdon, 413 St. John St., Montreal

We are open to do business on easy consignment terms
Write our Agents for Particulars

Half the toil

of household work is removed when

ASEPTO
SOAP POWDER

"The enemy of dirt"

is brought into the house.

This most efficient and economical SOAP POWDER should prove a powerful lever to move the whole of the family trade to your store.

SEND FOR PRICES
There's Money In It For You

ASEPTO MFG. CO.
ST. JOHN, N.B.

The Huber

Fits Any Safe

No Weak Springs

Solid Oak Cabinet

Will Last a Lifetime

The Huber Account Register and System has been in successful use by Canadian merchants for three years. **It cuts out Book-keeping; collects your accounts; pleases your customers; increases your trade; and at the same time gets your business down to practically a cash basis.**

FOR INFORMATION ADDRESS

R. B. Belden & Co.,
Manufacturers
178-180 Victoria Street - - Toronto

Spices, and How to Know Them

By W. M. GIBBS

The only book on the subject—just published. The merchant or salesman, who knows all about spices, can command the spice trade in his territory. To get this information, he should read this work, dealing with PREPARATION, USE and ADULTERATION OF SPICES—a chapter devoted to each spice.

14 Colored Plates. 176 Pages. 100 Illustrations.
Price $3.50, Postpaid.

MACLEAN PUBLISHING COMPANY
(Technical Book Department)
10 Front Street East - Toronto, Canada

"The Food of Old Holland"

You are interested in goods which do not hang fire—for which there is a demand all the time.

SELL

HOLLAND RUSKS

which are delicious and nutritious, and leave you a worth-while profit.

SEND FOR SAMPLE

HOLLAND RUSK CO., - HOLLAND, MICH.

If your Jobber can't supply you, write

McGREEGOR SPECIALTY CO.
672 Yonge Street, TORONTO

The Fresh Fruits are carefully selected

Their delicious flavor appeals to everybody

You should have them in stock.

Agents ;
ROSE & LAFLAMME, Ltd., MONTREAL and TORONTO

JOSÉ SEGALERVA

MALAGA, SPAIN

Packer of

Malaga Table Raisins
" Loose Muscatels
Shelled Almonds, Etc.

SUPERIOR QUALITY
VERY ATTRACTIVELY PACKED

Segalerva's Brands are well known everywhere and can be had from your Wholesaler.

Be sure and ask for "SEGALERVA"

Agents

ROSE & LAFLAMME, LIMITED
MONTREAL AND TORONTO

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's
"Edinburgh"
Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

GINGERBREAD

BRAND

Creates the Demand

This well-known Molasses is packed in tins—2's, 3's, 5's, 10's and 20's; in pails—1's, 2's, 3's and 5's, 10 gallon kegs, half-barrels and barrels.

When ordering from your wholesaler mention the above brand.

The Dominion Molasses Co., Limited

HALIFAX - NOVA SCOTIA

Goods of Established Reputation

sell faster than the unknown kind. Nowadays everybody wants foods that bear the guarantee of a good name.

HEINZ
57 VARIETIES
Pure Food Products

(The kind that contain no preservatives)

make new customers and hold the old ones because they are known to be pure, clean-made and of the highest quality. Always sold under the double guarantee to comply with every food law and to satisfy all tastes. Money back to your customer if they fail to please.

Anything that's HEINZ is safe to sell.

H. J. HEINZ COMPANY.

New York Pittsburg Chicago London

Made in Canada

IT'S NOT WHAT YOU EARN BUT WHAT YOU SAVE

You should be able to show a profit on the business you have done.

Some merchants show a greater profit than others and their sales have been no larger. What's the reason?

The most successful merchant is the one who knows just how his business stands every day and does not spend his valuable time or the expense of valuable or high-priced help to give him the information. His losses have been reduced to the minimum by System.

THE McCASKEY CREDIT REGISTER SYSTEM

Handles accounts with but ONE WRITING.
It eliminates errors and disputes.
It stops all forgetting to charge goods,
It pleases the customers and draws new trade.
It is an automatic collector.
It puts the merchant in complete touch with every detail of his business, both accounts receivable and accounts payable.
It handles credit sales as quickly as cash sales.

OVER FIFTY THOUSAND McCASKEYS IN USE.

Drop us a postal for free information.

DOMINION REGISTER COMPANY, Limited

Successor to The McCaskey Register Co. in Canada

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LOVATT & LOVATT
LANGLEY ART POTTERY

THE "OSBORNE"

We have pleasure in bringing to your notice our new pattern "The Osborne," which includes Teapot, Coffee Jug, Hot Water Jug, Sugar Basin and Cream Jug. We have adopted a new shape for the Teapot which harmonizes with the decoration. We have also fitted the Hot Water Jug with the "Acme" Mount, made of the best Britannia Metal, which can be easily removed from the Jug for cleaning purposes and yet is held firmly when in use

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600 Lindsay Building - Montreal

AGENTS FOR BRITISH COLUMBIA AND THE YUKON:

W. HARRY WILSON & CO., Vancouver

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F. N. BURT COMPANY, Limited

Successors to

THE CARTER-CRUME COMPANY, LIMITED

Better Service. **No Advance in Price.**

Write for samples, or telephone repeat orders at our expense.

TORONTO and **MONTREAL**

Phone Main 2511 Phone Main 2511

Manufacturers Here Is A Fertile Field!

¶ In the Eastern Townships the people are well-to-do, and there is a ready market for high-class goods, if they are properly introduced.

¶ My long experience in the business and good connections enable me to push your goods to your best advantage. I have a large warehouse for storing stocks, too.

¶ Write me about **your** line.

Victor Archambault
SHERBROOKE, QUE.

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

HOLLAND HERRINGS
In 10 lb. Kegs
—GET—
GARLAND BRAND
They are the best
Packed by
Palvast and Van der Vliss, Holland
WRITE
W. H. ESCOTT
BROKER, - WINNIPEG
Direct Importer, for a Car

CHINESE STARCH

Always Leads
Quick Seller
Big Profits
No Dead Stock

Get Prices
OCEAN MILLS
MONTREAL

CANADIAN PACIFIC
WESTERN EXCURSIONS
Single Fare

Plus $2.00 for the Round Trip

From all stations in Ontario, Port Arthur and West, Manitoba, Saskatchewan and Alberta, to

VANCOUVER VICTORIA and WESTMINSTER

Also to OKANAGAN VALLEY and KOOTENAY POINTS

Tickets on sale December 16, 17, 18, 1909; January 21, 22, 23 and 24; February 15, 16, 17, 1910; good to return within three months.

Stop That Leak!

Stop the loss occasioned by bad bills—stop the loss of good credit customers because of misunderstandings. There's a simple, easy, practical way.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by
ALLISON COUPON CO., Indianapolis, U.S.A.

White Dove Cocoanut

is a line that you can carry in stock all the year round, but this is the time to see that you are beginning right, by having a good supply on hand for the season when cocoanut sells most freely.

W. P. DOWNEY
MAKER - - MONTREAL

Borden's new 5c. package has been a big success—

UNSWEETENED

Retails at 5c.

$2 per case of 4 doz.

IN planning for a big increase in business during 1910, put first on your list of good resolutions: "I will double my sales of Borden's Brands." You can always be sure of pleasing your customers if you recommend them yourself and instruct your clerks to do so as well.

Borden's Condensed Milk Co.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Mason & Hickey, Winnipeg, Man.
Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

Are You Stocking These Rapid Sellers?

RICHARDS

Quick Naptha Soap, Snow Flake Soap Chips, Ammonia Powders, 100% Pure Lye, Toilet Soaps

There's money waiting for you in these lines! Try a case.

FROM ALL JOBBERS

A SPECIAL CHANCE

for you to stock up in

KITCHENER BRAND PORK and BEANS

Now offers, as we are in a position to quote exceptionally low prices on 1, 2, and 3-lb. sizes in plain or Tomato Sauce. This well-known brand is a genuine satisfaction-giver, and you should avail yourself of this chance without delay. If your wholesaler cannot supply you, write us direct.

THE OSHAWA CANNING CO., Ltd.
OSHAWA, ONT.

Start the Year Right!

If you have not a stock, at once order a supply of ***White Moss Cocoanut,*** that you may be sure you are always giving your customers absolutely the purest grade manufactured.

The Canadian Cocoanut Co.

MONTREAL

Special Offer Before Stock Taking

¶ We have decided to considerably reduce our stock in certain lines of goods from now until the first of February next before stock taking.

¶ We therefore offer real bargains to the trade, based on reduced prices which every well posted buyer may verify.

¶ Look over the following list and ask for our quotations and judge the value of our offers.

As the Fish Season will soon be on, we offer to the trade the following Bargains in Sardines

175 Cases of Sardines "JONQUIERA," 10/12 Fish in Pure Olive Oil.

TO ARRIVE SOON

300 Cases of Sardines "ROMAIN et CIE.," 12/14 Fish in Pure Olive Oil.

Write for Samples and Prices, it will pay you!

ALWAYS IN STOCK

"WHITE BEAR,"
Finest Norwegian Sardines.

"BONNE MENAGERE," Club Tin 1/4,
Finest French Sardines in Oil.

"LES SUPERBES," Club Tin 1/4,
Finest French Sardines in Oil.

To be Cleared before Stock Taking

2000 Cases Assorted French Pastes, Brand "BLANC et FILS," France.

Cases of 25 1-lb. pkgs.
Cases of 25 lbs. loose.

Ask for Samples and Prices, it will pay you!

Teas! Teas! Teas! Teas!

VICTORIA BRAND **PRINCESSE BRAND**

Japan, Gunpowder, Siftings, Fannings, Ceylon Green & Black, Black, Indian, Congou, English Breakfast, Etc., Etc.

On all orders of 200 lbs. or over, for one kind or assorted, we will pay all freight charges in Ontario and Quebec.

Write, Phone or Wire at Our Expense

Laporte, Martin & Co., Limited

Montreal, Quebec

Here Are Two Old Reliable Sellers!

YOU CANNOT DO BETTER THAN PUSH THESE TWO LINES ENERGETICALLY DURING THE COMING YEAR. THEY BOTH YIELD A GOOD PROFIT AND ARE EASILY SOLD, THEY ARE SO WELL KNOWN.

TO-DAY, Look over Your Stock of

Rowat's Pickles and Olives

and

Paterson's Worcester Sauce

SOLE OWNERS

ROWAT & CO. - Glasgow, Scotland

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The Grocer's Interest in the Coming Great Exposition

Addition of Millions to Our Population Will Mean Much to the Grocery Trade—Pulse of the Expanding Trade Will be Felt all Over the Dominion With Winnipeg as Centre—Advice on Planning for The Big Event.

By George M. Hall.

When the first great Canadian Exposition is put on in Winnipeg in 1913, there will be none of the several classes of tradesmen who will derive greater benefit from the Exposition or have a greater stake in it than the grocer. The grocer's interest in Canada's Exposition is a real thing now when the event out of which this interests springs is in anticipation. At present this interest is of the sort which arises from profits in prospect from business that is sure to come, but which is not yet to be put upon the books. At the very moment that it shall be decided when the Exposition is to take place, at that moment the concrete interest of the grocers of Canada in the Exposition will take the place of present form of interest, a form partaking more of the abstract. From that time forward, through the several years of preparation, during the busy months, when Canada's International Exposition will be the gathering point for millions of people, after the gates of the exposition shall have been closed and for years to come, the effects of the great exposition on the business of the grocer—retail and wholesale—are bound to be felt and in a manner highly beneficial.

Millions to be Fed.

Three self-evident propositions—corollary to the exposition project and proving the grocer's interest in that enterprise—are:

That the exposition will be the means of bringing many millions of people to Canada.

That these people, will be far from their home base of supplies and must be fed the while.

That the Canadian grocer will be the medium through which the greater part of the immense food supply must be furnished.

All of this is too plain to require more than a bare statement of the facts. Comparison of population figures, accessibility and other features of Winnipeg and other cities where expositions have been held, show that it is highly probable that eight or nine million people will attend the great Canadian Exposition to be held in Winnipeg. It goes without saying that this great influx of visitors into Canada, will create an enormously increased demand for food supplies, a demand which will have its greatest energy centered in and about Winnipeg, but which will rest in varying degrees of weight upon the grocers all over the Dominion. Entering Canada from the east, south and west, the flood of exposition visitors will pour over the country creating an instant demand for goods that stock the shelves of the grocery store and keeping up this demand throughout the time these visitors remain in Canada.

How to meet this demand will be the chief question the grocers of Canada will have to deal with—of the demand itself there can be no doubt. Wholesale and retail stocks must be heavily increased, and where the demand is sharpest and most insistent, there will be needed larger stores and increased service of clerks and distribution. Stocks that will be called for most frequently — ready-to-eat things, especially—will need special attention. The grocer who lays himself out to meet the great demand that will be imposed upon him by the exposition in the most complete and economical way will naturally reap the greatest benefits, but it will be almost an impossibility for any grocer whose store is located within reach of a railroad in any part of Canada to escape the burden of this increased trade or to avoid its profits.

Will Have Time to Prepare.

Fortunately, there will be ample time for preparation. Even in Winnipeg, where the demand will set in soonest and will reach its highest point, the process will be gradual enough for the competent business man to gauge his needs beforehand, and to prepare to supply them. The advance army of artisans, laborers, workmen of all classes, concessionaires, exhibitors, and all manner of people who will visit Winnipeg during the preparatory stages of the exposition, will constitute a demand upon the local grocer that will lead him by stages toward the point where his stock and his service must be as complete and satisfactory as wise provision and sound business management can make them.

The Winnipeg grocer who sets himself to the task of making the highest possible profit from the extraordinary trade which the exposition will bring him, will organize a sales system that shall make cash its chief aim, reduce credit sales to the lowest points and provide for credit collections in the most thorough way.

General Demand Will be Great.

Away from Winnipeg, the problem of how to meet increased trade demands brought about by the exposition will not require so much preparation, but its difficulties will be increased by the comparative suddeness of the demand and its greater force in proportion to the means to meet it. Cheap railroad fares will distribute the exposition visitors pretty well all over the country on incoming and outgoing travel as well as through the countless excursions that will be made within the Dominion by persons whose chief object in coming to Canada will be to acquire first-hand knowledge of the country, which has so large a place in the public eye. No less than those who stay in Winnipeg longer, will these travelers have to be fed, and their food supply will come largely from the grocery stores of the country. Wide-awake grocers who are located at points to be touched by travel, will have plenty of time to prepare for the increase of trade that will come to them and the probable number of exposition visitors will be determinable with reasonable accuracy as time develops the plan and scope of the event.

Who Builds Best, Makes Most.

Everywhere throughout the Dominion, the demand for groceries will be heavily increased as a direct result of Canada's International Exposition. Out of this increased trade profits are to be made in proportion to the trade itself. As is always the case, the men who handle their trade best—who grasp the opportunity most thoroughly—will make the most money; the occasion will offer and it will remain for the grocers of Canada to set their houses in order to meet the greatest demand that has ever been made upon them and to get the highest profit that legitimate business methods entitle them to get.

The condition of trade after the exposition need not worry the Canadian grocer. It would be foolish to expect that the food demand after an occasion that practically doubles the population of the country, will be as great as it is while the event is in being, but there will certainly be more trade for Canadian grocers after the exposition than before it because nothing can be surer than that the permanent population of Canada will be increased largely as a result of the Exposition. The grocer who must prepare for an abnormal demand while the exposition is in progress, will have the great advantage of knowing just when the event will begin and with equal accuracy when it will end. He will have four or five months to dispose of his increased stock and only poor figuring or some extraordinary circumstance can saddle him with an unsold surplus at the close of the season of great demand.

Viewed as a business proposition from the grocer's point of outlook, Canada's International Exposition is more than promising, it is an absolute assurance of heavy trade and good profits.

Wants Elimination of Three-for-a-Quarter System

Figures Showing How Merchants Actually Lose Money Apart From the Cost of Doing Business When They Sell by This Method—Writer Calls it a Foolish Idea Which Lowers Standing of the Trade—Why Grocers Should be Business Men.

By A. H. Harvey.

It seems to me it is time someone should take the initiative in the elimination of that time-worn evil—the two-for-a-quartcr and three for-a-quarter system of selling goods which are disposed of individually at 15 and 10 cents respectively. It has now become so prevalent that it is one of the subtlest parasites in the retail trade of to-day.

A grocer in speaking to me about the same matter rcmarked that the general grocer is more unbusinesslike in his methods than the ordinary farmer's wife and does not deserve the name of merchant.

Ask a farmer's wife on the market whether she would let you have three for a quarter for anything she was selling at 10c each; shc will give you such a "setting out" that you wouldn't try the trick again for some time. A large number of manufacturers of various lines of goods arrange their packages to retail at 10 and 15 cents each, and at this allow the retailer a very fair profit. Some cost 90c, some 95c and somc $1 per dozen, or 7½, 7 11-12, and 8 1-3 each. This would give the retailer 33 1-3, 26 6-19 and 20 per ccnt. profit, but if he sells 3 for a quarter his profits will bc 11 1-9, 10 10-19 and 0 per cent. respectively.

Now there is not a grocer in Canada who can do busincss for what he makes on these goods. Almost unawares the grocer is robbcd of his profits through this pernicious custom. Think of giving 6 cakes of soap for a quarter and making 17c on a box of 100 pieces! A great many of these evils in the grocery trade are traccable to lack of business knowledge.

Take for instance a tobacco which is intended to sell at 10c a plug. The retailers in their foolishness started to sell it 3 for a quarter. The manufacturer seeing that the retailer was giving his profits to the consumer, raised his price to 8 7-9 a plug which makes it impossible to sell 3 for a quarter but if sold at 10c will give the retailer 1 2-9 cents per plug profit. The rctailers in their commercial wisdom are down on this manufacturer for raising the price and are friendly and warm supporters of another tobacco manufacturer whose goods they can sell 3 for a quarter and make only 5-6 of a cent profit.

Should Serve Apprenticeship.

This is neither business nor common sense and yet this is the opposition that confronts the qualificd grocer. Too many are in the business who have never served an apprenticeship and who do not understand thc rudiment of business. One grocer I know of was recently selling a 20c article for 10c and he was naturally doing a rushing business, until his attention was called to the fact that he was selling it about 6c less than he paid for it. Such business blundering is a hindrance to the trade, which brings out forcibly thc necd of a practical business training.

Let us look at some more of the evils the grocer has to contend with, to show that he cannot afford to do business carelessly, or follow the 2 or 3 for a quarter method. What has he in his store which is exclusively handled by grocers? Practically nothing but sugar. Tea, coffee, vegetables, and fruit are all sold by pedlars, canned goods by the butchers and flour and cereals by the flour and feed men, and the grocer gets what is left. Cut out the sugar on which he makes a mere trifle, and the 2 for a quarter goods, and then take a good look at what is left and you will get a fair idea where your profit, to make your business pay, is to come from. Robbed of tradc by pedlars and undersold by ignorant men in the trade, shows the absolute necessity of organized effort in order to save the retail grocery trade from ruin.

The retail grocery trade is a necessity and therefore has a right to be protected, and it remains for the grocers themselves to wake up and drop their foolish, selfish jealousy and work together for the good of their trade.

OTHER SIDE OF FIXED PRICES.

From New York Commercial.

A Government official declared today that unless several large manufacturers of staple grocery articles do away with contracts which they have forced on wholesale grocers to keep up prices, prosecutions would be begun. The manufacturers complained of were called before United States District Attorney Wise, and warned.

Many of the contracts are declared to be in violation of the Anti-Trust laws. All contracts which provide a penalty for changing the selling price come under this head.

The manufacturers have gradually extended their power over the wholesale grocers. Once they were satisfied with a pledge from the wholsaler that he would not undersell to the retail grocer. Now they demand that the retailer maintain a fixed price to the consumer.

High price contracts have been in vogue for some time. Of late the wholesalers have been required to make affidavits regarding their sales. Any variation from the fixed price was punished with a fine and if the fine was not paid the wholesaler was boycotted.

The matter was brought to the attention of District Attorney Wise by Austin, Nichols & Co. The firm refused to sign a high-price contract, and one manufacturer cut them off his selling list. The firm took up another manufacturer's goods and pushed them so successfully that the original manufacturer tried to get back the business.

J. H. Parker, of the Boston wholesale firm of Parker, Cobb, Bates & Yerra Company, is in the city on a campaign against the high-price contract. He said:

"The attitude of the manufacturers is bad. We do not try to dictate to them at what price they shall sell their foodstuffs and claim they have no right to enforce prices upon us that affect our dealings with the public. If wholesalers and retailers are satisfied with a profit that will enable the public to buy for seven cents an article for which they have been compelled to pay ten cents, we believe it is our right.

"This difference of nearly 30 per cent. is just about the average difference housewives are compelled to pay on many staple articles that they could buy cheaper if it were not for these objectionable contracts.

"Now that the wholesalers have found that the contracts are in violation of the law, they are going to fight to a finish and bring trade to a bisis that is not controlled by secret contracts and agreements."

TRADE NOTES.

An explosion in the mill of the Buffalo Cereal Company, Buffalo, N.Y., caused the deaths of three men.

Broderick and Jackson, Vancouver, B.C., are opening a grocery store at the corner of Victoria and Janes Roads.

F. S. Stokes, formerly connected with the International Stock Food Co., Toronto, has gone to Minneapolis to take the position of sales manager for the same firm.

The Zeno Manufacturing Co. has been granted license to do business in Ontario as manufacturers of chewing gum and candies. This company is incorporated in Illinois, U.S.A. Geo. E. Glennie, London, Ont., is the company's attorney.

Hamblin & Brereton, commission merchants, Winnipeg, have recently been incorporated as Hamblin & Brereton, Ltd., with an authorized capital of $40,000. Mr. Brereton spends a greater part of the time in Vancouver, where a branch office has been established.

Lincoln Crowson, accountant with the Acadia Sugar Refining Co., Moncton, N.B., was presented with a pair of gold cuff links as a Christmas gift by the employees of the barrel factory. Nelson Hayes, the manager, was given two pipes and case immediately after.

A grocer subscriber in writing regarding the value advertising has been to him says: "Some of our brother merchants do not seem to have learned that advertising pays and so are still down in the valley of obscurity waiting for some fortunate wind to carry them to the hill-top. With the beginning of the year comes the time to begin an upward climb. Let each business man set his own standard and try to maintain it."

Large Chicago Packers after the Canadian Market?

Rumor Has it That the Armours and Swifts Want to Locate in Toronto to Make a Strong Bid for Business in the Dominion—Already Have Large Interests in Union Stock Yards—Opinions of Heads of Canadian Firms.

Toronto, Jan. 13.—Are the Chicago packing interests preparing to locate a beef and pork packing plant at Toronto and go out after the Canadian meat trade? This is a question which is causing some discussion among the provision men at the present time.

For some little time there have been persistent rumors concerning the incoming of the Chicago packing concerns linked up in one shape or other with existing Toronto packing plants. These rumors have been as persistently contradicted by the parties named at this end.

At present the story has taken on more definite form. During the past week The Canadian Grocer has been credibly informed that the Armour Packing Co., of Chicago, has purchased 25 per cent. of the stock of the Union Stock Yards Co., whose premises are at West Toronto, and along with the Swift Packing Co., of Chicago, which already has the controlling interest in the stock yards, have under consideration the purchasing of or obtaining an interest in the Wm. Davies Co. and the Harris Abattoir Co., both of Toronto, and the removal of these two plants to a new location adjacent to the yards at West Toronto. Rumor further connected the name of J. W. Flavelle, the managing director of the Wm. Davies Co., with the management of the merged plants. If this plan were to succeed, it would mean practically the closing of the Western Cattle Market, a Toronto civic enterprise, from which the city derives a revenue of some $40,000 a year.

To be fair it is only right to state that executive officers of both the Toronto companies deny the correctness of even this latest report.

"You can say for me," said Mr. Flavelle to The Grocer, "that there is no truth in the thing. I have not seen any person connected with the Armour Company; I am not personally acquainted with any of the members of that company, and I have not seen a broker representing the Armours. In fact I know as much about it as you do."

J. A. McLean, secretary-treasurer of the Harris Abattoir Co., also contradicted the story. His words were: "there is nothing in it; absolutely no truth in it."

Source of the Rumor.

What lent color to the report in the first place was the source from which it emanated. It may be that the statement was made prematurely, or that the matter dropped before coming to a head. There are many, however, who know that the Swifts got the Union Stock Yards just after the fire in August, 1908, which nearly sent the original Union Stock Yards Co. to the wall. It is said that at that time the Swifts obtained the preference stock worth $100 a share for $80, giving bonds in lieu of cash. These same parties say it is not unlikely that the Armour's have obtained a holding, either by purchasing some independent stock or by getting an interest in conjunction with Swifts, This holding is set down at 25 per cent. All the improvements made at the yards at West Toronto since the fire are credited to the Swifts.

Many of the men interested in the provision trade of the country when interviewed regarding the proposed merger stated that this latest story was quite new to them. Among these were Jas. T. Madden, president and general manager the Wm. Ryan Co., and F. M. Moffatt, secretary-treasurer Gunns, Ltd.

Chas. S. Blackwell, president and managing director of Park, Blackwell & Co., had only seen the repudiated statements in the daily press. He thought it unlikely that the Chicago packers would locate a pork packing plant here, because of the scarcity of supplies. "On Monday of this week there were offered at Chicago alone 45,000 hogs—more than the whole of Canada could offer in two weeks. (Last week the Canadian offerings were 22,000 hogs). With cattle it is different. The Swifts are making a bid for the Canadian cattle in the West. I do not think that Armours or Swift propose to locate here, where existing plants are running but several days in the week."

Henry Wright, president of the MacLaren Imperial Cheese Co., who up to a short while ago acted as selling agents of the Armour potted meat and extract lines, thought it quite probable that the Chicago packing houses would locate in Canada, seeing how the country is expanding, but he had no actual knowledge that such a step was contemplated.

What Representative Here Says.

H. Dawson and John Elliott of the Dawson Commission Co., which concern is acting as selling agents in Canada for some of the Armour products, knew nothing definitely as to this latest move, but thought it quite likely that the Armours would locate in Canada, especially that the country was now growing so rapidly.

"There are the provinces in the west and the mining sections of northern Ontario," said Mr. Elliott, "which would take canned meats, and those sections are worth cultivating." Before joining the Dawson Commission Co., Mr. Elliott was for 14 years an employe of the Armour Co. in the U. S., and from his experience the members of the company did not speak beforehand of what they intended to do. At present the Armours are putting up at Toronto in small Canadian bottles and jars two of their lines. These products come into Canada in bulk, and entering under the class of "semi-manufactured goods" escape the payment of duty, and the company intend adding to these lines this year.

According to Mr. Dawson, the Armours were doing away with such distributing centres as Montreal, and centralizing their Canadian sales department at Toronto. He also said that prominent members of the Armour company had paid visits to Toronto of late.

A. Gunn, of Gunns Ltd., did not know the Armours had obtained a holding in the Union Stock Yards, but seeing that they had done so it was not unlikely that they would sooner or later erect a plant here. "Of course there is this to be said," said Mr. Gunn "before the Swifts and Armours became interested in the stock yards at the Junction their buyers were compelled to travel up and down the country to purchase their live stock. Now they can effect a saving by purchasing their animals at their own stock yards. Toronto is the stock centre of this part of Canada and the offerings here are greater than at any other point. Louis F. Swift, president of the Swift Packing Co., was out at the stock yards just before Christmas and paid a visit to our plant. Unfortunately both Mr. Moffatt and myself were away that day. What his business was of course I am unable to say."

Mr. Ashcroft, local manager at the Union Stock Yards, was unable to say anything about the matter. He said he was ignorant of any such scheme being contemplated. He knew the Swifts were interested in the yards, of course, but did not know the actual amount of their holdings. The company at present is capitalized at $1,500,000, all common stock, but he was ignorant of the element holding the controlling or, in fact, any large portion of the stock.

In general, the opinion was vouchsafed by several persons who have been following these rumors that it would cost a pretty large penny to get control of the Wm. Davies Co. and the Harris Abattoir, or either of them. And even to move these plants independently to the Junction as separate concerns would be a costly undertaking. During the past year about $100,000 has been spent in improvements on the Harris Abattoir, and at the lowest estimate the Davies pork-packing plant is set down at nearly half a million. "It would take $1,000,000 to move the Davies plant from their present location," said one party, "and $25,000 at least would have to be the figure that would entice Mr. Flavelle to assume the management of such a merger as rumored—that is presuming that he would consent to occupy such a position at all, which is doubtful."

At the recent Christmas stock show at Chicago, Messrs. Flavelle, Harris, Sr., Harris Jr., and MacLean paid a visit to that city, and rumors concerning a sale were afloat, but Mr. Flavelle in a letter to the Toronto press contradicted any such intention.

At present the Swifts have a large interest in the stock yard industries at Winnipeg, and a little over a year ago

built an enormous packing plant at Edmonton. Several years ago they took over the Fowler plant at Hamilton so the Swifts are evidently no strangers to Canada. Both these Chicago concerns recognize the superiority of Canadian bacon and while their hams and beef do compete with similar Canadian products abroad and even in some Canadian points, officers of both the Swift and Armour companies have publicly acknowledged the superiority of Canadian bacon lines, especially Wiltshire and Cumberland cuts.

A Hundred and Fifty Dollars Found Beneath Till

Had Been in Use Over Half a Century—Finally Replaced by Modern Cash Machine—The Trend of Modern Merchandising.

The accompanying illustrations are reproduction of photographs of an old cash till taken a few years ago in Hamilton, Ont., where the till was in use in a grocery store for fifty-one years.

For the first twenty-five years of its history it was used under the counter from which each clerk made change.

An Interior View of Old Cash Box.

During the following twenty-six years it was installed in the centre of the store and operated by a cashier.

When, however, it became so rickety that it would scarcely hold cash it was dispensed with and a modern cash machine was installed in its place.

An interesting story is told of how the dust accumulated under it during its long period of services and when it was removed and the dust sifted, over one hundred and fifty dollars in cash was found.

A View of the Front of the Till Showing How the Jack-knife Has Gotten in Work.

There are yet to be found in many stores similar cash boxes, but they are gradually being replaced by modern appliances, which denotes the change from antique to modern methods in merchandising. Grocers are fast recognizing the fact that up-to-date systems and appliances are the cheaper in the end—that money is actually saved by their uses.

AN END-OF-THE-YEAR WINDOW.

Face of a Clock With Hands Near the Midnight Hour Made of Groceries.

Chatham, Ont., Jan. 7.—Attractive Christmas and New Year's window displays were put on last year by the local branch of Bradley & Son, grocers.

The Christmas display represented the arrival of Santa Claus. The window showed a drawing room with a large, old fashioned fireplace and oak mantel. A collection of stockings were hung from the edge of the mantel above the fire place, in which an incandescent bulb, shining through red tissue paper, bore a comfortable resemblance to a hearth. In the middle of the room stood Santa with his pack, the latter being filled with groceries of various sorts. A feature of the display was the exceptional care given to the various details of the room. The floor was carpeted with rugs, there were chairs, and a table with a dish of Christmas groceries, while an old fashioned candlestick (one with something of a history) stood on the mantel, and a couple of bird cages containing live canaries hung from the top of the window, which was roofed in with white cheese cloth dotted with holly. The entire display formed a pretty direct hint to the Christmas buyer that nothing would form a more genuinely seasonable gift than a substantial basket of groceries to some poor person who was in need.

The New Year's window was less elaborate. As with the Christmas display, the large corner window, fronting on both streets, was used. At the front a clock face was shown on a ground of white shredded cocoanut, the circle of the dial being marked out with English walnuts (unshelled) while the numbers on the face of the clock and the hands, pointing a few minutes to midnight, were formed with shelled almonds. The clock face was accompanied by the wording, "We wish you all a Happy New Year," this being partly on one side and partly on the other, the letters being formed with shelled almonds. In the side portion of the corner window the words, "Farewell, 1909, Welcome, 1910," also formed in shelled almonds on white cocoanut also appeared. The intervening space between the edges of the two cocoanut patches and the window itself was filled in with unshelled almonds, their color contrasting with the white cocoanut and helping to mark it off.

EXAGGERATED, AS USUAL.

Montreal, Jan. 13.—That it was the duty of the Dominion Commercial Travelers' Association, with headquarters in Montreal, to protest against the exaggerated prominence being given in local papers to an unfortunate prevalence of typhoid fever in the city, was unanimously declared at the regular monthly meeting of the directors on Saturday last.

Reports presented in an informal way by various members present showed that there was no epidemic in the city. For instance among the school children only 7 cases were reported, while 12,000 children were attending the schools.

It was stated that much injury was being done trade in Montreal through the scare-head reports published. While the association as a body, and the members individually, were desirous of doing everything possible to check the disease, and to improve the water supply and hospital facilities, it did not seem necessary to give to the world the impression that everything was at a standstill in the city because of a few cases of fever. President Samuel J. Mathewson, was instructed to write a protest along these lines, same to be sent to all the newspapers.

COMPETITION TOO KEEN.

In commenting on the wholesale grocery trade in St. John, N.B., Dun's Review says: "The grocery trade report an off year, turnover probably about the same as last, competition has been keener than ever and but little profit in the business. Prospects for the winter and spring none too favorable, the construction of the new Transcontinental Railway, that has given much more business to the grocery trade than to any others, now being well on to completion."

AN INDISPENSABLE JOURNAL.

The Canadian Grocer,
Toronto.

Dear Sirs,—Enclosed please find remittance for one year's subscription to the Canadian Grocer.

It is a pleasure for us to say that we find it a great help, indispensable to us, and consider it a very small investment for the great benefit derived from it.

Yours truly,
PLANTE BROTHERS.
Walkerville, Ont.

The Canadian Grocer

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CONDEMNATION OF COMBINES.

There are many people who will condemn, at first sight, anything in the shape of an amalgamation, merger or trade association as an offensive combine for the purpose of raising prices or restraining trade and commerce. They have been led to do this principally through newspapers which deem it their duty to pounce upon anything that savors of trade organization without first investigating either its legal or moral status.

Just now the House of Commons is interesting itself in proposed changes to the Combines Act and some newspapers seem to think that they should make any kind of general statements as long as they oppose "combines."

This is undoubtedly a mistake. There are combines, mergers, amalgamations and trade organizations which are perfectly legal, and tend to stimulate trade and place the methods of doing business on a stronger foundation. Such as these are beneficial to the community and should not be condemned by men who know nothing about their natures. There are others, of course, which are directly opposite to this in effect.

The trouble is that individuals have a sort of hallucination that all amalgamations or organizations are being formed to boost prices and restrain trade illegally. If they make a loud noise and are backed up by newspapers, the government is practically forced to step in and investigate. Even if there is nothing to show an illegal combine, the men interested are sometimes put to several thousand dollars expense, which they are unjustly compelled to bear.

The question of internal trade and commerce is one of such vital importance that we cannot afford to treat it without the greatest care and attention. If there were a permanent commission to investigate all trade conditions and present facts as they are it would prove of great value from many standpoints.

Deliberate action should be taken; haste is not necessary in making changes to the act and for that reason every board of trade and trade organization in Canada should be made acquainted with what the proposed changes are in order that the government may be supplied with the opinions of business men who are fully acquainted with the trend of conditions.

That Parliament should study the views of the business men who think and not listen to the cries of any irresponsible person should be the wish of those who are anxious for the advancement of the internal trade and commerce conditions in Canada.

The right of labor to organize is recognized. The same right should not be denied retailers, wholesalers and manufacturers, provided the object of the organization is not unjust.

AVOID THE SNARE.

"On to the Porcupine gold fields!" is now the new slogan of the "get-rich-quick" fraternity. Soon business men who have surplus capital and clerks who have a few spare dollars will be enticed by the glowing prospectus to buy stock in "sure things."

The Porcupine gold fields may be all right. There is every indication that they will be. The Government officials say they are most promising. But gold is not scattered over the district like leaves in autumn, although one would gather from the liberal way in which claims are being staked out on the deep carpet of snow, that prospectors believed it was.

That we are justified in warning business men against being caught and torn in the claws of wild-cat schemes is evident from the warning which the Hon. Mr. Cochrane, Ontario Minister of Mines, has sent out. He says in effect, "have a care."

In mining, as in lotteries, the prizes are few and far between. The few may make, but the many lose. John Hays Hammond, the great mining expert, once said: "Do not abandon your common sense in mining matters."

That is all we ask of the business men and clerks throughout the country. If they will invest their surplus capital or their small savings in mining enterprises, by all means let them. All we ask is that they should know "where they are at" before they make a venture.

It would be easier to crawl through the eye of a needle than to attain riches through wild-cat mining schemes.

If you must venture into mining schemes confine your enterprise to properties in which it has been demonstrated by actual development that there is at least some trace of the precious metal. There will even then be uncertainty enough to make the venture interesting.

Ordinary business enterprises, small and all as the profits may be, yield on the whole a safer and better return than speculation in mining shares. "Cobbler, stick to your last."

FIGHT CO-OPERATIVE BILL.

In last week's issue a letter appeared from a merchant signing himself "Time-to-Act," which should receive more than a passing notice. It referred to the introduction of the proposed new Co-operative Bill into the House of Commons, and the need of taking prompt action to have it blocked. The letter is very timely and should awaken the interest of every merchants' and grocers' association in Canada as well as every individual merchant. This co-operative scheme is primarily one to advance the interests of a few promoters in most cases and not for the general good of the community. It is not, as the writer of the communication points out, put forward by special request by any of the constituents of a municipality, but from the purely monetary point of view of a few men who are anxious to get rich quick. Once they have secured the passage of this bill and get their share of organization expenses, what interest will they have in the societies formed?

The Canadian Grocer strongly urges associations and individuals to take decisive steps to see that this Bill does not go through. They should have more weight with the members who represent them in parliament than a few promoters out for private gain.

BUSINESS MEN AND PLEDGES.

Should a business man who is a candidate for a public office definitely pledge himself on moral and social questions which are before the electorate, when requested to do so, and especially when his business might be affected thereby?

A business man who during the last municipal contest in an Ontario city was a candidate for the mayoralty, declared in an address, that a business man should for that reason not be compelled to

pledge himself. The particular pledge he was requested to make was in regard to local option.

The question is undoubtedly a delicate one. No man should be afraid to define his position in regard to any moral or social question. The "trimmer" never cuts much of a figure in public or any other sphere of life. It is an evidence of circumscribed mind and weak courage.

The question is not so much as to whether a business man should answer such questions, as it is whether the questions should be submitted to him at all. Only too often the men who are the first to subscribe to questions submitted are men who are not noted for either strength of character or moral courage. They are not infrequently men of the ward type of politicians, who are willing to subscribe to anything to catch votes. Principles seldom disturb them; the desire for office is their only concern.

The business man, or the professional man for that matter, who offers himself for public office, should stand on his general character and general fitness. If his character is good and his efficiency evident there is no doubt where he will stand in regard to moral questions which may come before municipal councils or parliamentary bodies.

If a man has neither character nor business efficiency, of what use is a pledge from him? It is always safer to judge a man by his life and conduct than by his promises.

By all means, let him who cannot stand on his life's record subscribe to pledges when running for municipal or parliamentary honors. Let him who has character stand firmly on that. That will never injuriously affect his business. Even if it did, it would be better to affect his business than his character.

THE QUESTION OF SALARIES.

What was said in The Canadian Grocer the other day in regard to the inadequately-paid professors at the Ontario Agricultural College unfortunately applies with equal force to educational institutions in general.

It is a crying shame that men who give years of their life in preparatory work should be so inadequately paid for their services. Their responsibility is obviously great, for upon the efficiency of the teachers or professors largely depends the efficiency of the boys and girls and men and women who subsequently have to take their place in life either in the business world, the professions or mechanical pursuits.

Business men all over the country complain of the poor equipment of the average young man who enters their employ. Is it any wonder when the men who are responsible for their training are so poorly remunerated for the responsible work to which they are called?

Germany, some years ago, awoke to the important part that technical and ordinary education played in the industrial efficiency of its national life. They are making big strides in Great Britain and in the United States, and while Canada is waking up, it is obvious to everyone who gives the matter any attention that she is far from being as wide-awake as she should be.

If we are stingy in the expenditure of money with which to provide ways and means of producing national industrial efficiency we cannot expect very material growth.

When trade and commerce offer such superior remunerative advantages as compared to the professions, and especially the educational profession, it is obvious that the better men will be attracted thereto.

The Ontario Government has now an opportunity, by increasing the remuneration of the professors at the Agricultural College, to take the first step in a very necessary reform.

CANNED GOODS WORTH HAVING.

A feature of the grocery market these days is the firmness in canned goods prices. Canned goods, particularly vegetables and salmon, are good holdings for the grocer, as there is little chance of prices getting any lower—in fact, the tendency is to higher figures.

The 1908 salmon pack was small, and last year—the year of the big run—the expectations of the packers were by no means realized, and the market now is found to be short. This is exemplified by the assertions of one eastern jobber who ordered 2,000 cases of one brand from the coast, but who received only 1,300 cases. The source of supply informed him that he was fortunate in getting that much. He is, therefore, short 700 cases in that one brand.

Referring to his supply of canned goods as a whole, he remarked that at this time last year he had $18,000 worth of goods to arrive, which he had purchased under contract from the packers. To-day he hadn't 18 cents' worth.

Retailers, therefore, who stocked their supplies early are lucky, as there is likely to be few canned goods on the market when the next season's supply is growing. They should follow the market closely and take advantage of any profit that may offer itself should future advances occur.

COMMERCIAL FEEDING STUFFS' ACT.

A new Act in which millers and dealers in feeds for domestic animals will be interested came into force on January 1st, 1910. It is known as the Commercial Feeding Stuffs Act, and compels the registration of brands of feeds other than those made from all parts of any particular grain or from all parts of mixed grains.

For example, if peas are ground and mixed with bran or hulls of oats, the feed and name of brand has to be registered with the Inland Revenue Department at Ottawa, giving the percentage of protein, fat and fibre, the fee being $2 for each brand. Every manufacturer of such feeds has to pay a license of $5 in order to be allowed to sell them—only one license of course being necessary in the manufacture of as many brands as desired.

The penalty for a conviction for the first offense is not to exceed $50, and for the second $100, and, in default of payment imprisonment for 30 days.

Since it is practically impossible for a manufacturer to have exactly the same percentage of protein, fat and fibre every time, the law will not prosecute if there is one per cent. less of protein and fat than specified in the registration papers or two per cent. more of fibre than specified.

FOR A LOWER DAIRY TARIFF.

Julius D. Mahr, recently elected president of the New York Mercantile Exchange, in a recent speech, strongly recommended that duties on butter, eggs, and cheese coming from Canada to the United States be lowered. Prices of these articles are now almost prohibitive in the States, more especialy the first two.

He stated that commission men were unable to lower prices on these articles now, simply because of insufficient supplies, whereas, in Canada there was an overplus.

As a remedy Mr. Mahr suggested that the Exchange appoint a committee to investigate conditions and bring the facts before Congress, with a view to obtaining legislative relief.

It is a good sight to see our neighbors wanting to lighten the tariff on Canadian goods. A very profitable reduction to Canada in the duty on cream was put into effect last August, whereby it was lowered from 5c per lb. to 5c per gallon. Even if it were a mistake on the part of the officials in drawing up the tariff it has resulted in from a quarter to a half million dollars additional profit for the Canadian farmer in a little over four months. It all helps.

The Markets — Advance in Sugar Considered Likely

Market Firm With Raws Going up—Rise in Price of Beans Recorded — Decline in One Brand of Corn Starch of a Half Cent — Evaporated Apple Prices Open Too High.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS.
Raw Sugars—High.
Cloves—2c. down in primary.
Coffees—Firm.
Beans—Up 10c.

Montreal, Jan. 13th, 1910.

Inventory taking is well along and in some cases entirely finished. Reports are all most encouraging, both from wholesale and retail houses. Many retailers who thought they had bought enough to carry them through have had to order additional lots, sometimes twice or more. Naturally this benefits everyone back to the producer. Prosperity seems to be the order of the day in 1910, and 1909 certainly gave it a great send off.

Many lines are either higher or firm with a tendency toward higher prices. Even the unusually large sugar crop this year in Cuba and the West Indies seems to be powerless to cut down refined prices. Raws are going up most of the time.

The nut market is almost bare of "broken" walnuts, and some dealers have discontinued quoting them in their lists.

Signs of life are appearing in lines which "took a holiday" at Christmas time such as beans and rice. Everything seems to point to 1910 as a banner year.

SUGAR—Raws have finally stopped advancing. Refiners began to wonder if it were never going to stop. The cause of the firmness is said to be the increasing consumption of sugar. People who used a little are using more. Those who didn't use it have reformed and are helping matters along.

Granulated, bags	4 70
" 20-lb. bags	4 80
" Imperial	4 45
" Beaver	4 45
Paris lump, boxes, 100 lbs.	5 50
" " " 50 lbs.	5 60
" " " 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
" " 100 lb. boxes	5 50
" " 50 lb. "	5 60
" " 25 lb. "	5 80
" " 5 lb. cartons, each	0 37½
Extra ground, bbls.	5 15
" " 50-lb. boxes	5 35
" " 25-lb. boxes	5 55
Powdered, bbls.	4 95
" 50-lb. boxes	5 15
Phoenix	4 70
Bright coffee	4 65
No. 3 yellow	4 55
No. 2 "	4 45
No. 1 " bags	4 30

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES—Syrup is one of the lines which has to be continually pushed to get results. As travelers are only now starting to sell it for the New Year there has not been any great demand for it so far. Molasses are having a steady trade with firm prices.

Fancy Barbadoes molasses, puncheons	0 40	0 42
" " " barrels	0 43	0 45
" " " half-barrels	0 45	0 47
Choice Barbadoes molasses, puncheons	0 38	0 41
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45½
New Orleans	0 27	0 28
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls.		0 03½
" ¼-bbls.		0 03¾
" 38½-lb. pails		1 80
" 25-lb. pails		1 30
Cases, 2-lb. tins, 2 doz. per case		2 50
" 5-lb. " 1 doz. "		2 85
" 10-lb. " ½ doz. "		2 75
" 20-lb. " ¼ doz. "		2 70

TEA—Stock taking is not quite finished and trade as a result is somewhat quiet. However stocks on hand are so light that buying will have to begin by the middle of this month. Prices are steady.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 27	0 30
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Coffee—Coffees in all lines are firm, and sales indicate that this will be a prosperous year for coffee men. Consistent and persistent pushing of coffee is evidently having its effect.

Mocha	0 18½	0 25
Rio, No. 7	0 10	0 12
Santos	0 14	0 17
Maracaibo	0 15	0 18

SPICES—The clove market is temporarily weak, primary prices being off from 2 to 3 cents. A day or two may see prices back to their old level. So sure are dealers of this that no changes in prices to the retailer have been made. Peppers and nutmegs are firmer and the better grades seem to be scarce.

	Per lb.	
Allspice	0 13	0 18
Cinnamon, ground	0 15	0 19
" whole	0 16	0 18
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Mace		0 75
Nutmegs	0 30	0 60
Peppers, black	0 16	0 22
" white	0 22	0 29

DRIED FRUITS—Stocks of figs are reported as being small, but still sufficient to fill demands. Raisins are firm and advancing in the primary market. Currants seem firm. Sales are still good, taking into consideration the time of year.

Currants, fine filiatras, per lb., not cleaned		0 05½
" " " cleaned		0 06½
" Patras, per lb.	0 07½	0 08
" Vostizzas, per lb.	0 08	0 09
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
Old seeded raisins		0 06
California, choice seeded, 1-lb. pkgs.		0 07
" fancy seeded, 1-lb. pkgs.		0 09
" loose muscatels, 3-crown, per lb.	0 07½	0 08
" " 4-crown, per lb.	0 08½	0 09
" sultana, per lb.	0 07½	0 10
Valencia, fine off stalk, per lb.		0 05
" select, per lb.		0 06½
" 4-crown layers, per lb.		0 06¾

NUTS—One or two new lots of Cornes have lately come on the market, somewhat relieving the local walnut situation They appear to be about as good as the average Grenobles now on the market. Sales continue good in most lines, at firm prices.

In shell—		
Filberts, Sicily, per lb.		0 12
" Barcelona, per lb.		0 10½
Tarragona Almonds, per lb.	0 11½	0 12½
Walnuts, Grenobles, per lb.	0 13	0 15
" Marbots, per lb.		0 12½
" Cornes, per lb.		0 11½
Shelled—		
Almonds, 4-crown selected, per lb.	0 32	0 33
" 3-crown " "		0 31
" 2-crown " "		0 30
" (in bags), standards, per lb.	0 26	0 27
Cashews	0 15	0 17
Peanuts—		
Spanish, No. 1	0 11	0 12
Virginia, No. 1	0 12	0 14
Pecans, per lb.		0 65
Pistachios, per lb.		0 75
Walnuts—		
Bordeaux halves	0 30	0 32
Brokens	0 22	0 25

EVAPORATED APPLES—Demand is light just at present for dried apples. Last year at this time it was considerably better, and dealers are somewhat at a loss to account for the difference. It is thought to be partly due to inferior qualities of the product this year.

Evaporated apples, prime	0 09

RICE AND TAPIOCA—There has been a little increase in the number of inquiries for rice, showing that trade in this line is on the upgrade.

Tapioca is quiet with primary prices ruling somewhat easier.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 85
" " pockets, 25 pounds	2 95
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½ 0 04½

BEANS AND PEAS—Beans are scarce and higher, selling for $2.10 on the local market.

It is reported that there may be a shortage of good boiling peas in the next few weeks. If so there will be higher prices asked all around.

Ontario prime pea beans, bushel	2 10
Peas, boiling, bag	2 50

CANNED GOODS

MONTREAL—There is a firmer feeling in the fruit and vegetable prices this week. No effect has been produced by it as yet, but dealers are showing their faith in the prospects by showing a reluctance to sell at present prices.

Peas, standard, dozen	$1 05
Peas, early June, dozen	1 07½ 1 10
Peas, sweet wrinkled, dozen	1 10 1 12½
Peas, extra sifted, dozen	1 52½ 1 60
Peas, gallons	3 87½ 3 92½
Beans, dozen	0 85
Corn, dozen	0 80 0 82½
Tomatoes, dozen (Ontario and Quebec)	0 82½ 0 90
Strawberries, dozen	1 37½ 1 40
Raspberries, 2's, dozen	1 75
Peaches, 2's, dozen	1 65
Peaches, 3's, dozen	2 65
Pears, 2's, dozen	1 60
Pears, 3's, dozen	2 30
Plums, Greengage, dozen	1 50 1 55
Plums, Lombard dozen	0 95 1 00
Lawtonberries, 2's, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb talls, per dozen	1 87½
½-lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 02½

Other salmon—		
Humpbacks, dozen	0 95	1 00
Cohoes, dozen	1 35	1 40
Red Spring, dozen	1 60	1 65
Red Sockeye, dozen	1 85	2 00

TORONTO—Canned goods are still considered good value to buy at present prices. It is quite certain that they will not be any cheaper, but for several reasons they may advance. Peas and corn are scarce and tomatoes are the basis of many inquiries. There is no cheaper salmon in sight either on account of shortage of supplies due to a smaller run than expected.

Beans	0 80	0 85
Corn	0 80	0 85
Peas	1 05	1 42½
Pumpkins	0 75	0 82½
Tomatoes, 3's	0 80	0 85
Strawberries, 2's	1 40	1 50
Raspberries, 2's	1 60	1 67½
Peaches, 2's	....	1 65
" 3's	....	2 65
Lawtonberries	....	1 65
Red pitted cherries, 2's	....	1 75
Gallon apples	2 40	2 45
Bartlett pears, heavy syrups, 2's	....	1 65
" " light " 2's	....	1 15
" " heavy " 3's	....	2 40
" " light " 3's	....	1 70
Lombard plums, 2's	0 80	0 85
Clover Leaf and Horseshoe brands salmon:		
1-lb. talls per dozen	....	1 90
½-lb. flats per dozen	....	1 25
1-lb. flats per dozen	....	2 12½
Other salmon prices are:		
Humpbacks, per dozen	0 95	1 00
Cohoes, per dozen	1 45	1 50
Red Spring, per dozen	1 55	1 65
Red Sockeye, per dozen	1 65	1 70
Lobsters, halves, per dozen	1 85	2 20
Lobsters, quarters, per dozen	....	1 40

ONTARIO MARKETS

POINTERS—

Sugar—Advance expected.

Beans—Market up.

Starch—Decline in one brand of ½ cent.

Toronto, Jan. 13, 1910.

The immediate orders after the holidays to replenish the lines which had been sold out, are all filled, and since then trade has been quiet. On the whole, however, there is no reason for complaint. Prospects for a good and healthy trade are rosy and looked forward to with great expectations.

SUGAR—The sugar market is strong and the situation may be better understood from the following telegram received on Wednesday from Willett & Gray, New York: "Statistical position very strong, believe average price next six months will be much higher than present basis." There is no change in our market, but it would not be a surprise if an advance would soon take place.

St. Lawrence "Crystal Diamonds," barrels	5 50
" " " ½ barrels	5 60
" " " 100 lb. boxes	5 70
" " " 50 lb. boxes	5 80
" " " 25 lb. boxes	6 00
" " " cases, 20-5 boxes	6 55
" " Dominos, cases, 20-5 boxes	7 55
Paris lumps, in 100-lb. boxes	5 80
" in 50-lb. "	5 70
" in 25-lb. "	6 00
Red Seal	0 45
St. Lawrence granulated, barrels	4 85
Beaver granulated, bags only	4 55
Redpath extra granulated	4 85
Imperial granulated	4 55
Acadia granulated (bags and barrels)	4 75
Wallaceburg	4 75
St. Lawrence golden, bbls.	4 45
Bright coffee	4 75
No. 3 yellow	4 60
No. 2 "	4 50
No. 1 "	4 40

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES—There is nothing, but a regular trade to report in these lines, without any extra demand, or any change in prices. The price of Canada Pure Corn Starch went down from 6½ to 6 cents on Wednesday morning and this was in the face of a strong market in corn.

Syrups—	Per case
2 lb. tins, 2 doz. in case	2 50
5 " " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70
Barrels, per lb.	0 03⅝
Half barrels, per lb.	0 03¾
Quarter "	0 03⅞
Pails, 38½ lbs. each	1 80
" 25 " "	1 30

Maple Syrup—		
Gallons, 6 to case		4 80
½ " 12 "		5 40
Quarts, 24 "		5 40
Pints, 24 "		3 00
Molasses—		
New Orleans, medium	0 31	0 33
" bbls.	0 29	0 31
Barbadoes, extra fancy	....	0 45
Porto Rico	0 45	0 62

TEA—There is nothing new to report about tea this week, more than repeat the old story that it is firm, and as there is nothing that is likely to affect the price until next June we need scarcely look for a change for some time.

COFFEE—The same old "roast" and "grind" in this article is going on regularly, and as usual has its steady demand and prices seldom vary.

Rio, roasted	0 12	0 13
Santos, roasted	0 15	0 17
Maricaibo, roasted	0 16	0 18
Mocha, roasted	0 25	0 28
Java, roasted	0 27	0 30
Rio green	0 08	0 09

SPICES—Spice business during this time of the year is almost at a standstill.

Peppers, black, pure	0 15	0 18
" white, pure	0 22	0 25
" whole, black	...	0 16
" whole, white	....	0 23
Ginger	18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 20	0 30
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 14	0 16
" whole	0 14	0 16
Mace, ground	0 75	0 80
Mixed pickling spices, whole	0 15	0 16
Cassia, whole	0 20	0 25
Celery seed	....	0 24

DRIED FRUITS—As there is always a rush in these goods before the holidays, a lull is always sure to follow. The trade in these goods therefore is quiet, but prices are firm and well maintained.

Prunes—	Per lb.
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 10
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06

Same fruit in 50-lb. boxes ¼ cent less.

Apricots—				
Standard	....		0 15	
Choice, 25 lb boxes	....		0 15	
Fancy, " "	....		0 17	
Candied and Drained Peels—				
Lemon	0 09	0 11	Citron	0 15 18
Orange	0 11½	0 12½		
Figs—				
Elemes, per lb			0 08	0 10
Tapnets, "			0 03½	0 04
Bag figs			0 03¾	0 04
Dried peaches			0 08	0 08½
Dried apples			....	0 07½
Currants—				
Fine Filiatras	0 06¾	0 07	Vostizzas	0 08½ 0 09
Patras	0 08	0 08½		

Uncleaned ¼c less.

Raisins—		
Sultana	0 05	0 05½
" fancy	0 06	0 07
" extra fancy	0 08½	0 09
Valencias, new	0 06	0 06½
Seeded, 1 lb packets, fancy	....	0 08
" 16 oz. packets, choice	....	0 07½
" 12 oz. " "	....	0 06

Dates—				
Hallowees	0 06	0 06½	Fards choicest	.... 0 08
Sairs	0 05	....	" choice	.... 0 07¾

NUTS—Orders for nuts are scarcely expected during this month, and, therefore, receive little attention.

Almonds, Formigetta	0 11½
" Tarragona	0 12
" shelled	0 32 0 35
Walnuts, Grenoble	0 13¼
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 29 0 30
Filberts	0 12 0 12½
Pecans	0 16 0 18
Brazils	0 15
Peanuts, roasted	0 08 0 12

RICE AND TAPIOCA—Rice is quiet, but tapioca is in demand, and in some cases a trifle more is paid for it.

	Per lb.
Rice, stand. B.	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05¾ 0 06½
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	.... 0 05
Tapioca, medium pearl	0 04¼ 0 04¾

EVAPORATED APPLES — These goods are still moving slowly. Prices started too high, and those who have them on hand do not care to lose. It seems to be a misfortune for any line of goods to start too high; it will always suffer in consequence.

Evaporated apples	0 07½ 0 08

BEANS—Beans are gradually climbing and are now worth from $2 to $2.10 a bushel, and are hard to get. Farmers who are bossing the situation in almost everything, are holding back and are forcing the prices to their liking. They have got the pork sky-high and now they are shoving up the beans. What about our Pork and Beans?

Beans, per bushel	2 00 2 10

MANITOBA MARKETS

Corrected by Wire.

POINTERS—

Advances—Cornmeal, evaporated apples.

Firmer—Syrup, Rio coffee, sugar.

Steady—Dried fruits.

Winnipeg, Jan. 13, 1910.

The present period is one in which there is always a laxity in trade. The bulk of business transactions are between manufacturer and wholesaler rather than between wholesaler and retailer at this season. Travelers have all gone out to their various appointments, but few have sent in large orders as yet, for the new year. Some reports have been circulated to the effect that many merchants have low stocks and that the last few days of December were red letter days for the merchants. Wholesale houses have sent out requests to their customers, asking for reports on their stocktaking in order that they might buy accordingly. These reports will come in shortly. It is generally thought that there is to be a grand rush for goods by all wholesale and jobbing houses of the west, and the reason for this impression is based upon the past year's condition and future propects of the trade.

Although orders are not heavy just now collections are good, and money

seems to be circulating freely everywhere.

Several lines are firm and growing stronger, due to shortages and brisk demands everywhere on the continent.

SUGAR—The N. Y. market has gone up several points and although the Eastern Canada market did not follow, prices have become stiffer, and advances may possibly be quoted soon. The heavy holiday demand for icing and powdered stuff has greatly reduced local stocks.

Montreal and B.C. granulated, in bbls	5 20
" " in sacks	5 25
" yellow, in bbls	4 80
" " in sacks	4 75
Icing sugar, in bbls	5 55
" " in boxes	5 75
" " in small quantities	5 80
Powdered sugar, in bbls	5 35
" " in boxes	5 55
" " in small quantities	6 20
Lump, hard, in bbls	6 05
" " in ½-bbls	6 15
" " in 100-lb. cases	6 15

SYRUP AND MOLASSES—The following quotations on syrup are stated to be too low to last. The market has already shown signs of advance. Raw products are plentiful, but the export demand has become so great that conditions will be similar to that of a short crop.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 25
" " 5-lb. tins, per 1 "	2 75
" " 10-lb. tins, per ½ "	2 55
" " 20-lb. tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 04
" " Sugar Syrup, per lb.	0 03½
Beebive Brand, 2-lb. tins, per 2 doz. case	2 25
" 5 " 1 "	2 75
" 10 " ½ "	2 55
" 20 " ¼ "	2 60
Barbadoes molasses in ½-bbls., per gal	0 50
Gingerbread molasses, ½ bbls., per gal.	0 40
New Orleans molasses, 5-gal. tins, per tin	1 95
Challenger, 6 10-lb. tins, per case	2 15

NUTS—Although there is not much demand for these products just now the the old firmness is maintained, and the trade during the past month has greatly depleted retailers' stocks. Walnuts are going out comparatively good.

Shelled Walnuts, in boxes, per lb.	0 27
" " small lots, per lb.	0 28
" Almonds, in boxes, per lb.	0 35
" " small lots, per lb.	0 36
Peanuts, Virginia, per lb.	10 0 13

HONEY—As the season in honey advances there is a possibility of a stronger market. Stocks are being lowered and the demand is still heavy. The following prices hold this week.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb.	0 12½

ROLLED OATS—Last week's reduced prices are maintained, and goods are moving well. It is reported that the market will gradually go up at an early date as there is considerable unrest when the quotations are below the $2 mark.

Rolled oats, 80 lb. sacks, per 80 lbs.	1 85
" 40 " " 40	0 90
" 20 " " 20	0 42
" 80 " " 8	0 15

CORNMEAL—The winter demand for this commodity has kept up in a remarkable manner and buyers have been forced to advance prices. The demand is heavy everywhere on the continent and buyers are holding stocks at various points.

Cornmeal, per sack	2 05
" per ½ sack	1 05
" per bale (10, 10's)	2 30

RICE AND TAPIOCA — The old lethargy in the rice market prevails and tapioca is much the same just now. Tapioca, however, may be stronger later, as the winter demand increases.

Japan rice, per 100 lbs.	3 50
Pearl tapioca, per lb.	0 04 0 04½

BARLEY—There is no change in the barley market this week. There was a tendeney upward a few days ago, and some houses claim that this has not subsided. The following prices rule to-day.

Pot barley, per bag, 100 lbs.	2 40
Pearl barley, per bag, 100 lbs.	3 50

BEANS—The bean trade is good. The winter demand is strong and the indications are for a firmer market.

3-lb. picker, per bushel	2 20
Hand picked, per bushel	2 30

FOREIGN DRIED FRUITS—It is expected that business will open up well and already there is a comparatively good demand for all lines. Seeded raisins and peel are firm.

Smyrna Sultana raisins, uncleaned, per lb	0 08
" " cleaned, per lb.	0 09½
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 85
" " selects " 28's	1 95
" " layers " 28's	2 05
California raisins, choice seeded in ¾-lb. packages per package	0 07
" " fancy seeded, in ¾-lb. packages per package	0 07½
" " choice seeded in 1-lb. packages per package	0 08
" " fancy seeded in 1-lb. packages per package	0 08½
Raisins, 3 crown muscatels, per lb.	0 06½
" 4 " "	0 06½
Prunes, 90-100 per lb.	0 04½
" 80-90 "	0 05
" 70-80 "	0 05½
" 60-70 "	0 06
" 50-60 "	0 08½
" 40-50 "	0 08
" 30-40 "	0 08½
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb.	0 06
" dry, cleaned, Filiatras, per lb	0 06½
" wet, cleaned, per lb	0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08
Pears, per lb.	0 08
Peaches, standard, per lb.	0 08
" choice	0 09½
Apricots, standard, per lb.	0 15½
" choice, per lb.	0 16
Plums, black pitted, per lb.	0 11½
Nectarines, per lb.	0 09½
Dates, new, per lb.	0 6¾ 0 07½
Figs, per lb.	0 04½ 0 05½
Peel, per lb.	0 09 0 13½

FRESH FRUITS AND VEGETABLES—The following prices hold today, as all lines and stocks are getting lower on vegetables. It is expected that there will be some changes next week.

Carrots, per lb.	0 75
Potatoes, per bushel	0 50
Cal. cauliflower, per crate	3 75
Native cabbage, per lb.	0 01½
Native beets, per bushel	0 50
Native onions, per doz.	0 40
Oranges	3 25 3 50
Lemons	5 00
Apples, Ontario, per bbl.	3 75 5 00
Grape Fruit, per crate	5 00
Grapes, per keg	5 00
Bananas, per lb.	0 05
Cranberries, per bbl.	9 00 10 00

MEATS—

	Per dozen
Veal, beef and pork 1-lb. tins	2 25
" " ½-lb. tins	1 30
Mutton, boiled, 1-lb.	2 10
" " 2-lb.	3 45
" roast, 1-lb.	2 10
" " 2-lb.	3 45
Ox tongue, 1½-lb.	7 60
" 2-lb.	8 60
Pigs feet, 1-lb. boneless	1 60
" 2-lb. "	2 75
Sausage, Cambridge, 1-lb.	2 30
" " 2-lb.	4 25
" Genova, 1-lb.	2 30
" " 2-lb	4 25
Tongue, lunch, 1-lb.	3 10
" potted, ½-lb	0 55
" " ½-lb	1 05
Turkey, boneless, 1-lb.	2 50
Loaf beef, 1-lb. tins	2 25
" ½-lb. tins	1 30
Loaf chicken, 1-lb. tins	3 00
" ½-lb. tins	1 75
Loaf cottage, 1-lb. tins	2 25
" ½-lb. tins	1 30
Loaf ham, 1-lb. tins	2 25
" ½-lb tins	1 30

GREEN RIO COFFEE—The market is firm at 10 to 10½ cents just now and no one need look for lower prices.

EVAPORATED APPLES—We quote these up ¼ of a cent this week, and the advance may continue if the demand continues to increase. Stocks are well equalized and plentiful.

BUTTER—The creamery product is firm at 30 cents to-day, while the second grade creamery stands at 28. The demand is good for the No. 1 dairy, which is steady at 30 cents, the No. 2 being about 24 cents.

EGGS—Ontario fresh storage eggs are 30 cents to-day, while all other storage eggs are at 28 cents per dozen. Despite the firm prices the demand in eggs continues good.

CHARLOTTETOWN MARKETS.

Corrected by Wire.

Sugar, standard granulated	4 90	5 00	Butter, dairy, fresh, per lb.	0 22	0 24
Sugar, yellow	4 40	4 50	Butter, dairy, tubs, per lb.	0 20	0 22
Flour, Manitoba	6 40	6 50	Eggs, per doz.	0 22	0 23
Flour, Ontario	5 50	5 70	Potatoes, per bus	0 22	0 25
Cornmeal, bags	1 75	1 85	Turnips, per bus	0 12	0 15
Raisins, Val.	0 06	0 06½	Beets and carrots, per bus.	0 40	0 50
Raisins, California, seeded	0 07½	0 08	Parsnips, per bus	0 50	0 60
Currants	0 07	0 07½	Cabbage, dozen	0 25	0 50
Rice	0 03	0 03½	Cranberries, lb.	0 04½	0 05½
Beans, new, bus	2 00	2 10	Oats, bus.	0 38	0 4
Cheese	0 12	0 12½	Hay, per ton	9 00	10 00
Lard, pure	0 16½	0 16½	Straw, per ton	5 00	6 00
Molasses, fancy Barbadoes, gal	0 35	0 36	Poultry—		
Oatmeal, 100 lbs	3 00	3 25	Geese, per lb.	0 11	0 12
Rolled oats, per bag 90 lbs.	2 70	2 80	Ducks, per lb.	0 11	0 12
Butter, creamery per lb.	0 25	0 26	Chickens, per lb.	0 10	0 11
			Fowl, per lb.	0 09	0 10
			Pork, medium, lb		0 09
			Pork, heavy, lb.	0 08½	0 08¾

NEW BRUNSWICK MARKETS.

Corrected by Wire.

St. John, N.B., Jan. 13, 1910.

The markets continue quiet, quotations showing little change. Present figures are as follows:—

Sugar—			Molasses, fcy.		
Standard gran.	4 85	4 95	Barbados, gl	0 34	0 35
Austrian "	4 75	4 85	Butter, dairy, lb.	0 25	0 28
Yellows	4 35	4 75	Butter, creamery, lb.	0 26	0 29
Flour, Manitoba	6 45	6 55	Eggs, doz.	0 28	0 40
" Ontario	5 75	6 05	Eggs, new laid	0 35	0 40
Cornmeal, bags	1 47	1 50	Potatoes, bbl.	1 20	1 40
Rolled oats, bbls	5 15	5 20	Canned goods—		
Buckwheat, west. grey, bag	2 90	3 00	Peas, doz.	1 10	1 50
Val. raisins, lb.	0 05½	0 06½	Corn, doz.	0 85	0 90
Cal. raisins, seeded	0 07½	0 08½	Tomatoes, dz	0 95	1 00
Currants, lb	0 07	0 07½	Raspberries, dozen	1 85	1 90
Prunes, lb	0 05½	0 09	Strawberries, dozen	1 55	1 60
Rice, lb.	0 03½	0 03½	Salmon, case—		
Beans, hand picked, bus	2 10	2 15	Red spring	6 50	6 75
Beans, yellow eye, bus	3 40	3 50	Cohoes	6 00	6 25
Cheese, lb	0 13	0 13¾	Peaches, 2's, dozen	1 70	1 80
Lard, compound lb	0 14	0 14½	Peaches, 3's, dozen	2 70	2 80
Lard, pure, lb.	0 17¾	C 18	Baked beans, dozen	1 15	1 25
Pork, domestic mess	28 50	29 00	Fish—		
Pork, American clear	28 00	28 50	Cod, dry.	2 75	4 00
Pork, clear backs	28 50	31 50	Herring, salt, half bbls	2 30	2 60
Beef, American plate	17 00	18 00	Herring, smoked, box	0 08	0 08½
Beef, Canadian plate	16 75	17 00			

NOVA SCOTIA MARKETS.

Corrected by Wire.

Halifax, Jan. 13, 1910.

Forty-five cents per dozen was the price asked by retail dealers this week for fresh laid eggs. The quantity of new laid eggs coming on the market at the present time is small. The demand for case eggs is rather quiet, at 28 cents per dozen. Since the passing of the holidays the fruit trade has slackened off

considerably, and locally there is practically nothing doing in apples. The market is well stocked with all varieties with the exception of Spys, which are being held back by the growers until later in the season. Shipments to the British market have been hampered of late by extreme frost, and the danger of the fruit being frozen in the railway cars.

Potatoes are in good demand, and the price is firm. There is a scarcity of both Nova Scotia and New Brunswick stock. Prince Edward Island potatoes are now quoted at $1.50 per bag, an advance of 25 cents since last report. Canadian onions are firmer and higher. They are quoted at $1.50 per bag an advance of five cents. There was a considerable quantity of fresh made butter marketed this week, and it is of fine quality. It found a ready sale at 28 cents for the rolls. and 30 cents for the prints. The predictions late in the autumn that there would be a marked scarcity of butter during the winter at the present time do seem as if they will be realized. The market is practically bare of poultry.

Creamery prints per lb.	0 28	0 30
Creamery solids per lb.	0 27	0 28
Dairy, tubs, lb.	0 23	0 24
Fresh eggs, doz.		0 32
Case eggs "		0 28
Sugars—		
Extra Standard, granulated		4 85
United Empire		4 75
Austrian, bags, granulated		4 75
Bright yellow		4 60
No 1 yellow		4 50
Flour h. wheat per bbl.	6 40	6 50
Flour, Ontario blends, bbl.	5 75	5 85
Cornmeal, bag.	1 57½	1 62
Oats	0 54	0 55
Pork, American per bbl.		30 00
Pork, clear bbl		32 00
Beef, American plate per bbl.	16 50	17 50
Beef, Canadian per bbl.		16 00
Hams smoked		0 16½
Pork, fresh	0 09	0 10
Codfish, quintal		5 50
Herring, pickled per bbl.		5 00
Apples, per. bbl.	1 50	3 00
Potatoes, P. E. Island, bag.		1 15
Onions, Spanish per lb.		0 02½
Onions, American, per lb.		0 02½
Onions, Canadian, per bag		1 50
Molasses, fancy Barbados, bbl.		0 38
Molasses, fancy Barbados, pun		0 35
Beans, bushel		2 20
Rolled Oats, bbl.	5 20	5 70

BRITISH COLUMBIA MARKETS.

Corrected by Wire.

Sugar, standard granulated		5 60
Val. raisins, lb.		0 05½
Cal. " "		0 07
Prunes	0 05½	0 07½
Currants	0 06½	0 07½
Dried apricots	0 11	0 13
Flour, Standard, bbl.		6 90
Cornmeal, p. 100 lbs.		2 60
Beans, per lb.	0 03½	0 04½
Rice, per ton	68 00	76 00
Tapioca, per lb.		0 03½
Evaporated apples		0 08½
Butter, Eastern	0 29	0 31
Butter, local creamery		0 40
Butter, Western	0 22	0 25
Eggs, Eastern	0 33	0 35
Eggs, local		0 60
Cheese, per lb.	0 14½	0 15½
Bacon, premier.		0 27½
Potatoes—		
Ashcrofts, ton		25 00
Local, ton		20 00
Canned Goods—		
Peas		1 30
Tomatoes		1 27½
Corn	1 00	1 10
Apples		3 42½
Strawberries		2 15
Raspberries		1 65

ALBERTA MARKETS.

Corrected by Wire.

Calgary, Jan. 13, 1910.

The New Year's trade was somewhat curtailed, owing to the rather severe weather, which set in on Dec. 31. However, taking it all in all the holiday trade was the greatest on record and merchants all are more than satisfied with results. Holiday lines were well cleaned up. Both wholesale and retail grocers' stocks are in fine shape to start the year 1910; the prospects for big business were never before so good. Farmers are in good circumstances, having received remunerative prices for all products disposed of.

Fresh local eggs are scarce and high indeed. One Calgary retailer is to-day selling strictly new laid eggs at 75c per dozen. Northern white fish is being received in fine condition and retails at 11c per lb. Meats are not in such active demand, although prices remain high. There is a better supply of Alberta poultry than heretofore, the quality of which is good, and for once at least the western housewife can procure her supplies at prices equal with her eastern sisters. Take in Table

Sugars—		
B.C. granulated		5 74
Raymond "		5 64
Peels—		
Lemon		0 12
Orange		0 13
Citron		0 20
Dried fruits—		
Apricots, choice		0 16
" standard		0 15
Peaches, choice		0 10
" standard		0 09½
Pears, choice		0 12
Pitted plums		0 12
Prunes, 40-50		0 08½
" 50-60		0 07½
" 60-70		0 07
" 70-80		0 06½
" 80-90		0 06
" 90-100		0 05½
Evap. apples, 50's		0 11
Produce—		
Sugar cured ham 10-12 average		0 18½
Sugar cured ham picnic		0 16
B. bacon bellies		0 21
" back		0 20
Dry salt bacon		0 15
Dry salt bacon, smoked		0 16
Eggs, fresh, case 30 dozen		9 50
Butter—		
Alberta creamery bricks		0 30
Alta. creamery solids		0 29
Alta. dairy		0 26
Alta. tubs		0 25
Cheese—		
Ontario, large		0 15
" twins		0 15½
" Stiltons		0 17
Beans—		
Ontario, hand-picked, bushel		2 40
California limas, per lb.		0 06½
Canned fish—		
B.C. salmon, sockeye, 48-1's		7 50
B.C. cohoes, 48-1's		6 25
B.C. pinks, 48-1's	4 00	4 25
Sardines, domestic, 100-4		4 00
Lobster, 48-1's		17 00
" 96-2's		18 50
Fin. baddie, 48-1		5 65

NEW COMPANIES.

The Jordan Co-operative Co., Jordan, Ont., has been formed to deal in fruit, farm and dairy products.

An Ontario charter has been granted to The Canadian Carriers for the purpose of manufacturing and dealing in carriers and packages for eggs, etc. Among those interested in the new company are E. G. Willard and Walter Woods, manufacturers, and P. J. Galvin, grocer, all of Hamilton.

TRADE NOTES.

Lorenzo Leduc, a grocer in Hull, Que., has been arrested charged with issuing bogus cheques on the Bank of Ottawa.

F. J. Lewis, eastern representative of Holbrooks, Limited, Toronto, leaves on Monday for an eastern trip which will include visits to the trade in all the maritime provinces.

S. T. Nishimura, head of S. T. Nishimura & Co., tea importers, arrived in Montreal from Japan last Tuesday. During his stay in this country he will try to visit all his customers before returning at the opening of next season.

Brazil, South America, is paying considerable attention to the growing and exporting of fruit in order to develop the fruit industry of that country, as much as possible. Representatives are in the United States at present with a view to creating a market there. The Brazilian Government is interested in the project and has taken steps to compel steamship companies doing business with Brazil to have refrigerators on board and the best possible ventilation.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

Laporte, Martin & Co., Montreal, are announcing special bargain reductions in all lines of staple groceries before stock taking, and especially in French and Norwegian sardines, French assorted pastes and all standard brands of teas.

PRODUCTION OF BEET SUGAR IN EUROPE.

From inquiries made from the International Statistical Bureau of sugar manufacturers regarding the production of beet sugar and sugar beets in Europe and the production of sugar in the season of 1909-10 in all the European sugar producing countries, the following estimate has been compiled:

Country.	Factories in operation	Tons of beets.	Tons of sugar.
Official.			
Austria-Hungary	202	7,768,000	1,179,000
Germany	356	12,954,000	1,948,500
France	245	6,320,600	799,200
Russia	275	6,959,000	1,008,200
Belgium	79	1,764,000	242,000
Holland	27	1,311,000	181,300
Sweden	21	864,400	121,800
Total	1,205	37,941,000	5,480,000
Unofficial.			
Denmark	7	450,000	58,500
Italy	30	1,000,000	116,000
Spain	30	650,000	83,300
Switzerland	1	26,000	3,100
Total	68	2,126,000	260,900
All of Europe	1,205	37,941,000	5,480,000

Practical Methods Used in Retail Grocery Stores

How a Village Merchant Overcomes Outside Competition—The Giving of Special Favors to Customers—A Sorrel, Que., Merchant Specializes on Goods With Large Profits—Carelessness Sometimes Exhibited by Salesmen When Talking to Customers—A Guelph Store Opening at 6.30 a.m.

Meets Outside Competition.

Brownsville, Ont., January 12.—N. W. Corbett, one of the general merchants of Brownsville, believes in using the weapons of the mail-order houses to meet their competition. He claims that his plan has been successful. He had published a catalogue 8½x6 inches in dimensions just before Christmas. It contained 16 pages exclusive of the covers, the first being introductory in its purpose and the others taken up with different departments such as toys, chinaware, cutlery, lamps and clocks, furniture, dry goods, wall paper, hardware and groceries.

When it is considered that Brownsville has a population of less than 500, Mr. Corbett's progressiveness is to be commended.

In discussing the results obtained by issuing the catalogue, Mr. Corbett says: "I got it out for the Christmas trade and found it to be a very profitable investment. In the grocery line I met or beat prices of the Toronto departmental stores, as they are working the country harder every year. I think if all stores would work along the same line, they could hold at home a lot of trade that goes to Toronto."

No one will question Mr. Corbett in his contention. It takes aggressiveness and a spirit of determination sometimes to overcome outside competition and protect home business. There are many grocers and general merchants throughout the country who would consider the getting out of such a catalogue as a pure bill of expense. They think that if they were to spend five or ten dollars on a catalogue, that so much money had been wasted.

Mr. Corbett's catalogue is nicely illustrated and contains several introductory talks at the tops of the different pages before prices are quoted.

Gives Special Favors to None.

Moncton, N.B., January 12.—A merchant in Moncton is opposed to the stand taken by many in the trade of giving favors to one customer which another does not receive. Often too, favors and privileges are granted one person at the expense of another and this he strenuously objects to in his store.

"It is a simple matter" he says, "to recognize every customer's entrance. Then wait on them in order. Look at it in this way: a customer lost, means perhaps several more lost, as the average grocer knows only too well. Dissatisfaction is a disease that spreads only too rapidly. Tact and politeness are needed, but, do not favor anyone."

Selling Goods With Small Profits.

Sorrel, Que., January 11.—There are so many lines in the average grocery business that yield a good margin that it is somewhat surprising to find in many stores that the goods which are pushed the most are the ones which yield the smallest profits. The reason assigned for this by a Sorrel grocer, was that those lines which yielded the least margin, were, for the most part, the easiest to sell, and clerks were very apt to follow the line of the least resistance.

"Staples, such as sugar, will sell themselves," said the merchant. "See that clerks are pushing the lines which do not find such a ready sale, but yield much larger profits. No one is in the grocery, or any other business, for his health only."

The Carelessness of a Clerk.

Brantford, Ont., Jan. 12.—Many customers are undoubtedly lost, or at the very least highly aggrieved, at the easy-going, apparently careless attitude of some retail salesmen while being served. Your correspondent was in a Dalhousie street store on Saturday, and observed a clerk, who apparently knew better, but who, probably through sheer carelessness, stood in front of the customer with his hands in his pockets, in a "devil-may-care" position. Such an attitude is easy to assume, and in time grows to a habit difficult to eradicate. A smart-looking salesman will gain customers for his firm, where a slouch one will lose them.

Open Their Store at 6.30 A.M.

Guelph, Ont., January 12.—Robinson Bros. have bought the grocery business on Suffolk street, formerly conducted by Homer Precious. The two young men are the youngest grocers in the city, but apparently they are not the least enterprising. One noticeable thing about their store is that they are open at 6.30 in the morning. There were noticed some hand bills that this firm had printed announcing in bold black type their intention to be ready for business at this apparently unseasonable hour in the morning. When asked the reason, "Bob," the older member of the firm stated that owing to the fact that they were located in a residential section of the city they intended to make capital of their conveniences to the homes in their immediate vicinity.

"There are generally some of the housewives in the many homes, around here that forget to order something, and find themselves without the things they need for getting breakfast, and the fact that we can be right on the job, with the very thing they want pleases them and gets us in right." This was the terse explanation that he offered.

Clerks Must Read the Ads.

Montreal, January 11.—"In case I put an advertisement in one of the dailies, said a St. Catherine St., Montreal grocer, "I post a copy of the ad. in a prominent place in the store, and see that my clerks know exactly what is special. These specials are chosen for the express purpose of getting rid of the stock on hand and I see that I get all the possible results from my advertising."

This may look like a very small thing to be careful over, but it is in just such small things that success or mediority in business lies.

Convince Yourself First.

Halifax, N.S., January 12.—To be convinced that you are telling what you really know to be the truth, is something absolutely necessary to running a store, thinks one of the leading grocers of Halifax. "We must believe ourselves," he says, "when we tell a customer that our tea is the best at the price in the city. We will not convince a level headed customer unless we ourselves think so. It pays to have goods stocked that one can conscientiously assure a customer they are the best for the money."

If you have wondered why you are not convincing in some of your statements think this over.

Instal Collecting Cabinet.

Bracebridge, Ont., January 12.—Kirk Bros., of Bracebridge, have placed in their store an account collecting cabinet. This is a splendid asquisition added to the many useful fixtures to be found in this model grocery store.

During Xmas week one of the large grocery store had a magnificent display of cut flowers, making the store one of attractiveness. It was commented favorably on by many of the townspeople and farmers, and proved to be a good advertisement. This is a move in the right direction and if handled correctly a good profit can be made.

To Cover the West Indies for the MacLean Papers

David Williams Leaves Canada for the South to go Over That Field Again—Trade Relationship Between Canada and the Islands Becoming More Intimate—Value of an Extensive Circulation There.

When the steamship "Sobo" sailed from Halifax on Wednesday the 5th instant, among her passengers was David Williams, special subscription solicitor for MacLean's Trade Newspapers and Magazines. He will be away several months, for the task to which he has been sent is no small one. He is to cover the Bermudas, the British West Indies, and British Guiana. His instructions are implicit; he must thoroughly cover the field, no matter how long it takes him to do so.

MacLean's Trade Newspapers and Magazines have already a good circulation in the Bermudas, the West Indies and British Guiana. The late John Cameron, for many years a trusted and efficient subscription solicitor of the company, well and truly laid the foundation of our circulation in that part of the British Empire, when he some years ago spent three or four months there.

David Williams, is now to follow in his footsteps; indeed he is to do even more. He is to blaze the way to one or two places which Mr. Cameron had not the opportunity of reaching.

Mr. Williams is a worthy successor to the late Mr. Cameron. He has for some time been on the subscription staff of the MacLean Publishing Co. in Ontario and during the last five or six months has been devoting his time entirely to subscription work in the maritime provinces. The success which has characterized his work in Ontario and the maritime provinces will no doubt follow him to the West Indies, for he believes to a degree of ardent enthusiasm, in the MacLean Trade Newspapers and Magazines. To this quality is added that of untiring industry. He will certainly materially add to the already substantial circulation of the MacLean Trade Newspapers and Magazines in the West Indies.

Canada's relationship with the Bermudas, the West Indies and British Guiana is gradually improving. Not only is sentiment getting warmer but the volume of trade between them and this country is assuming more important proportions. It now aggregates in value between $12,000,000 and $13,000,000. But this is only a small part of what it can be made. In blazing the way for this desired end no factors are more potent than the trade newspapers. Their work is specialization, and it tells.

To exporters the circulation which the MacLean Trade Newspapers and Magazines has already attained in the Bermudas, the West Indies and British Guiana, plus that which is to come, is most important, and is worthy of their careful attention. There is certainly no advertising mediums that offer such possibilities to those who wish to reach buyers in that part of the British Empire, besides the wide and general circulation in the home field. Another matter which should not be overlooked is the advantage which accrues from the circulation of the MacLean Trade Newspapers and Magazines in China, Japan, Australia, South Africa, Great Britain, and the United States. It, of course, does not approximate to the circulation in the home field nor is it relatively as large as that in the West Indies, but it counts and that not insignificantly.

The late Mr. Cameron had only been in the West Indies a few weeks when he sent a hurried call to the head office for a fresh supply of subscription order forms, the new subscriptions which he had taken up to that time having far exceeded his expectations. We hope this will also be Mr. Williams' experience.

In the meantime we wish him bon voyage and good luck.

DAVID WILLIAMS.

Special subscription solicitor for MacLean's trade newspapers and magazines, who is on his way to the West Indies and British Guiana to supplement their already large subscriptions there.

SELLING FORMOSA TEA.

Samuel C. Reat reports as follows from Tamsui on prospective changes in the selling of Formosan tea: A report from Japan that under the promotion of some prominent tea exporters of Yokohama a tea-exporting company, with a capital of $500,000 gold, is about to be established at Taihoku, Formosa, is not credulously received here. It is believed that if any Japanese company engages in the business of exporting tea on a large scale from Formosa it will be the Mitsui Bussan Kaisha, the company which now controls the camphor output under governmental supervision. Under present conditions the exporting of tea from Formosa is practically confined to British and American companies, and it would be some time before any new firm could secure a large export trade. If, however, the Formosan government should give to a Japanese or a Formosan company the $30,000 appropriated annually by the government for advertising Formosa tea, the favored firm would have a very substantial bonus with which to begin its operations, and some advantages over the foreign firms. Without this governmental support the foreign houses do not consider the prospective company a possible competitor. The exports of Oolong tea from Formosa to the United States, which takes 97 per cent. of the crop, amount to over 16,000,000 pounds a year.

CALENDARS FOR 1910.

The Ontario Lantern and Lamp Co., Hamilton, Ont., have issued a richly colored calendar showing the interior of a hallway, the foot of the stairway and a woman ascending. It is a large calendar, 3 feet long by a foot and a half wide.

Freeman & Cobb Co., Boston, Mass., have issued a Fast day calendar which is very handsomely gotten up. The chief advantage of the calendar lies in the size of the numbers, which can be readily seen across an office.

D. Hatton Co.'s calendar is a reproduction of a painting. It shows a beautiful girl by the name of Alice, and is certainly a work of art.

An artistic and useful calendar is that of the Lake of the Woods Milling Co., who every year send around one of the best calendars circulated. The 1910 design is an unusual one, the feature of which is the bust of an Indian on a red background. He is holding a cream colored cutout giving the panoramic view of the company's mills at Keewatin and Portage La Prairie. On either side of the cutout are colored reproductions of Five Roses and Harvest Queen flour in bags and barrels. In the two lower corners are given the capacity of the firm's mills and elevators and a list of their various offices.

KEEPING FROST FROM WINDOWS.

At the present time many stores have trouble with moisture obscuring their bulk windows. The warm air in the store is condensed by the cold glass and deposits the water it contains. Many schemes for getting around this by means of ventilation, etc., have been suggested at different times, but there's a little trick that seldom fails to solve the problem. This is to rub the glass with glycerine. Only a small quantity is required and it can be rubbed on with a cloth.

"They say jealousy is a terrible thing," said an old grocer the other day. "But it is easy to handle—in business. Jealousy is a dare. That's all. One fellow does something better than you and you're jealous. Go him one better and it's all off. Great thing to work beside a man of this kind. For the love of goodness, don't be "jealous." That's taking back water. That's falling down. Best thing can happen you is to get beside a better man than yourself."

DIRECTORY OF
Manufacturers, Manufacturers' Agents, Brokers, Etc.

BRITISH COLUMBIA

W. A. JAMESON COFFEE CO.
Importers and Roasters of High Grade Coffees.
Manufacturers and Proprietors of
"Feather-Light" Brand Baking Powder
We also carry a full line of TEAS, SPICES, etc.
Mail orders promptly attended to.
Cor. Langley and Broughton Sts.
VICTORIA, B.C.

F. G. EVANS & CO.
139 Water St. VANCOUVER, B.C,
Wholesale Grocery Brokers and Manufacturers' Agents
Correspondence Solicited.

VICTORIA FRUIT GROWERS' ASSOCIATION
The largest packers and shippers of first-class Fruits of all kinds in British Columbia.
OFFICE AND WAREHOUSES
COR. WHARF AND YATES STS. - VICTORIA
Branch at 140 Water Street, Vancouver.

The Condensed Ads. in The Canadian Grocer bring results

We have Competent Salesmen
Best facilities for Distributing and Storing
W. HARRY WILSON & CO.
330-332 Cordova St. W. VANCOUVER, B.C.

R. ROBERTSON J. Y. GRIFFIN
R. Robertson & Co.
25 Alexander St.
VANCOUVER, B.C.
Wholesale Brokers
GROCERIES, PRODUCE, FRUITS, GRAINS
Importers and Exporters
Reference—Bank of Montreal.
Write us for information about B.C. trade.
Cable Address—"Robin," Vancouver.
Codes A B C, 5th Edition; Revised Economy; Modern Economy; Utility and Dowling's.

WILLIAM W. DUNCAN
Broker and Manufacturers' Agent
DISTRIBUTING
Free and Bonded Warehouses
VANCOUVER - VICTORIA

HERMAN ERB
Manufacturers' and Wholesale Commission Agent
P. O. BOX 405
522 Bastion Street, Victoria, B.C.
Open for a few more agencies

THE CANADIAN GROCER
British Columbia Office at Room 11, Hartney Chambers, Cor. Pender and Homer Sts., Vancouver.
H. HODGSON Manager

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
144 WATER ST., VANCOUVER, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

Wholesale Manufacturers' Agents
Correspondence Solicited.
F. R. McINTOSH & CO.
Vancouver, B.C.

W. C. FINDLAY W. CARTER
E. A. MARSHALL & CO.
Manufacturers' Agents
SUITE 11 COURT HOUSE BLOCK, VANCOUVER, B.C.
We have an established connection and can handle a few more good agencies to advantage.
Highest References.

Do you want live representation?
We are in touch with the trade.
Andrews & Nunn
Manufacturers' Agents and Wholesale Commission Merchants
Codes—A B C 5th Edition, Western Union
140 Water St., Vancouver, B.C.
Correspondence Solicited
Highest References

WANTED
One **Wholesale Grocer**
in each city of the Dominion to handle
ST. VINCENT ARROWROOT
WRITE FOR PARTICULARS, PRICES, ETC.
WEST INDIA CO., Limited 305 St. Nicholas Buildings, MONTREAL

SELLING GOOD TEA SELLS MORE TEA

Since the first package of Red Rose was put up I have aimed to make every package fully worth the price. You have watched Red Rose business grow, have seen it increase by leaps and bounds.

Why Not Get Your Share?

You can use Red Rose to splendid advantage in your own business. You can recommend it with absolute confidence of pleasing your customers. A pleased customer is always a better customer. That means more business and better business every time.

Try recommending

RED ROSE TEA

Wellington St. E. Toronto, Ont.
315 William Ave. Winnipeg, Man. } Branches

T. H. ESTABROOKS
ST. JOHN, N.B.

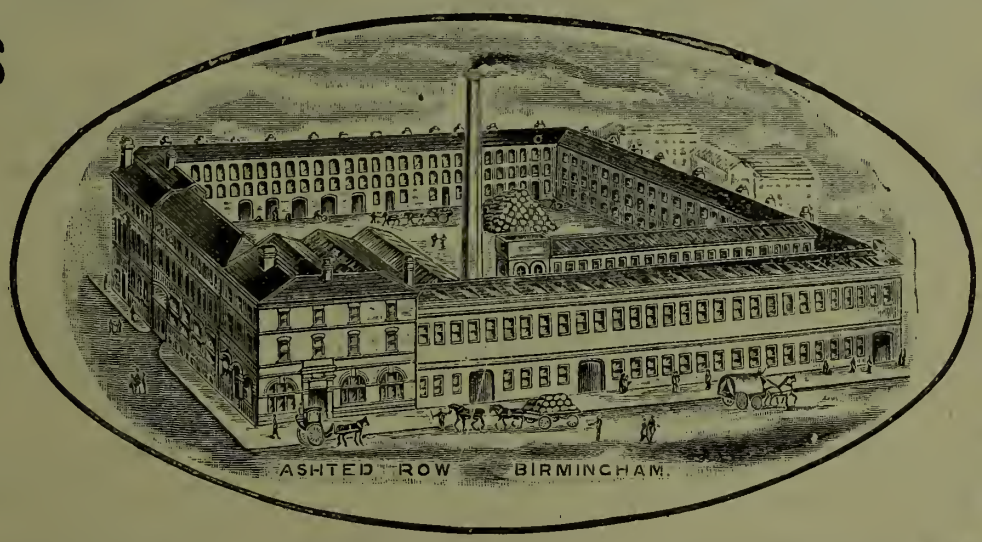
THE LARGEST SAUCE FACTORY IN THE WORLD

HOLBROOK'S
Worcestershire
SAUCE

Punch Sauce

Pure Malt Vinegar

Pure Pickles



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Quebec: J. R. Renaud & Co.
Montreal: F. L. Benedict & Co.
Winnipeg: J. D. Brack & Co.
Calgary: Campbell, Wilson & Horne
Edmonton: A. McDonald Co.
Vancouver: Kelly, Douglas & Co.
Victoria: Wilson Bros.

HOLBROOKS LIMITED

Canadian-American Branch
40 Scott Street, Toronto, Canada

To the Manufacturer or Wholesaler——

If it were possible to employ a traveller who could call on 7,000 of the best dealers all through Canada every week, what salary would you figure he'd be worth—even supposing he did nothing more than go in and shake hands with these dealers, under such circumstances they'd be glad to see him.

Would he be worth $200, $300 or $500 per week? Many a house would pretty nearly let him fix his own salary.

Equip an advertisement in the Canadian Grocer with a verbal handshake for every dealer in Canada, and a frank, brief, pointed talk about your goods and you add a traveller to your staff who will make 7,000 calls a week for you at a salary of $4 to $8 a week—less than you would pay a first-class stenographer.

Of course this traveller won't displace any of your regular salesmen, but he will help them to sell more goods and open up more new accounts.

Intimate Knowledge of the Stock Needed in Buying

Arguments Collected from Western Canadian Merchants on Why Buying in Small Quantities is the Better Method—More Money Left in the Business—When to Buy on Speculation.

By L. C. Harkness.

The present trend in the retail grocery business seems to be that of greater concentration upon the buying end of the business. The influences which have brought about this condition may not be difficult to discern. As years go on business efficiency in every line is becoming more and more pronounced.

The science of specialization has been taking deep root everywhere. The merchant of fifty years ago is not the merchant of to-day; not necessarily because there was a laxity in concentration on everyday business principles in the older days, but because the merchant of to-day is compelled, by the very nature of the business world in which he lives, to make an acute specialized study of his business.

Every dollar he invests must bring such returns as will justify that investment in the light of modern business opportunities. And every merchant who buys goods and stock them for sale is investment his money.

Another influence which may have contributed toward better buying tendencies is the fact that in recent years, more than ever before, merchants have been buying in smaller lots and more frequently. In this way he has purchased goods for immediate use and the money which he had paid out formerly for future goods is retained in the business.

Within the past year this condition has become prominent in western Canada more particularly. Wholesale houses are opening up branches everywhere making it more convenient for the merchant to purchase his stocks. He may order stocks for a period of two or three months where formerly he ordered stocks for a year. Everywhere in Canada the wholesale competition has become keener and better opportunities for short orders prevail. The result is that merchants have become aware of the value of retained capital.

Why Buyers are More Careful.

It is not necessary to enumerate the conditions which have brought about a more careful consideration of buying problems, only in so far as they throw light upon solutions.

As an outcome of the condition referred to above the tendency would naturally be toward smaller stocks in the retailers hands. This, however, involves other problems, one is, how is the merchant to secure the best buying price if he adheres to the principle of restricted surplus stock? And is it not best to make a special effort to take advantage of a large a discount as possible in the cash payment for a large quantity of goods?

And another problem may be, if an effort is made to keep stocks limited and under control, would it not incur more work in management, and would there not be risks in running out of goods which for the time being have either advanced or gone off the market?

All these questions are on the surface favorable to the idea of heavy buying; and it would seem that it is just such arguments as these that have lead many merchants into the error of keeping surplus stocks which become a bugbear and a hindrance to the general health of the business.

Perfect Control of Stock Needed.

In the first place, there are few who would wisely conduct their business on the principle of small stocks or stock restriction, but rather upon the principle of stock control. The argument is in favor of better and more careful manipulation of salable goods. Just what might be called a small or a large stock varies according to the custom which the business supports. But there are grocers everywhere in the country who carry as large stocks as their competitors who do double or one-half more retail business.

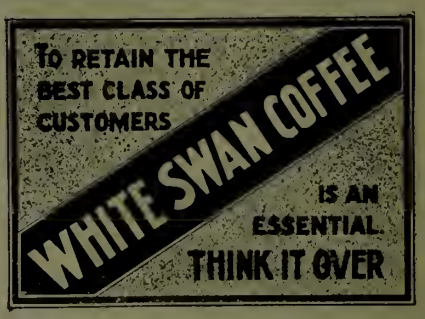
The object of the merchant in the smaller business, of course, is to buy at the best possible figures. That merchant needs to be reminded, however, that his turnover is not gained so quickly as that of his competitor, and his goods are eating away profit as they decorate the shelves.

Regarding taking advantage of discounts or cash payments, this is always wise, but it is obvious that money is worth too much to have it tied up in superfluous stocks even if a considerable discount is granted off cash payments. So in an effort to buy in quantities and obtain a liberal discount the business might be seriously strained if the money is not returned by a rapid turnover.

That is system of careful buying would mean more work for the management does not necessarily follow. But it does follow that there would be more expert management. It would mean a keen scrutiny of business details, and this is necessary in every business.

An expert stock keeper is as essential in a grocery store as an expert salesman, and it seems reasonable that the man who keeps his stock well under control to such an extent that no capital is lost in overstocking, and at the same time to have every article on hand when it is asked for, is the most valuable man in the business.

It is true there are times when it is well to buy and "lay in" stocks when a "short crop" or a "corner" condition prevails. This is a matter of business foresight; and speculation is a wholesome pursuit providing your capital and past experiences warrant its continuation.



There is no "wear-out"

to the confidence with which housekeeping women everywhere welcome Fels-Naptha.

The honest quality of Fels-Naptha soap is earnestly and steadily advertised and it's always easier for the grocer to quickly sell such goods as Fels-Naptha.

To the Retail Grocers of the Dominion of Canada

Gentlemen:—

We wish to congratulate you upon the result of the business of the year just closed, and thank you for the liberal support given us, which has largely assisted us in making "KELLOGG'S TOASTED CORN FLAKES" a household word from one end of the Dominion to the other.

Our policy has been to keep the grade of our excellent product up to the highest possible standard—to insist that our Flakes are sold at a uniform price of ten cents per package, giving the dealers a reasonable profit, and by the use of our unique coupon plan, obviate the necessity of unnecessarily stocking up.

THIS POLICY will be continued through the present year, and we respectfully ask from you a continuance of your support.

KELLOGG'S TOASTED CORN FLAKES is undoubtedly the leading Cereal Food of the world to-day. By persistent and aggressive advertising, such as elegant bill-board posting, newspaper copy and extensive sampling, the demand will be largely increased.

KELLOGG'S is the only Corn Flake required in your business.

We want you to participate in the boom which it will enjoy in the immediate future. PUSH KELLOGG'S. SAVE YOUR COUPONS and you will have reason to congratulate yourself at the end of the present term.

Yours truly,

The Battle Creek Toasted Corn Flake Co.

SURPRISED AT LLOYD HARRIS.

Hamilton, Jan. 13.—The Retail Groeers' Association met last Thursday for eleetion of officers and they evidently made some good choices. The officers and executive are efficient and progressive. The new president, J. A. MeIntosh, is a very desirable man for the office, and good things are looked for this year in the association. Important questions such as the Co-operative Bill, cash discount, good roads, a Provineial Asseiation, etc.—measures that will give the president ample opportunity to show what a pushing, progressive man can do, will come up. Hamilton dealers were surprised to learn that Lloyd Harris, M.P. of Brantford was stated to have brought in a bill regarding Co-operative stores. Numerous opinions were ventured, as to why, but so far it is only an echo that we hear. The following officers were eleeted:—J. A. McIntosh, president; E. Hazell, first vice-president; J. M. Semmens, second vice-president; James Main, treasurer: M. R. Hill, secretary; A. G. Bain, W. Smye, J. O. Carpenter, Arthur Lavis and J. L. Brown, executive committee; A. G. Bain and J. Kirkpatrick, auditors.

THE MERGER PROBABLE.

"In a week or ten days," remarked a jobber elosely in touch with the independent canners, "you will find that the amalgamation of the independent canners will be put through. You will find that practically every canner will be in the merger. The promoters have so conducted this affair that they have been able to meet the demands of those who at first were somewhat opposed to the scheme."

The contentions of the American Can Co., which were at first strong againsr the merger on account of having sueh an interest in the sale of cans among the independents, have been dropped apparently.

The jobber further intimated that there would eventually be an amalgamation with the Canadian Canners, Ltd.

STAND AGAINST THE BILL.

Editor Canadian Groeer,—The letter in your last issue signed "Time to Aet," should be read by every wholesale and retail merehant in Canada. As it was written from the wholesalers standpoint, it shows how keen they feel on the subject. How much keener should the retail merchant in any line of business feel the position he will be placed in if any bill, the counterpart of Mr. Monk's, should beeome law. I think every member of the House of Commons should be seen by the merchants in each county, and have the matter thoroughly gone into. Let every clerk who reads your paper, take a personal interest in this matter and use his influence to help along the work of deafeating a bill whieh would mean disaster to thousands of Canadian merehants.

"RETAILER."

Hamilton, January 13, 1910.

TRADE NOTES.

Wm. Lesson, Sr., grocer in Merritton, Ont., died on Monday.

W. C. Christmas, broker, Montreal, and W. H. Escott, of Winnipeg, are in New York on business connected with Hills Bros., whom they have ageneies for in their respective cities.

A. Grills, a grocer on Broadview Ave., Toronto, has assigned to N. L. Martin & Company. A meeting of the creditors was held on Wednesday afternoon in the assignee's office.

Robert Simpson, formerly of the Simpson Co., wholesale grocers, Guelph, Ont., who recently moved to Hamilton, is going into the wholesale tea and coffee business in the latter city. He will also act as manufacturers' agent for other lines of goods.

T. H. Estabrooks, St. John, N.B., was in Toronto during the week. In referring to business conditions of 1910, Mr. Estabrooks predicted a banner year for trade and commerce. Speaking on the tea market, he said there was no possibility for lower prices. This was due in a large measure to the decrease in the tea growing industry in China and Japan where the inhabitants find it more profitable to cultivate other plants and develop other industries.

Thurston & Braidich

128 William Street — NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

Are You Carrying the Empress Brand?

Coffees, Spices, Flavoring Extracts, Pure Jams and Jellies

WE WANT YOU to do so.
IT WILL PAY YOU to do so.
YOU WILL do so if you try them once.

WRITE US.

Empress Manufacturing Co.
Limited

VANCOUVER, B.C.

NICHOLSON & BAIN

The Largest and Most Progressive Wholesale Commission Merchants and Brokers in Canada

Have Opened Out

Branch No. 4

at Regina, Saskatchewan

Manufacturers Open for Live Representation in Saskatchewan, write Nicholson & Bain, Regina.

NICHOLSON & BAIN

Edmonton, Calgary, Winnipeg, Regina

GUNN'S "EASIFIRST"

LARD COMPOUND

Will enable YOU to win first place for
QUALITY GOODS

Figure your saving compared with pure lard and
ORDER TO-DAY

GUNNS LIMITED Pork and Beef Packers WEST TORONTO

NOTHING BETTER IN 1909

Fearman's English

Breakfast

Bacon

NOTHING BETTER IN 1910

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,
ST. GEORGE, - ONT.

Dressed Poultry

is our specialty

We are the largest dealers in Dressed Poultry in Canada. A lifetime has been spent by us specializing along this line. This valuable experience is at your service. We want large quantities of

Turkeys, Geese, Ducks, Chickens and Hens

Personal attention given to each shipment. A square deal for all. Payments daily.

THE WM. DAVIES CO., LTD.

Established 1854 James St., TORONTO Phone Main 119

BUTTER EGGS POULTRY GAME

¶ We require large quantities of each of the above lines and shall be pleased to quote prices f.o.b. your station. Write us.

The WM. RYAN CO.

LIMITED

PACKING HOUSE:
FERGUS, - - ONT.
HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Hog Situation Yet Discouraging to the Packer

Their Margin of Profit Cut Down—If Prices of Hog Products are Raised Consumption Will Decrease—Butter Fairly Plentiful With Tendency to an Easier Market—Stored Eggs Firmer in Prices.

There is nothing in the hog situation in sight that looks encouraging to the packers. In order to get the hogs, to hold their trade, they are forced to pay more for them than the prices of cured meats warrant, and to raise the prices would almost be certain to check the consumption. People will only pay to a certain limit for an article, and when it goes beyond that they switch to something else. It is believed that cured meats have reached that point, and therefore the danger of raising the price. One of the packers has stated that he remembered when dressed hogs were selling as low as 4c a lb. and when the farmers got 6c they felt rich.

Rather than strain the consuming end it would perhaps be in the interests of all concerned should the packers decide to pay a lower price for hogs. The farmer is not entitled to receive more than an article is worth, at the expense of the consuming public. Hogs would be a good paying price if they were 2c a lb. cheaper.

MONTREAL.

The general trend of the provision market seems to be toward higher prices. Live and dressed hogs remain steady at last week's high quotations. Pure lards in wooden packages are up ¼ cent. Other lines remain firm. Sales are brisk and rapidly increasing.

Pure Lard—		
Boxes, 50 lbs., per lb		0 16¾
Cases, tins, each 10 lbs., per lb		0 16¾
" " " 5 " "		0 16¾
" " " 3 " "		0 17
Pails, wood, 20 lbs. net, per lb		0 17
Pails, tin, 20 lbs. gross, per lb		0 16¼
Tubs, 50 lbs. net, per lb		0 16¾
Tierces, 375 lbs., per lb		0 16½
Compound Lard—		
Boxes, 50 lbs. net, per lb		0 12¼
Cases, 10-lb. tins, 60 lbs. to case, per lb		0 12¾
" 5 " " " "		0 12¾
" 3 " " " "		0 12¾
Pails, wood, 20 lbs. net, per lb		0 12¼
Pails, tin, 20 lbs. gross, per lb		0 11¾
Tubs, 50 lbs. net, per lb		0 12¼
Tierces, 375 lbs., per lb		0 12
Pork—		
Heavy Canada short cut mess, bbl. 35-45 pieces		29 00
Bean pork		23 50
Canada short cut back pork, bbl. 45-55 pieces		28 50
Heavy clear pork, bbls. 20-35 pieces		28 50
Clear fat backs		32 00
Heavy flank pork, bbl		28 00
Plate beef, 100 lb bbls		7 75
" 200 "		15 00
" 300 "		22 00
Dry Salt Meats—		
Green bacon, flanks, lb		0 14½
Long clear bacon, heavy, lb		0 14½
Long clear bacon, light, lb		0 15
Hams—		
Extra large sizes, 25 lbs. upwards, lb		0 14½
Large sizes, 18 to 25 lbs., per lb		0 15½
Medium sizes, 13 to 18 lbs., per lb		0 16
Extra small sizes, 10 to 13 lbs., per lb		0 16
Bone out, rolled, large, 16 to 25 lbs., per lb		0 17
" " small, 9 to 12 lbs., per lb		0 17½
Breakfast bacon, English, boneless, per lb		0 17
" " " "		0 16½
Windsor bacon, skinned, backs, per lb		0 17½
Spiced roll bacon, boneless, short, per lb		0 14½
Hogs, live, per cwt		9 25
" dressed, per cwt		13 25

BUTTER—Finest qualities are firm and no changes are reported in the other lines. Dealers are well satisfied with the present situation. Receipts for the week are 1,632 packages, as against 1,901 same week last year. For the season they are 390,734 paskages, as against 411,933 packages same season last year.

Creamery, solids, lb	0 26½	
Creamery prints	0 27	
Dairy, tubs, lb	0 21	0 22
Fresh dairy rolls	0 22	0 23

CHEESE—There has been a considerable increase in the export demand particularly for white cheese. The market shows strength throughout. Orders that a week ago were eagerly sought, now are held off for higher prices. Conditions in England are responsible for the welcome change. Receipts for the week are 28 boxes, as against 337 same week last year. For the season they are 1,966,380 boxes, as against 1,955,950 boxes same season last year.

Quebec, large	0 11¼	0 11¾
Western, large	0 11¾	0 12
" twins	0 12¼	0 13
" small, 20 lbs	0 12	0 12½
Old cheese, large	0 15	0 16

EGGS—Prices are away up on new laids and other lines are higher. There are no cheap eggs to be had, and some dealers prophesy a shortage in two weeks. Stocks of all lines are low. Receipts for the week are 426 cases, as against 1,042 cases same week last year. For the season they are 191,516 cases, as against 196,208 last year.

New laid	0 40	0 50
Selects, dozen		0 32
No. 1, dozen		0 28
No. 2, dozen nominal)		0 26

POULTRY—Poultry is still very high though no higher than last week. Sales continue brisk and supplies are coming in none too freely.

Chickens, per lb	0 15	0 16
Hens, per lb	0 10	0 11
Young ducks, per lb	0 15	0 16
Turkeys, per lb	0 19	0 20
Geese, per lb	0 11	0 12

HONEY—Honey sales are steady and prices show no fluctuation. There seems to be a fair demand for all lines.

White clover comb honey (nominal prices)	0 14	0 15
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins	0 11	0 11½

TORONTO.

PROVISIONS—Twelve to twelve and a half dollars per cwt. for hogs necessitates a corresponding raise in cured meats. With the keen competition between packers, it is claimed that the prices of cured meats are too low, and will leave them no margin. In speaking with one of them, he said, "I am simply disgusted." Prices, no doubt, are so high now, that packers are afraid another raise will check consumption, and yet to work without a margin is discouraging and even ruinous.

Long clear bacon, per lb	0 13½	0 14
Smoked breakfast bacon, per lb	0 18	0 18½
Roll bacon, per lb	0 14	0 14½
Light hams, per lb		0 15
Medium hams, per lb		0 15
Large hams, per lb	0 14	0 14½
Shoulder hams, per lb	0 13	0 13½
Backs, plain, per lb	0 18	0 18½
" pea meal	0 18½	0 19
Heavy mess pork, per bbl	27 00	27 50
Short cut, per bbl	28 00	29 00
Lard, tierces, per lb	0 16	0 16½
" tubs "	0 16	0 16¼
" pails "	0 16½	0 16¾
" compounds, per lb		0 12¾
Live hogs, at country points		8 25
Dressed hogs		12 00

BUTTER—Without any outlet for our butter, and the liberal supplies of fresh made butter, it is nearly safe to predict that it will get cheaper. The exports of our butter to England this year are 53,911 packages less than last year, and as the yield was a fair comparison with last year it is reasonable to suppose, even with the understanding that home consumption has remarkably increased, that a large quantity is still in the hands of our dealers. It is the general impression that the quality of fresh butter this winter is better than last year. If this is the case there is not so much danger of a break, and prices are likely to be steady.

	Per lb.	
Fresh creamery print	0 28	0 29
Stored creamery solids	0 26	0 26½
Farmers' separator butter	0 24	0 25
Dairy prints, choice	0 21	0 23
Tub butter	0 21	0 22
Baking butter	0 19	0 20

CHEESE—There is nothing new in the cheese market. There is a better export demand, but that does not affect the local trade, and prices, therefore, remain at the old quotations.

Cheese, new, large	0 12¼	0 12¾
" " twins	0 12¾	0 13

EGGS—New laid eggs are a little more plentiful here and do not now bring any price a farmer may ask. They, however, have no effect on the price of stored eggs, which are firm, and even in some cases a cent higher. It will be at least five or six weeks before there will be sufficient new laid eggs to affect the market, and the price will depend on the weather and in the way the stocks diminish. Rather a better demand than was expected caused a firmer feeling with an upward tendency. On the whole the egg situation is in good shape.

Cold storage eggs	0 27	0 28
Select eggs	0 28	0 29
Strictly new laid	0 35	0 40

POULTRY—The poultry which was left over for the holiday trade is pretty well cleaned up, and the market is assuming its normal condition again. Fresh stock, especially chickens, are in god demand and sell as high as 18c wholesale, and turkeys at 21c.

Spring chicken, dressed	0 16	0 18
Hens, per lb. dressed	0 11	0 12
Turkeys, per lb., large	0 20	0 21
Spring ducks		
" " dressed	0 14	0 15
Geese	0 13	0 14

HONEY—There is a steady movement in honey, and prices keep firm. Apparently the stock will all be required.

Honey, extracted, 60 lb. cans	0 10¾	0 11
" " 10 lb pails	0 11	0 12
" " 5 lb. pails	0 12	0 12½
" comb, per dozen	2 50	2 75

Some few people are so constituted that even when they have nothing to do they can do it gracefully.

Wants Tariff Lowered on Canada's Dairy Products

New York Provision Merchant Sees no Other Way of Reducing Cost of Butter, Cheese and Eggs to New England Consumers—Market There Suffering With Ample Supply Close at Hand in Canada.

Julius D. Mahr, provision merchant of New York city and president of the New York Mercantile Exchange, is advocating the lowering of the duty on Canadian dairy products and eggs in order to reduce the high cost of these to the consumers of the eastern United States. This he advocates in the strongest terms and declares that under the rates on these dairy products at present the commission merchants handling the New York and Eastern trade are unable to lower the prices on domestic food articles, despite the crying demand of thousands of consumers that something radical be done to their advantage.

In his first report to the Mercantile Exchange, and in the statements, Mr. Mahr commends the agitation in regard to the existing tariff rates, which, he says, place out of the reach of the consumer the most necessary and needed products of the Canadian market. He recommends in his report to the Exchange that the Committee on Legislation made up among its members, be directed to investigate and report on the possibilities of obtaining legislative relief from Congress on these points.

Endangers Produce Trade.

Unless some remedial action is taken in the near future, Mr. Mahr declares, the growing tendency and inclination of the consuming public to use questionable manufactured products for butter will be in itself a problem. And, he says, if this proves to be true the dairy produce trade in New York and throughout the east will suffer proportionately. The report says:—

"It is regrettable that the dairy produce trade offers its services for such a low remuneration, particularly since operating expenses and all other necessary expense items connected with the business are larger now than they ever have been. On the other hand, prevailing market prices are decidedly higher. No line of business, allowing for capital invested, risk and other conditions, offers its labor and facilities for such a low percentage of gain. Ought not the trade, under all the circumstances, adopt more liberal income charges for the handling of dairy products?

"The Executive Committee passed a resolution several months ago addressed to the Tariff Committee of Congress advocating the lowering of the duties on butter, eggs and cheese. This recommendation was not acted upon favorably by Congress, and yet it is one of the greatest questions affecting the consuming public of the United States, and more so at the present time than at any other in many years.

"It is beyond question a fact that if the present virtually prohibitive duties on dairy products were not in force butter, eggs and cheese would sell at more reasonable prices. If Congress really requires a revenue to pay the expenses of government. I would suggest that this Exchange co-operate actively with other mercantile bodies in the country and exert every influence possible to have the duties reduced to reasonable figures, and at the same time enable them to yield a revenue to the government."

ORIGINALITY IN DISPLAY.

By G. Hunter.

Many claim, indeed emphatically state, that their windows form their best means of advertising. Next to the newspaper the window undoubtedly is a powerful means of inducing purchases, but when one takes a look at the various windows and observes their dress, the lack of attention to individuality is quite apparent. While it may be true that the goods are not thrown in haphazardly, at the same time there is too much of a sameness—everything straight up and down.

Of course, it must be conceded that a good window dresser is often hard to secure, but a little study, by the salesmen, if they be at all interested in their work and their own future, will enable them to intelligently arrange the various articles in an attractive manner. And practice will eventually effect a degree of originality, for this characteristic can only be developed by consistent and constant study.

An hour or half an hour each evening spent in perusing some good trade paper, magazine or publication referring to window dressing will assist in producing good effective work. Watch the "other fellow's" doings; critically examine his productions; see if you cannot discover some vulnerable point where you might strengthen the effectiveness. By closely watching your competitor you will not only keep aware of his methods but any latent talent within you will be awakened and before you really realize it you will be making progress which will have the approval not only of your employer and fellow-employees, but of the observant outsider, and it is to him that you primarily appeal.

Yes, make the window effective. Make your wares known through the press; state in your advertisements the contents of your windows, and if you have what you consider a unique window design " proclaim it from the housetops," and the result will surely be to your reward.

Try it next week; take one evening; pull down the blinds and set to work conscientiously and banish modesty as regards your own ability. Set to it with a purposeful spirit and you'll win; your employer will win, everybody will be the better.

PEANUT CROP SMALLER.

According to Robt. Frazer in a report from Valencia, Spain, the area under peanuts in that district is calculated at 8 per cent. less than the previous season. The crop promised an abundant harvest up to the beginning of October, when, owing to some unexplained cause, its growth was arrested, with partial failure in several sections and a shrinkage in the total yield estimated at 25 per cent. below the average. Average production in normal years is about 98 arrobas of 28 pounds (2,744 pounds of peanuts in shell to the acre). Although prices are subject to considerable fluctuations, oscillating between $65 and $83 a ton in shell, the crop is considered a fairly remunerative one for the farmer, and also posses the advantage of being admirably adapted as a second crop to follow early onions and wheat, both of which are harvested at the end of June. The total production of the district is calculated at 14,000 tons, of which 5,000 to 6,000 tons are exported annually. There is an increasing demand recently for the fine whitish peanut which contains three and four grains in each pod, but the characteristic Valencia peanut of dark reddish color and two grains to the shell yields a heavier crop and considerably more oil.

Canada as a market for the highly nutritious cotton-seed products has apparently been overlooked. Both articles enter free of duty. For several years about $500,000 worth of the oil has been imported annually, practically all from the United States, but only 7 cents per capita for the Dominion's population. The Canadian imports of American cotton-seed meal has never reached $20,000 worth in a year—a negligible quantity—yet the dairy and animal-breeding interests of the Dominion are enormous. Canada produces annually $36,000,000 worth of butter and cheese (factory); $22,000,000 of dairy butter; $1,000,000 of condensed milk, and $35,000,000 of milk for home consumption. It is evident that the dairymen and stock breeders there are not acquainted with the economic feeding value of cotton-seed meal. Canada has extensive stock farms, which, in addition to furnishing the main meat supply for the 7,000,000 people at home, yearly produce for export over $10,000,000 worth of cattle, about the same amount of bacon and hams, and many other meat foods.—American Hay, Flour and Feed Journal.

Royal Yeast Cakes.

Most Perfect Made.

Sold and Used Everywhere.

With Royal Yeast on your shelves you have in stock the Standard Yeast of Canada. **You** know it and **your customers** know it, two good reasons why you should not experiment with unknown and unsaleable brands.

Order from your wholesale grocer.

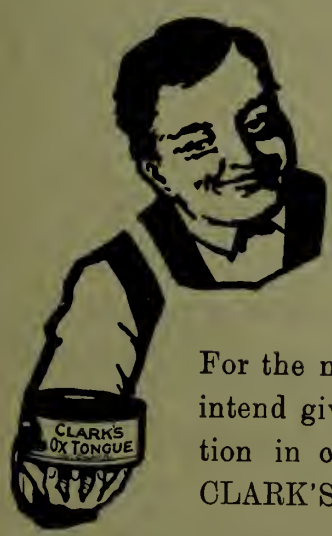
A Pure Dry Hop Yeast.

E.W.GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

Highest Honors at all Expositions.

CLARK'S OX-TONGUE



Special Notice to Dealers

For the next few weeks we intend giving special attention in our advertising to CLARK'S OX-TONGUE.

It would be wise to see that you have a good supply on hand.

Wm. Clark **Montreal**

Manufacturers of high-grade
—Food Specialties—

Canadian made Licorice
Y&S BRAND
All Druggists.

Grocers, Confectioners and Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

Send To-day

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES, W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
PROVINCE OF ALBERTA, Tees & Persse Calgary and Edmonton

COTTON-SEED OIL SHORT.

In 1908 the estimated output of cotton-seed oil was 3,500,000 barrels. During 1909, it was only 2,000,000 barrels due to the shortage in the cotton crop. The demand for cotton-seed oil has been heavy, although prices have been higher than usual, owing to the high price of pure lard. The latter is of course due to the shortage in the hog supply.

SALESMEN'S RESPONSIBILITY.

The store salesman who is always afraid to assume responsibility of any kind is pretty likely to remain one. A clerk who is not afraid of responsibility, even if he makes a bad mistake once in a while, is worth a good deal more to his employer than the other kind. The more responsibility there is placed on the clerks the greater will be their interest in the welfare of the business. Some grocers, when in doubt as to the selling quality of an article, ask their clerks, and if the latter say yes, they order it. This may or may not be a good plan, depending on the judgment and ability of the men. No long ago the foreman of a very large store declared against buying a certain article. The proprietor took some home and tried it. The article was a food. Convinced that it was all right he ordered some, against the wishes of his foreman. The second order was for thirty cases. In this instance the proprietor's judgment was the better. Getting clerks to try foods on their own tables is a good way of getting them enthusiastic over something one wishes to push.—Grocers' Magazine.

FATHER OF BEAN INDUSTRY DIES.

The father of the great bean industry which is one of the features of farming life in Southwestern Ontario died on Friday, January 7, in his 99th year. His name was Collins Handy. Born at Wellingport, Connecticut, on April 7, 1811, he came to Kent County in 1831 as a carpenter, built the first frame house in Orford township, and afterward engaged with his father-in-law, Capt. Baldwin, in buying and shipping grain, also filling the contract for the first mail route west from St. Thomas to Malden. It was not till some years after his arrival in Kent that he first experimented with bean growing. The industry has since then grown till it now approximated 900,000 bushels annually.

LATE CANADIAN PATENTS.

The following is a list of Canadian Patents granted by the Canadian Patent Office on Dec. 21, 1909, of interest to general merchants and grocers, and furnished by Fetherstonhaugh & Co., 5 Elgin Street, Ottawa, Canada, Russel S. Smart, resident, from whom all information regarding the same may be obtained.—

J. W. Cooper, Buffalo, N.Y.; windows.

F. Davidson, Caulfield, Australia; fly proof and other like screen for windows.

H. R. Langslow, Rochester, N.Y.; coin controlled closure releasing mechanisms.

L. T. Reichel, Wellington, N.Z.; fire alarms and the like.

A. Verhoevan, Marianna, Ark.; burglar alarms.

A. J. Corner, of Birks, Corner & Co., wholesale grocers, Montreal, lost his wife as the result of a sad accident on the park slide, Montreal.

MAPLE SYRUP
"Your syrup is superior to anything I have seen on the market."—H Mockford, Charimond Road, London
It is STANDARD. Get Prices.
CANADA MAPLE EXCHANGE
Montreal
TRADE MARK.
Small's

J. H. VAVASSEUR & CO.
LIMITED

Ceylon House, 15-16 America Square

LONDON, E.C., ENG.

FACTORIES - - - CEYLON

MANUFACTURERS OF FINEST QUALITY

DESICCATED COCONUT

AND

COCONUT FAT

TELEGRAMS---CITRONELLA, LONDON

Remembering the Retail Grocer----

We are not one of those firms so keen on our own profits as to forget our very good friends, the retailers. No, all our biscuits, besides being of the highest quality, yield the man behind the counter an excellent profit.

THESE TWO FACTS EXPLAIN THEIR POPULARITY WITH CONSUMER AND DEALER.

THE CANADIAN BISCUIT COMPANY, LIMITED
LA PERADE, QUE.

There is no stable profit where there is no lasting reputation.

That's a self-evident proposition—just as plain as "two and two make four."

Profits may flow in for a while, even when a merchant handles second-rate goods.

But, shrewd grocers do not bother much about *transient* success.

They're out for the trade that stays—the trade worth while—*the trade that pays.*

And that trade can only be clinched by handling *first-quality*, *high-grade* goods.

That's why a vast majority of grocers prefer to handle

CHRISTIE BISCUITS

They realize the significance of Christie reputation—a reputation based on high-grade, honest-quality goods.

Besides, there's a Christie biscuit for every taste—we manufacture 600 varieties.

N.B.—Christie Biscuits sell more than biscuits.

CHRISTIE, BROWN & CO., Ltd.

GOOD BISCUIT CONDITION

is as indispensable to your trade as good biscuit quality.

Carr & Co's Carlisle Biscuits

enjoy a world-wide reputation not only for quality, but also for the fresh condition in which they invariably reach you. Aren't these the kind to handle?

Order from nearest agent

Carr & Co.

CARLISLE, ENG.

Agents—Wm. H. Dunn, Montreal & Toronto; Hamblin & Brereton, Winnipeg; L. T. Mewburn & Co., Ltd., Winnipeg; Standard Brokerage Co., Ltd., Vancouver, B.C.; T. A. McNab & Co., St. John's Newfoundland.

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER

Our VILLAGE Bisouit retails 3 lbs. for 25c.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

If you are not quite satisfied with the receipts from your candy counters, put in a line of

Cowan's

Maple Buds Cream Bars and Chocolate Confections

Nut Milk Chocolate, Chocolate Croquettes, Milk Chocolate Sticks and the rest, and note the improvement.

Pure — wholesome — "Cowan's" please almost everybody.

The Cowan Co., Ltd.

Toronto, Canada

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
Rich Mixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Some Fluctuations Occur in the Wheat Market

Prices Went Down on Monday But Market Recovered Again—No Change in Flour Prices—Cereals are Firm and Feed Advances.

Since last week the wheat markets have undergone several slight changes in ups and downs, putting life into the speculation feature of the grain trade, and affording margins to dealers. For a while this week the market had a decided weak tendency, but it has quite recovered itself again and the indications are that the $1.25 point might be reached for May delivery in the near future. Millers are, however, complaining that wheat is too high to give them a margin to manufacture it into flour.

This is a bad state of affairs and unless the demand for flour increases with an advance in price, the expected rise in wheat cannot well materialize. Millers are buying cautiously and would like to see a more settled market, with a better margin on which to work.

MONTREAL.

FLOUR—Winter wheat patents are having a steady demand, increasing slightly if anything. Prices are firm for all lines. Wheat seems to be on the upgrade and eventually it will affect flour conditions if continued.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 70
Glenora, bbl	5 20
Manitoba spring wheat patents, bbl	5 70
" strong bakers, bbl	5 20
Five Roses, bbl	5 70
Harvest Queen, bbl	5 20

OATMEAL—Prices are firm this week, with brisk sales and some export demand. No changes in quotations have been made, but it would not be surprising from the present outlook if there was an upward turn in the near future.

Fine oatmeal, bags	2 52½
Standard oatmeal, bags	2 52½
Granulated " "	2 52½
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
Rolled oats, bags	2 30
" barrels	4 85

FEED—A large export demand has sent the prices for bran and shorts up. Shorts in particular are selling as high as $25, an increase of $3. Brans are $22, with a strong upward tendency manifesting itself.

Ontario bran, per ton		22 00
Manitoba shorts, per ton	23 00	25 00
" bran, per ton		22 00
Mouillie, milled, per ton		26 00
" straight grained, per ton		31 00
Feed flour, 98-lb. bag	1 55	1 75

TORONTO.

FLOUR—The local price of flour is unchanged. Farmers seem to be determined to hold their wheat and force the market. In this they might succeed, but they also might meet with disappointment.

Manitoba Wheat.		
1st Patent	5 50	5 60
2nd Patent	5 00	5 10
Strong bakers	4 90	5 00
Winter Wheat.		
Straight roller	5 20	5 40
Patents	5 40	5 50
Blended	5 40	5 50

CEREALS—The constant flutter in the large markets of the world is not considered seriously by the local millers, and their prices are seldom affected or disturbed. The local demand is good and the prices have changed little for some time.

Rolled wheat, car load	2 95
" oats "	2 15
Rolled wheat in barrels, 100 lbs	3 15
" oats in bags, per bag 90 lbs	2 30
Oatmeal, standard and granulated, in bags 98 lbs	2 55

PERSONAL NOTES.

C. D. Cowles, a representative of the St. Charles Condensing Co., was a visitor at the Toronto office of The Canadian Grocer during the week.

The Canadian Grocer is in receipt of a Christmas greeting card from Frank Creed, Amsterdam, Holland, a representative of the F. F. Dalley Co., Hamilton, Ont.

A delegation of six representatives of the E. W. Gillette Co., Ltd., namely: Geo. D. Sinclair, Winnipeg; R. J. Helstrope, Nova Scotia; A. E. Potts, Manitoba; W. C. Murray, Montreal; C. E. Moyle, Alberta and Saskatchewan, and J. G. McIntosh, British Columbia, were in Toronto during the week and paid their respects to The Canadian Grocer.

R. R. Hendry, secretary of Rose & Laflamme, Ltd., Montreal, was married to Miss Olive N. Church, St. Lamberts, Que., Jan 5th. The groom is a progressive young business man, whose rise has been rapid and who, in the course of his business, has made many warm friends. He is a son of Alex Hendry, tea merchant, of Montreal. The Grocer extends its heartiest congratulations and best wishes.

Chase & Sanborn's traveling staff, in Montreal for the holidays, is now back on the ground in its entirety. H. C. McGinnis, who covers Manitoba and Saskatchewan, from Winnipeg, left yesterday, while J. J. Speirs, Western Ontario representative left last week. W. A. Craven, left for the Maritime Provinces Monday, and A. C. Smith for Northern Ontario. The representative for the far west did not come in, as he reported at headquarters in September.

Travelers representing the Improved Match Co., Montreal, were entertained at a banquet in St. Lawrence Hall by the firm. Directly preceding the banquet the annual conference had been held in the Montreal office, 29 William street. J. N. Harvey, president of the company occupied the chair at the head of the table, with Henry T. Graham, sales manager, as his right hand man. Among the travelers present were: J. W. Limoges, Martin Sichel, F. J. Temple, A. W. Drum, A. A. Lavoie, T. Graham and Charles Cousineau.

Your particular customer

will quickly recognize the superlative merit of

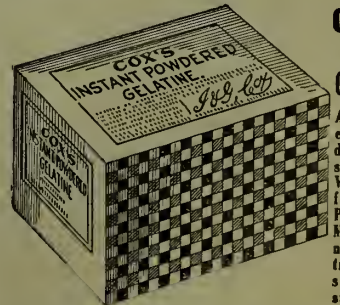
Mooney's Perfection Cream Crackers

from the fresh and crisp condition in which they always reach you.

Moreover the flavor of this cracker is a little different from the rest, an individuality obtained by careful selection of materials, skillful mixing, and scientific baking.

Specialize on "Mooney's" and your crackers will influence all the family trade your way.

THE MOONEY BISCUIT & CANDY COMPANY
LIMITED
STRATFORD, CAN.



COX'S
INSTANT POWDERED
GELATINE

A Pure Powdered Gelatine dissolving instantly in Hot Water. Manufactured and Packed by Messrs. Cox, under the control of their scientific staff.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippett & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURGH

WHEN THEY SAY IT IS "GOOD BUSINESS" TO STOCK A CERTAIN LINE, YOU UNDERSTAND THAT REFERENCE IS MADE TO A PROFITABLE SELLER—AN ARTICLE OF QUALITY, POPULAR WITH THE CONSUMER AND A REPEATER.

Isn't That Right?

Well, when we say that it is "Good Business" to feature our

"CHOCOLATE BORDO"

You know that we are telling you in two words that your best interests will be served by selling the most saleable chocolate on the market — the confection with the 24-year reputation for originality and quality.

The Montreal Biscuit Company

Manufacturing Confectioners

MONTREAL

FREE—To all who inquire we will mail a neat 1910 Pocket Calendar.

TRUMILK

A full-creamed Milk in soluble powder form.

MILKSTOCK

A separated Milk in soluble powder form.

These products are unequalled in quality by any other milk, whether in powder or condensed form. Pure, healthful, digestible, convenient. Guaranteed free from preservatives or adulteration. Dissolve easily in cold water and make perfect liquid milk.

MADE IN CANADA

Canadian Milk Products, Limited

Head Office: TORONTO. Plant: BROWNSVILLE, ONT.

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

Mr. Merchant,

Are you handling

Royal Purple Stock and Poultry Specifics

the largest advertised goods of this nature on the market? If not, write us for price list and our plan of advertising to bring you direct results.

The W. A. Jenkins Mfg. Co.,

LONDON : : : ONT.

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance.

WRITE TO

P. POULIN & CO.

39 Bonsecours Market, - Montreal

WE SELL FEATHERS TOO

SALT

Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS, 128 Adelaide St. E., Toronto

G. J. CLIFF, Manager.

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

ABSORBINE

Cures Strained Puffy Ankles, Lymphangitis, Poll Evil, Fistula, Sores, Wire Cuts, Bruises and Swellings, Lameness, and Allays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use. $2.00 per bottle at dealers or delivered. Horse Book 5 D free.

ABSORBINE, JR., (mankind, $1.00 bottle.) For Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, kills pain.

W. F. YOUNG, P.D.F., 234 Temple St., Springfield, Mass.

LYMANS Ltd., Montreal, Canadian Agents.

What the Grocer Said to Mrs. Brown

One day, Brother Grocer, last November Mrs. Brown while out on a shopping tour found herself out in the cold, facing a 10 by 20 blizzard of sleet and rain.
Did she run into Jones' store? She did.
Was Jones glad to see her? Tickled sick.
And they had quite a confab.
Maybe, Brother Grocer, you'd like to hear what Jones said.

* * * *

Well, the FIVE ROSES Advertising Department has in preparation a little 16-page booklet in the form of a monologue, or grocer's selling talk.
Just the right size to enclose in an envelope, you know.
Tells what Jones said to Mrs B.
You see, Brother Grocer, it rained so hard outdoors Mrs. Brown *couldn't* get away—so she listened

* * * *

Printed in *three* colours with a cover in *four*—we did ourselves proud this time.
Cover represents the inside of Jones' store, with picture almost big as life of Brother Jones gushing to interested Mrs. B.
Inside the booklet there's a dinkey little bunch of illustrations in colours to explain just what Jones is chirping about.
That artist certainly deserves a bigger salary.

* * * *

To finish up this wonderful booklet of ours we've added a series of FIVE ROSES flour recipes and household hints in order to prolong its life a little longer than usual.
You know, Brother Grocer, the soft spot the women have for *good* recipes.
Well, these are the *genuine* article.
Your customers will all sit up and beg for them—you watch.
Then on the back cover there's a neat little panel (blank) to put in *your* name and address, *so that the booklet is really YOURS.* Don't believe we have mentioned ourselves more than *twice all told.*

About Getting Flour wise—a Booklet

What, Brother Grocer, you'd like to see this little offspring of ours?
Just write *at once*—the edition is really *limited.*
If you like it, tell us how many you'd like to have and we will do our best to let you have them IMMEDIATELY we get them from the printer.
Costs you nothing, you know.
DO IT NOW, while you think of it—*first come first served.* *Ask for booklet "G".*

LAKE OF THE WOODS MILLING COMPANY, Limited
MONTREAL

Concerning the Retail Salesman and His Work

Importance of Punctuality, Courtesy, Accuracy, Co-operation and Doing Things Right at the Right Time—Loyalty to the Management and Thrift are Necessary to a Good Salesman.

By W. J. Irvine.

The salesman who has no ambition is surely in the wrong store. If he is not in a receptive mood he had better not come to business.

The people who have achieved the highest success are those who are able to grasp an opportunity when it presents itself.

If there is one weak link in your chain the whole structure will fall when the strain comes.

Punctuality is one of the great essentials of system. If your time to arrive is 7 o'clock, it is unbusinesslike to arrive a little later and it is wrong.

Every day each one of you, at some time or other, is being weighed in the mental balance by the management. They know who is fit to fill the important position when it becomes vacant. Remember if you sow corn, corn will grow, not wheat.

The men and women who have no ambition are a handicap to the institution. In this age of competition no business can afford to carry a handicap.

A lot of business is lost through lack of courtesy, and the clerk who overlooks its importance, not only does damage to his employer, but to himself.

Be courteous, because you feel that way, not because it is a part of the program of the store. If you do not get eight hours' sleep, you will not feel like it—you may have a grouch. What do the public want to know about that? When you have trouble, keep it to yourself, don't impart it to everyone.

Remember, the clerk who never does anything to foster the progress of the store in which he is employed, never does anything for his own advancement.

Do what should be done, right, whether you are recognized immediately or not.

A man is as he thinketh. There is nothing so plain as character written in your faces. If a man has a high line of thought, his life will show it.

If you do things 99 per cent. right and one per cent. wrong, you are straining the weak link in your chain.

The customer may not mark upon your courteous treatment, but if you slight her she will publish it.

A friend of mine went into a furnishing house for a tie. He picked up one and holding it up to his neck, asked the salesman, How do you think that would look? "Well, I'm not going to wear it, you know," he replied. Such fellows will be behind the retail counter at $10 a week all their lives. If you earn $10 a week you are $10 a week smart, not $10.05.

We measure system by results. We measure the salesman's ability by the amount of money he makes, because in commercial life, that is how it is regulated.

What One Dollar Means.

Let us see what happens to an incoming dollar. Eighty cents of it is stock, fifteen cents expenses, and there are five cents left. When you miss an opportunity to sell more goods it comes out of that little profit of five cents.

What are counter check books for? To keep an account of purchases—a receipt to the purchaser and a sales statement to the office. But clerks make mistakes. They do not add up correctly, nor do they always enclose the receipt in the parcel. Sometimes one will see them strewn upon the floor.

Why should a salesman make mistakes? If their positions depended upon their accuracy, I fancy many would be idle.

We must have things done correctly. We are living in a progressive age.

Three parties are concerned in a transaction, the customer, the salesperson, the management. The only clean-cut method of handling a transaction is by placing the receipt in the parcel. The salesperson has his own reputation to protect, and at the same time he is protecting the management, is giving the customer satisfactory service, and satisfactory service is good advertising. Nothing can come of poor method.

A good system is fair to all; a poor system, is unfair to an honest clerk.

No salesman should hamper the institution with which he is connected if he is not loyal. There is nothing more contemptible than a scandalmonger or a traitor.

Successful Men Wanted.

Be thrifty; save a little every week. Develop the spirit of sacrifice and self denial, the very highest ideal in a man's life.

If your work all the day long is done with the idea of getting away at 6 o'clock, your interest is not there.

The reason these things are so important to the retail clerk is because there are so few successful men. The world is waiting for successful men—men who know an opportunity and grasp it.

The Canadian Grocer asknowledges with much pleasure a handsome New Year's greeting card from W. Hanna & Co., general merchants, Port Carling, Muskoka, Ont.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

McDOUGALL'S
CLAY PIPES
THE BEST IN THE WORLD.
D. McDOUGALL & CO., Glasgow, Scotland.

Let us quote you on your
APPLE BARREL
requirements for the coming season. Also staves, hoops and heading for sale.
H. CARGILL & SON
CARGILL, ONTARIO

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Black Watch
The Big Black Plug Chewing Tobacco
"A Trade Bringer"
Sold by all the Wholesale Trade

ADVOCATE A TRADE TRIBUNAL.

London Wholesale Grocers in Board of Trade Refer to Combines Act and Co-operative Societies.

London, Ont., Jan. 12.—A number of men interested in the grocery business, as members of the local Board of Trade, are out in favor of a trade tribunal, dealing with trade questions and with duties and scope somewhat like the Railway Commission. At the last meeting of the board, T. B. Escott, wholesale grocer, introduced the subject. He pointed out that a bill was to come before the House of Commons shortly dealing with trade combinations and co-operative societies. The former bill was not considered in the best interests of trade. The Hamilton Board of Trade had taken a stand against it, and Mr. Escott considered that the local board should also take such a stand.

"I think a permanent trade tribunal, something after the style of the Dominion Railway Commission, would be of inestimable benefit to the businessmen of the country," he stated. "Complaints of unjust combinations could be investigated, and the difficulty adjusted. As the law stands now two men are liable to be arrested if they meet and agree to raise the price of butter. All the wholesalers and retailers in the country are interested in this matter, and I think we should do something."

W. Turnbull, of Edward Adams & Co., wholesale grocers, also favored the suggestion. He referred to the prosecution of the Grocers' Guild, a suit that had cost them $10,000, when it could easily have been adjusted without so much expense. The bill would come up shortly, and the London board should take a decided stand on it.

Mr. Escott also spoke against co-operative societies, and declared that they were unsuccessful, and had been in the past. The board intends getting a copy of the proposed Combines Act and to discuss the matter further.

TRADE NOTES.

D. H. Lusted is opening a general store business in Erskine, Alta.

Jas. McGeough, a Toronto grocer, was injured last week by a street car.

W. M. Burch has opened a grocery and confectionery business at 381 Woolwich, Guelph Ont.

R. S. Herron has taken over the management of sales of W. D. McLaren, Ltd., Montreal, manufacturers of Cook's Friend Baking Powder.

The Northern Produce Co., have decided to erect a $50,000 abattoir in Winnipeg. The members of the company are: D. J. A. Morgan, F. W. Halliday, G. Russell, O. Callaghan, J. McKenzie and J. Norin.

A despatch from Vancouver states that J. H. Todd & Sons, cannerymen and wholesale grocers, will shortly retire from business, their fortune being estimated in round figures at $4,000,000.

Norman P. Schaffer, for eleven years connected with McLarens, Ltd., Hamilton, Ont., and for three years western manager for the company, has gone with Brooke, Bond & Co., London, Eng., as their Chicago representative.

W. F. Athawes, proprietor of the Dominion Grocery, Calgary, Alta., has removed from the corner of 17th Ave., and 5th St. W., to the new brick store, corner of 17th Ave., and 7th St. W., where he is putting in a new stock of staple and fancy groceries, fruits, confections, etc.

Delemere D. Butler, for some time on the traveling staff of T. H. Estabrooks in western Ontario, has resigned to accept an important position offered him in Winnipeg, Manitoba. He leaves in a few days for the west and his friends hope to see him progress there in the same degree as did in the east.

A. J. Stephenson, of Glenoak, Caradon township, Ont., has pleaded guilty to two changes in connection with the packing of some 82 barrels of apples on October 19 last, in contravention of the fruit marks act, and was fined $23, including costs, on both charges. The apples were consigned to Winnipeg. Fruit Inspector Carey, of Toronto, laid the information.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

California Celery

¶ Is now arriving in fine shape. Send in your order also for Cuban Tomatoes, Brussels Sprouts, Egg Plant, Green Peppers, Cucumbers, etc.

First Car Volunteer Brand Oranges to arrive 17th, stock is reported to be fine.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

1909

In years to come, as in years past, ST. NICHOLAS and HOME GUARD Lemons will be the

Bright Spot

in the business of every fruit dealer who handles them—why not you?

Start the new year right.

J. J. McCABE, Toronto
AGENT

1910

Scarcity in Some Lines of Fish Advances Market

Shortage in Halibut—Frost Damaged Haddies on the Market—Fruit and Vegetable Markets Quiet After the Holidays—Florida Strawberries Up.

MONTREAL.

GREEN FRUITS—Kumquats and strawberries are 5c higher this week, due to a limited supply. In general the fruit market is quiet, and is not expected to revive greatly until next week.

Apples—			Grapes, Almeria, per keg		5 50
Baldwins, bbl.		4 00	Kumquats, qt.		0 25
Greenings, bbl.		4 00	Lemons—		
Russets		4 50	Verdillis, box		3 25
Kings, No. 1		5 00	Maoris, box		3 25
Spies, per bbl.		5 00	Limes, per box		1 00
Fameuse, bbl.	4 00	4 50	Oranges—		
Mackintosh reds		5 00	Late Valencias		5 20
" No. 2		4 50	Floridas		4 50
Tallman Sweets		2 50	California navels	3 00	3 50
Wealthys, 1, bbl.		4 50	Porto Ricos		2 50
" 2, bbl.		4 00	Mexicans		2 40
Bananas crated, bunch	1 75	2 75	Jamaica, crate		4 50
Cranberries, bbl.	9 00	9 50	Pineapples—		
Cocoanuts, bags		4 25	Floridas, box	3 00	3 50
Grape fruit—			Strawberries		
Florida		4 50	Florida, qt.		0 80
Jamaica	3 50	4 00	Tangerines, strap		6 00

VEGETABLES—Cauliflowers are in good demand of late and are appearing on the market in many grades. Prices ranging all the way from $1.50 to $4.50 are quoted according to quality. Demand for vegetables is slowly coming back to normal after the New Year's reaction.

Beets, bag	0 50	0 60	Onions		
Carrots, bag	0 50	0 60	Spanish, ½ cases		1 65
Cabbage, bbl		0 75	" crates 50 lbs.	0 90	1 00
Celery—			Potatoes—		
Canadian, doz	0 75	0 90	Montreal, bag	0 65	0 75
California, crate		5 50	Sweet, per bbl.	2 50	3 50
Cauliflowers, doz.	1 50	4 50	" basket		2 00
Cucumbers			Parsley, dozen	0 40	0 90
Boston, doz.	1 75	2 00	Parsnips, bag	0 90	1 00
Green Peppers, basket		0 75	Spinach—		
Lettuce—			Canadian, box	0 50	0 60
Curly, box		1 60	Tomatoes—		
Boston	0 75	1 00	Hot-house, lb.		0 35
Onions—			Turnips, bag	0 40	0 75
Red, per bag		1 00	" Quebec, per ton	7 50	9 00
Spanish, cases 150 lbs.		2 75			

FISH—Trade is comparatively active due to a shortage in many lines of frozen and pickled fish. Haddock will certainly be scarce as will halibut and green cod; the trade is looking for a good advance in those lines. Tom cods and smelts, on account of bad weather, are scarce and are selling at nearly prohibitive prices. In general the outlook is for higher prices with stocks limited.

FRESH

Market cod, lb.		0 05	Haddock, lb.		0 06
Steak cod, per lb.		0 06			

FROZEN

Dore, winter caught, per lb.		0 08	Pike, headless and dressed		0 06
Flounders		0 06	Steak cod, per lb.		0 05
Haddock	0 04½	0 05	Salmon, B.C., red, lb		0 10
Halibut, per lb.	0 09	0 10	Salmon, Gaspe		0 18
Herring, per 100		1 75	Salmon, Qualla, lb.		0 08
Lake trout		0 08½	Smelts, 10 lb. boxes		0 12
Mackerel		0 10	Tom cods, per bbl.		2 50
Market cod		0 04	Whitefish, large, lb.		0 10
			Whitefish, small, lb.		0 06

SALTED AND PICKLED

Green cod, No. 1 medium, per brl		7 00	No. 1 mackerel, brls.		20 00
Green cod, small, brl.		5 50	Salmon, B.C., ½ bbls.		8 00
Green cod, large, brl.		7 50	" " bbls., red		15 50
Labrador herring, bbl		5 25	" " pink		14 00
" " ½ bbl		3 00	" Labrador, bbl		18 00
Labrador sea trout, bbls		12 00	" " ½ bbls		9 50
Labrador sea trout, half bbls		6 50	" " trcs., 300 lb.		26 00
No. 1 mackerel, pail		2 25	Salt eels, per lb.		0 08
" " ½ bbls.		10 00	Salt sardines, 20 lb. pl		1 00
			Sardines, Quebec, bbl		5 50

SMOKED

Bloaters, large, per box			Kippered herring, per box	1 20	1 25
Haddies, 15 lb. bxs., per lb.		0 07	Kippered herring, imported		1 25
Herring, new smoked, per hox		0 13	Smoked salmon, sugar oured, per lb.		0 25

SHELL FISH

Lobsters, live, per lb.		0 18	Oysters, choice, bulk, Imp. gal.		1 40
Lobsters, cooked		0 20	" "Sealshipt," standards, Imp. gal.		1 75
			" " select		2 00
			" shell, per bbl	7 00	10 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.					
Dry cod in bundles, per bundle					5 50
Skinless cod, 100 lb. case					5 50
Shredded cod, per box					1 80

TORONTO.

GREEN FRUITS—The usual quietness which always follows the holiday trade is not yet over. Stocktaking, laying new plans, making alterations in the premises and arranging for the new year's business are absorbing the attention of dealers. Oranges, lemons, grapes, etc., seem to be accumulating, and stocks on hand are heavy, and are waiting for the retailers when they get through with their holiday goods. Prices, however, are unchanged.

Apples—			Lemons—		
Snows	3 50	4 00	Messina	2 50	3 00
Spies	3 00	3 50	Oranges—		
Greenings	2 25	2 50	California navels	2 75	3 00
Bananas	2 00	2 25	Floridas	2 50	2 75
Cranberries, bbl	8 00	8 50	Mexican	2 00	2 25
Grapes, Almeria per keg	6 00	6 50	Pears, Canadian basket	0 75	1 00
Grape Fruit	3 25	3 50	Pineapples, case	3 75	4 00

VEGETABLES—New lines of vegetables are being added from week to week. California celery takes the lead in quantity. Spinach is also in abundance. Tomatoes are common and egg plants are also in good supply. Lettuce, cabbage, radishes, beets, etc., all to be had when wanted.

Beets, bag		0 70	Spanish	2 50	2 75
Cabbage, Canadian, dozen	0 35	0 40	Green, per doz.	0 15	0 20
Cabbage, Can., per barrel		1 50	Spanish, ½ cases		1 50
Carrots, bag	0 65	0 75	Parsnips, bag	0 85	0 90
Celery, Canadian, dozen	0 30	0 35	Potatoes—		
Celery, Cal., per case	5 00	5 50	Canadian, bag	0 60	0 65
Cucumbers, doz.		2 00	Bermuda, new, per barrel		9 00
Lettuce, hamper		2 50	Sweet, hamper	1 25	1 50
Onions—			" barrel		3 50
Canadian, bag	1 00	1 25	Radishes, doz.	0 35	0 40
Valencias, new, crate	2 75	3 00	Spinach, hamper		1 10
			Tomatoes, hot house, lb.		0 25
			Turnips, bag		0 40

FISH—The fish market is steady, with a fair trade. Halibut are scarce and one cent higher. A lot of smoked haddies are on the market which have been damaged by frost. A few fresh caught trout are coming in.

LAKE FISH (FROZEN)

Goldeyes		0 05½	Pickerel yellow		0 09
Herring, Lake Erie		0 06	Pike		0 06
" Lake Superior	0 05½		Perch		0 06
" Lake Ontario	0 04		Trout		0 10
Pickerel, blue		0 05½	Whitefish		0 10

OCEAN FISH (FROZEN)

Cod steak		0 07	Salmon, pink, per lb.		0 09
Halibut		0 10	" red		0 10
Haddock		0 06½	" sea dressed		0 13
Herring, per 100		3 00	Smelts, per lb.		0 12
Mackerel, each		0 20	Shrimps, per gal.		1 15

SMOKED, BONELESS AND PICKLED FISH.

Acadia, per crate	2 40	Herrings, Labrador, half barrels	2 90
" tablets, box	1 60	Herrings, Digby, bndle	0 60
Bloaters, per basket	1 00	Herrings, Imported Loch Fyne, per kit	1 10
Codfish, shredded, box	1 80	Kippers, per box	1 25
" Bluenose, "	1 40	Quail on toast, per lb	0 05½
Cod steak, per lb	0 07	Trout, pickeled, 100 lb. barrels	6 00
Cod, Imperial, per lb	0 05		
Ciscoes, per basket	1 00		
Haddie, Finnan	0 08		

SHELL FISH.

Oysters, standards, per gal	1 65	Oysters, selects, per gal	1 85
		Oysters, extra selects	2 00

OPTIMISTIC REGARDING OUTLOOK.

F. G. Evans, of F. G. Evans & Co., merchandise brokers, Vancouver, B.C., who is east on a business trip, was a visitor at the Toronto office of The Canadian Grocer on Monday. Referring to the business outlook in the west, Mr. Evans was very optimistic. He states that 1910 will be the best year in the history of the west from a business standpoint and business men in British Columbia are looking forward to a greatly increased trade. Vancouver, with a population of close upon 140,000, is steadily growing, as well as other cities and towns in the Pacific province, and trade is bound to increase.

Mr. Evans is a believer in the future of the fruit industry in the Okanagan. "It is a beautiful country," he says, "and produces splendid fruit."

Fruit inspectors are on the look-out for the importation from the east of any fruit which does not measure to to the proper standard, and already several carloads have been sent back. It has to be of good quality or it can't get into British Columbia.

The Florida Fruit and Produce News in a recent editorial on the market situation in Florida stated that the market for grapefruits has shown some weakness, as there have been many shipments of inferior stock of undesirable sizes which has held the market low. Any fruit of good quality and desirable sizes has been selling fairly well. As soon as the present stock is cleaned up we expect a fair market, and any fruit of good quality that is not moved will undoubtedly pay handsomely for the holding.

Seville Bitter Oranges

FOR MARMALADE

PACKED IN LARGE CHESTS BRIGHT CLEAN FRUIT HAVE ARRIVED

ORANGES

BRONCO BRAND NAVELS

CALIFORNIA'S FINEST FRUIT

We are Sole Agents for this Celebrated Brand

EVERYTHING IN FRUIT, PRODUCE AND FISH

WHITE & CO., Limited

Toronto and Hamilton

BUY THE BEST

We commence 1910 by offering

Golden Orange Brand

(Thompson's Improved)

The very best Orange grown.

Packed by

Arlington Heights Fruit Company,
Riverside, California.

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO

EVERY ARTICLE you offer for sale is easier sold if presented in an attractive way. So with my Lemons—do not remove the wrappers and expose them, as the action of the air soon discolors them. You have doubtless noticed how dark and old looking they become. Have your basket of Lemons handy, but unwrap only a few on the top. Be sure the basket is filled with

"BUSTER BROWN."

SICILY'S EXTRA FANCY PACK.
FRATELLI FOLLINA, Italy.

W. B. STRINGER, Toronto.

Heavy Losses to Nova Scotia Apple Speculators

Thousands of Dollars Dropped—Much Fruit Packed Too Early in Season—Prices Went Down and Market Was Overcrowded.

Halifax, N.S., Jan. 11.—Apple speculators in the Annapolis Valley lost heavily so far this season. One dealer is reported to have dropped $28,000 already and will probably be much more behind the game before the season closes. Practically no prices are offered at present for winter fruit, and a large proportion of the apples now being forwarded are handled on commission, as the speculators refuse to buy. Much of the fall fruit, being packed too early, was immature, and poorly colored when shipped and arrived at the market slack and mushy. This pulled down the prices, and they are still down.

In consequence of this the market here was glutted with apples at one time. Most of this fruit is of poor quality and therefore the sales are not very heavy. Good fruit is in demand, but the quantity offered for sale is limited to some extent as the growers are holding back the best stock for higher prices. The majority of the apples on the market are Nos. 2 and 3, and the prices asked of these range from $1.25 to $2.

The quantity of apples handled here so far this season for local consumption has been unusually heavy. All the steamers sailing from here for Liverpool and London have taken large shipments, some as high as 28,000 barrels. The total shipments of apples from Halifax, so far this season, is estimated at 350,000 barrels to Great Britain, and about 50,000 barrels to Newfoundland and elsewhere. Before the season closes it is expected that the total exports from Nova Scotia will reach 750,000 barrels.

MANY GROCERS ELECTED.

Great Interest Being Taken by the Trade in Municipal Affairs.

The Grocer again calls the attention of retail grocers and general merchants to the advisability of being represented in municipal circles. Business men are needed in the councils to look after the interests of the municipalities in which they are the heaviest tax-payers and they should therefore stand together to secure adequate representation.

Since last week the following extra names have come to hand of those elected to principal councils:

In Dresden, Ont., Wm. Bear, grocer, and J. W. Grece, of J. W. Grece & Sons, apple evaporators have been elected councillors. Robt. Rankin, grocer, North Bay, has been elected mayor; among the councillors in Parkhill, Ont., is F. V. W. Laughton, grocer; Jos. A. Brown, grocer, was elected deputy reeve of Collingwood and Robt. Gilpin, of the Dominion Fish Co., and Basil Patton, flour and feed merchant, as councillors; Geo. R. Fox, grocer, is one of the Leamington, Ont., council; in Dunnville, Ont., W. E. Werner, grocer, is on the council for 1910; Patrick Radigan, a Galt grocer was elected an alderman in Galt as well as Herbert Goldie, flour manufacturer; Donald J. Gillies, grocer, is a member of the Cornwall council; in Southampton, Ont., D. MacLeod, manager Dominion Fish Co., and Jas. Wells, general merchant, were elected councillors; R. N. Price, manager Campbell Milling Co., St. Thomas, Ont., is an alderman for 1910; and in Ottawa Walter Cunningham, grocer, was elected to fill a similar position; J. W. Vanatter, grocer, Goderich, Ont., was elected councillor; in Alexandria, Jos. A. C. Huot, general merchant, was elected reeve and Geo. Campeau, Jas. O. Simpson and Geo. Simon, all general merchants, as councillors.

In Owen Sound Jno. McQuaker, grocer, is the deputy reeve for the coming year, and Elias Lemon, of Lemon Bros., wholesale grocers and fruiters, was elected a councillor; H. W. Knight, of the Aylmer Condensing Co. and R. G. Moore are councillors in Aylmer for 1910, and in Hamilton the grocers elected to the council are Jno. H. Plunkett and Jno. Forth; T. J. Cherry, manager of the Lake of the Woods Milling Co., Keewatin, Ont., was elected mayor of that town, and H. J. Cummer, general merchant, a councillor. Wm. Bone, grocer, is on the Wingham, Ont., council.

The above list contains names of only those who are connected with the grocery trade and does not include a large number of other business men in municipal life. It all goes to show the increased interest being taken by business men in the affairs of their respective municipilities.

APPLE

GROWERS SHIPPERS

Do you want a reliable address for making consignments of fresh apples? Please note:

G. C. Koopman
AMSTERDAM
ROTTERDAM

REFERENCES:

The California Fruit Canners Association, San Francisco, Cal.

The W. A. Gibb Company, Hamilton, Ont.

and further where you like to inquire.

After new year our domestic stock will be cleaned up.

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Highest price paid for

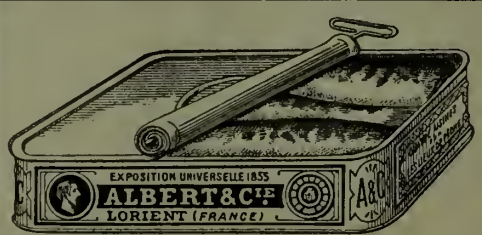
DRIED APPLES

O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

Ask for

"ALBERT & CIE"

French Sardines



This popular and world renowned brand is packed in FRANCE from specially selected fish only.

AGENTS: The SMITH BROKERAGE CO., LTD., St. John, New Brunswick. J. L. WATT & SCOTT, Toronto, Ontario. WATT, SCOTT & GOODACRE, Montreal. O. F. LIGHTCAP, 214 Princess St. Winnipeg, Man., Can., G. A. STONE, Vancouver, British Columbia.

PERFECTION IN PACKING

POPULAR AND PALATABLE

BRUNSWICK BRAND SEA FOODS

THE LINES YOU CAN HANDLE WITH PROFIT

¼ OIL SARDINES
KIPPERED HERRING
FINNAN HADDIES
¾ MUSTARD SARDINES
HERRING IN TOMATO SAUCE
CLAMS
SCALLOPS

Are your shelves stocked with these splendid sellers and satisfaction givers?

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney; C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

JANUARY LINES

are not complete without an assortment of Fish.

Haddie — Kippers — Bloaters
Salt Trout — Labrador Herrings
Halibut — Sea Salmons — Cod
Haddock — Smelts
Trout — Whitefish — Pike
Pickerel — Lake Herrings
Sea Herrings — Mackerel — Dry Cod
Beacon Brand Oysters

The F. T. JAMES CO., Limited

Church and Colborne Sts. TORONTO

Canadian Trade Changes of Recent Occurrence

Many Retail Businesses Change Hands—New Grocers in the Trade—Damages by Fire and Assignments Made — New Companies Formed.

Ontario.

R. R. Smith, grocer, London, has sold to E. East.

A. H. Devlin, grocer, Toronto, has sold to A. E. Bailey.

The Jordan Co-operative Co., Jordan, Ont., has obtained a charter.

Jas. Herbert, grocer and butcher, Ottawa, has assigned to W. A. Cole.

D. C. Russell, general merchant, Erin, Ont., advertises his business for sale.

S. A. Sine, general merchant, Parry Sound, Ont., was recently burned out.

Henry Canfield, of Henry Canfield & Son, grecer, Woodstock, Ont., is dead

Wm. Lott, grocer and millowner, Belleville, Ont., sustained loss by fire recently.

J. E. Schmidt, hardware and grocer, Lucan, Ont., has sold to J. R. McComb & Son.

Jno. S. Baker, general merchant, Tupperville, Ont., advertises his business for sale.

Quebec.

Premises of D. Vian, grocer, Montreal, are closed.

The premises of Pierre Legault, grocer, Montreal, have been closed.

P. L. Champagne, grocer, Montreal, is being succeeded by Fortier & Freres.

Roberge, Garant & Lapointe, general merchants, Garthby, Que., have registered.

C. Achille Forget, grocer, Ste. Agathe des Monts, Que., is offering 50c cash on the dollar.

The Gilmour Co., soap manufacturers, Montreal, have dissolved, Jno. M. Gilmour registered.

R. Henderson & Co., commission merchants, Montreal, have dissolved, Robt. Henderson & Walter Watson Walker registering.

Maritime Provinces.

Beazley & McPherson, grocers, Halifax, N.S., have assigned.

David Stock, general merchant, Sheet Harbor, N.S., has assigned.

Fire damaged the grocery of Jos. A. Galbraith, St. John, N.B., recently; insurance $300.

A. T. Ettinger, general merchant and lumber dealer, Kennetcook, N. S., has suffered loss by fire.

A declaration has been made for Thos. J. Bonner, grocer, Antigonish, N.S., to do business as the T. J. Bonner Co.

Western Canada.

Samuel Weinstein, grocer, Wninipeg, has assigned.

Mrs. Thos. Stiles, grocer, Edmonton., is out of business.

Stock of estate of Jno. Walker, grocer, Banff, Alta., is sold to Jno. White.

The Minitonas Trading Co., grocer and shoe merchant, Minitonas, Man., have sustained loss by fire.

CONVENTION AND BANQUET.

Following the usual custom of E. W. Gillett Co., Ltd., the whole traveling force assembled at the office here the first of last week, and have since been the guests of the company. During the week they attended several theatre parties and also a banquet at which many of the office staff and officers of the company were present. Advantage was taken of the meeting to present President Dobie and Assistant General Manager Macfarlane with two fine electric lamps. T. T. Cartwright, Newfoundland representative, in a few well chosen remarks made the presentation. Replying, Mr. Dobie and Mr. Macfarlane thanked the boys and hoped that all would meet a year hence. Capt. Holmes, one of the oldest representatives, was absent on account of illness. A box of roses was sent him with regrets that his genial face was missing from the gathering.

FREEMAN & COBB CO.

INCORPORATED

Wholesale Commission Dealers and Distributors of

Fresh, Frozen and Smoked

FISH

ALL VARIETIES OF THE SEASON

Wachusett Brand Finnan Haddie

3 T Wharf - BOSTON

Lent begins February 9th. - Send for our quotations.

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.

SEALSHIPTCASE
SEALSHIPT
OYSTERS
Direct from the Oyster bed free from water ice or preservative
A PURE FOOD natural flavor and freshness guaranteed
THE SEALSHIPT OYSTER SYSTEM INC.
SOUTH NORWALK, CONN

The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

The Sealshipt Oyster System, Inc.

SOUTH NORWALK, Connecticut.

FROZEN FISH

Mr. Live Grocer!—This is the season for fish. Lent is only three weeks off—just consider! Prices **will undoubtedly advance.** Protect yourself by ordering at once from

THE LARGEST FISH AND OYSTER WAREHOUSE IN CANADA

HALIBUT	**COD**	**PIKE**	**HADDIES**
SALMON	**HADDOCK**	**PICKEREL**	**BLOATERS**
SMELTS	**TOMCODS**	**WHITEFISH**	**KIPPERS**

FRESH FROZEN SEA HERRING

and all other lines in season

OYSTERS IN BULK AND SHELL **THE CHOICEST AT RIGHT PRICES**

Have us quote you on Prepared, Smoked, Salted and Pickled Fish.

P.O. BOX 639

NEW PRICE LIST ON REQUEST.

BRANCHES: Montreal, St. John, N.B., Grand River, Gaspe.

LEONARD BROS.

YOUVILLE SQUARE (Near Customs House.) MONTREAL

Four Long Distance Telephones

We Absolutely GUARANTEE Every Can of

Loggie's Lobsters

to be safe, healthy and very palatable. We only can the freshest and finest fish and our product is one which will draw trade to your store and retain it there. Send for Prices.

W. S. Loggie Co.

LIMITED

Our Brands
GOLDEN KEY and
GOLDEN CROWN

Sole Packers
CHATHAM
N. B.

CCC
Norwegian Canned Goods

"Concord" Norwegian Sardines

are distinguished by many exclusive features. We reject all but the very finest small fish, autumn caught. We handle the fish with the greatest care, pay every attention to sanitary details and use only the highest grade oil. They are the only sardine which has an extra cover for use after the tin has been opened. Each tin is guaranteed by the CONCORD CANNING CO. of Stavanger.

Send your order to any Wholesale Grocer

LIST OF AGENTS:

R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg.
A. H. Brittain & Co., Montreal. W. A. Simonds, St. John, N.B.
Radiger & Janion, Vancouver and Victoria, B.C.

WALKER
PATENTED
—BINS—

If Interested in Modern Grocery Equipment write for Our Illustrated Catalogue.

The Walker Bin & Store Fixture Co., Ltd.
Berlin, - - Ontario

BANISH "BLUE MONDAY"

SELL
SUNNY MONDAY
to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES, FUEL, TEMPER, MONEY
THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

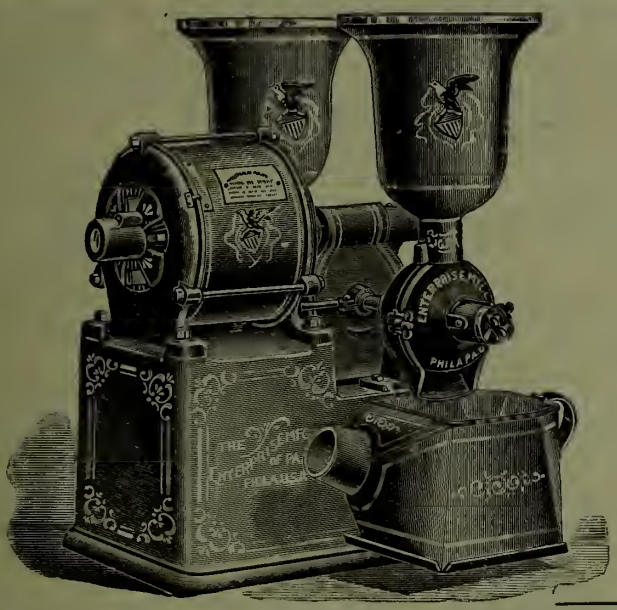
Opening New Accounts

Your business will not grow unless you do add new customers constantly. The old ones will drop out with surprising regularity and those that remain will not increase their purchases materially.

Have a good live talk about your goods in THE GROCER every week. All the best grocers in Canada will read it, and if what you say is worth while, they'll steadily be influenced in your favor.

You will find THE GROCER the most powerful agent at your disposal in the cultivation of new accounts.

"Enterprise" Economy



An Enterprising grocer, who does things *right*, uses an **"Enterprise" Electrically-Driven Coffee Mill.**

The right way is also the cheapest way in the end. It always *pays*. Take the experience of the Philadelphia grocer who grinds 15,000 pounds of coffee a month with an "Enterprise" Mill electrically-driven at a cost for current of $3.00.

He bought the Mill as a great convenience—a time and labor saver, and an up-to-date attraction for his store. Its economy astonished him.

Look through our catalogue and you will find Mills of any capacity, any power required, for direct or alternating current. Your local power supply company will co-operate with advice and assistance.

The Mill illustrated here is No. 08712, fitted with ½ horse power motor for alternating current. Capacity of each iron hopper, 6 pounds of coffee. One Mill is fitted with grinders for granulating, the other for pulverizing. Granulates 2 pounds of coffee per minute, and can be regulated for fine or coarse grinding while mill is running. If you haven't the catalogue showing all our Mills, write for a copy to-day.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

21 Murray Street, New York — 438 Market Street, San Francisco

Exclusive
SPECIAL
Adjuster

Elgin National Coffee Mills

can be regulated to grind coarse or fine when running, and the special adjusting device is used on our mills only. All our mills are built on merit, are the highest standard of excellence, are strong, fitted with steel burrs and run easily, smoothly and satisfactorily.

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

: : : **Bakers'** : : :

Wood Pie Plates
Paprus Pie Plates
Wood Butter Dishes

CAR LOTS OR SMALLS

F. O. B. Factory or Warehouse

A post card will do the rest

Address

Walter Woods & Co.

Hamilton and Winnipeg

Classified Advertising

AGENCIES WANTED.

A WHOLESALE FIRM in Vancouver, B.C., with an established connection is open to handle one or two first-class agencies in the grocery and confectionery line. Highest references. Box 349, Vancouver, B.C. (tf)

AGENTS WANTED.

AGENTS WANTED by British manufacturer of sauces, pickles, etc. These goods are of excellent quality and can be sold at competitive prices. A good line for an active man. Apply "Pickler," care THE CANADIAN GROCER, 88 Fleet St., London, E.C., England. (2p)

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

BUSINESS OPPORTUNITY.

GROCERY, FRUIT AND FISH BUSINESS IN City of Hamilton. Good chance for smart man with small capital. Stock, horse, wagon, etc., $1,000. Apply Box 330, CANADIAN GROCER, Toronto. (2)

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

SITUATIONS VACANT.

GENTLEMAN, long experience in tea trade, London, England, particularly in blending and as sales man, open for engagement in Canada. Thoroughly conversant with Western conditions; now resident in Alberta. Letters, "Blends," THE CANADIAN GROCER, Montreal. (3p)

GREAT OPPORTUNITY FOR SALESMAN visiting the drug or grocery trade in and west of Winnipeg. Firm established on eastern market several years wants salesman who can invest $300. All profits from his territory will be turned over to him until his investment is paid back. Commission and half the profits thereafter. Profits very large. L.C.M. Co., 506 Union Trust Building, Detroit, Mich.

SITUATIONS WANTED.

ACCOUNTANT desires change, age 30, qualified to take charge of store or office. Correspondence solicited. West of Port Arthur. Box 328, CANADIAN GROCER, Toronto.

SITUATION WANTED—Competent male grocery stenographer (employed) wants position offering better opportunity for advancement. A worker. "Steno," care H. Hodgson, 11 Hartney Chambers, Vancouver, B.C. (6p)

MISCELLANEOUS.

BUSINESS MEN, Professional men, merchants, church workers, find innumerable uses for the Fulton Sign and Price Marker. The Fulton Rubber Type Company, of Elizabeth, N.J., are makers of Ink Pads, Daters and business outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

MISCELLANEOUS.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

BEFORE buying office furniture, filing systems and supplies, see our catalog. Our modern goods at moderate prices will result in money-saving and satisfaction. Write to-day, stating your requirements. Benson Johnston Co., Ltd., 8 John St. N., Hamilton. (tf)

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

DOES ANYONE OWE YOU MONEY? Let us collect it. No collection—no pay. National Collecting Co., 619 Hastings Street, Vancouver, B.C. (2p)

DOES YOUR FIRE INSURANCE POLICY protect you? There are points in connection with fire insurance policies that need expert handling to secure proper protection. We are Fire Insurance Experts. We can safeguard your interests, and procure the lowest rates. Mitchell & Ryerson, Confederation Life Bldg., Toronto.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Toronto. (tf)

FIREPROOF WINDOWS AND DOORS made strictly to the fire underwriters' requirements reduce your insurance rates and protect your building. We are experts in this line and guarantee you really fireproof goods and the maximum insurance allowance. Let us give you our figure. A. B. Ormsby, Limited, Sheet Metal Workers. Factories—Toronto, Winnipeg.

GET the 1910 Canadian Almanac. Information on Customs Tariff; Bank Stocks; Foreign Exchange; Post Offices; Insurance; Assurance; Patents; Weights; Measures; Newspapers; Magazines; Succession Duties. Paper cover 50 cents; Cloth 75 cents. At all dealers or postpaid on receipt of price. Copp, Clark Co., Ltd., Dept. C., 68 Front St. West, Toronto.

GET THE BUSINESS. Increase your Sales. Use Multigraph Typewritten Letters. Typewritten Letters Three Thousand per hour on the Multigraph. The Multigraph does absolutely every form of Printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letterheads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto.

HARRISON FISHER CALENDARS for 1910 make excellent Christmas or New Year gifts. Five pages in full colors. Size 14 x 22 inches. Pictures may be removed and framed at the end of the year as they are only "tipped" on the mounts. Price $3 boxed. Copp, Clark Co., Ltd., Toronto, are Sole Agents for Canada. (tf)

INSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive. Fresh air introduced under window sash is gradually diffused throughout room. All foul air in room expelled through special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co. Saturday Night Building, Toronto; Board of Trade Building, Montreal. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KAY'S furniture catalogue No. 36 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery with cash prices. It brings you into close touch with the immense stocks and splendid manufacturing facilities of John Kay Company, Ltd., 36 King St. West, Toronto. Write for a copy to-day. It's free. (tf)

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us TO-DAY. Sterling Electric Supply Co., Ltd., 369 Yonge St., Toronto, Ont.

SAVE 50% OF THE COST OF HANDLING merchandise by Install'ng a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE money you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Company, 285 Yonge St., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. It cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto.

USE the best carbon paper. Our "Klear-Kopy" carbon gives clear unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S" The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

$75 buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit: Acme Duplicating Machine, one tubular stand fitted with type cases, compartments plainly lettered and arranged like universal keyboard of the standard make of typewriters, one drawer for accessories and forms, 20 lb. font of typewriter type, one chase, one Acme ribbon any color with typewriter ribbon to match, one pair tweezers, two quoins, one key, one oil can and one set of reglets. Sold with a guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riversides and Adams.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams	Per doz
Strawberry	1 90
Raspberry	1 90
Black currant	1 80
Red currant	1 80
Raspberry & red currant	1 80
Raspberry and gooseberry	1 80
Damson plum, stoneless	1 70
Greengage plum, stoneless	1 70
Gooseberry	1 80

Peach	1 80
Pear	1 70
Jellies	
Red currant	2 40
Black currant	2 40
Crabapple	1 70
Plum	1 70
Grape	1 70
Marmalade	
Scotch	1 40
Orange Jelly	1 75
Green Fig	2 25
Lemon	1 80
Pineapple	2 25
Ginger	2 25

Pure Preserves—Bulk.

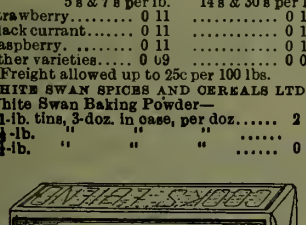
	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	
¼-lb. " " "	0

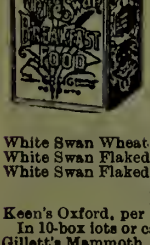


Cook's Friend Baking Powder

Cartoons—	Per doz
No. 1, 1-lb., 4 doz	2 40
No. 1, 1-lb., 2 doz	2 50
No. 2, 5-oz., 6 doz	0 80
No. 2, 5-oz., 3 doz	0 85
No. 3, 2½-oz., 4 dz	0 45
No. 10, 12-oz., 4 dz	2 10
No. 10, 12-oz., 2 dz	2 20

No. 12, 4-oz., 6 dz	0 70
No. 12, 4-oz., 3 dz.	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dz.	3 00
No. 14, 8-oz., 3 dz	1 75
No. 15, 4-oz., 4 dz.	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

Cereals



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.90.

White Swan Self-rising Pancake Flour, per doz., $1.80

White Swan Wheat Kernels, per doz.. $1 40
White Swan Flaked Rice, per doz..... 1 00
White Swan Flaked Peas, per doz..... 1 00

Blue

Keen's Oxford, per lb..... 0 17
In 10-box lots or case..... 0 16
Gillett's Mammoth, ¼ gross box..... 2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED

Cocoa—Perfection, 1-lb. tins, per doz	$4 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Soluble, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22

Special quotations or Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. hxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

JOHN P. MOTT & Co.'s.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz	0 90

Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 35
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 32
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 32
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 26½
½ lb. " " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails	and 10, 25 and 50 lb. Tins.	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best Shredded	0 18	....	0 1
Special Shred	0 17	....	0 16
Ribbon	0 19	.. .	0 15
Macaroon	0 17	....	0 17
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) $4 00
Reindeer" brand per case (4 doz.) 5 00

Coffees.

EBY, BLAIN CO. LIMITED

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

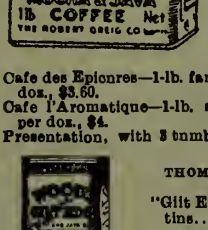
Club House	$0 32	Ambrosia	0 25
Nectar	0 30	Plantation	0 22
Empress	0 28	Fancy Bourbon	0 20
Duchess	0 26	Bourbon	0 18
Crushed Java and Mocha, whole			0 17
" " " ground			0 17½
Golden Rio			0 14

Package Coffees—

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

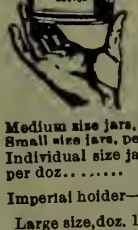
WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb	
Mo-Ja, ½-lb. tins 30c. lb.	
Mo-Ja, 1-lb. tins 28c. lb.	
Mo-Ja, 2-lb. tins 28c. lb.	

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, per dz $ 25

Medium size jars, per doz	4 50
Small size jars, per doz	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	3 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 33
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95 dozen
Medium, cases 2 dozen	1 80 "
Large, cases 1 dozen	2 75 "
Tumblers, cases 2 dozen	1 35 "
25-lb. pails	0 15 lb.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ⅓ cent.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

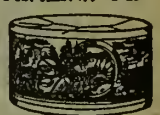
"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz., case of 2 doz		$3 20
"	2 "	" 1 "	3 00
"	4 "	" 1 "	4 50
"	20 "	" 1 "	4 75
"	20 "	" ½ "	9 00

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.



Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors), doz.		1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on applicatinn.

Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½lb tins	4 80

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
7 wood pails, 6 pails in crate, per lb.	07

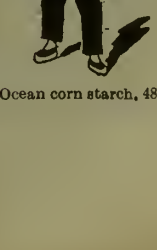
Soups

JOS. CAMPBELL CO., CAMDE,N, N.J.

Soups (condensed)—No. 1 cans, all kinds, doz. $1.20. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. $1.40. Tomato Ketchup—Bottles (10c. size only) doz. $1.40. Tabasco-Ketchup—Bottles (10c size only) doz. $1.40 Chili Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (new) doz. $1.40; No. 80 jars, doz. $1 40.

OCEAN MILLS

Montreal



Chinese starch, 48 1-lb., per case $4 00; Ocean Baking Powder, 48 3-oz., $1.40; 48 4-oz., $1.80; 60 8-oz., $4.50; 36 1-lb., $3.75; 48 1-lb. pkg., $4; 10 1-lb. tins, $5; loose 25 lbs., $1.75; Ocean blancmange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-ounce, $7.20

Ocean corn starch, 48 1-lb. $3.60.

ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

WESTERN ASSURANCE COMPANY. Incorporated 1851

FIRE AND MARINE

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Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

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HALIFAX HOTEL
HALIFAX, N. S.

THE GRAND UNION
The most popular hotel in
OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop.

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British America Assurance Company
A. D. 1833
FIRE & MARINE
Head Office, Toronto

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W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

Elderly Man Wanted

To collect accounts and to solicit subscriptions. Retired merchant preferred. Apply, stating salary wanted, to

The MacLean Publishing Co.
LIMITED
10 Front Street East, TORONTO

Tea Lead,

Best Incorrodible

"Pride of the Island"

Manufactured by BRAND

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C. Codes used 4th and 5th Editions. LONDON, E., ENG.

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R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants,

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

LAMBE & MacDOUGAL, London
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H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
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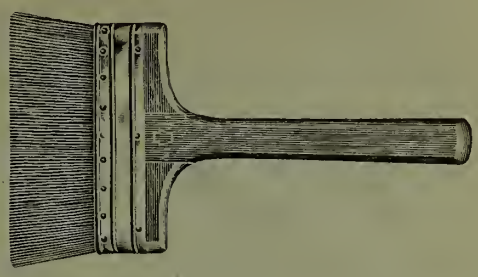
GREEK CURRANT CO.

95 Broad Street - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE



The day of the leather-bound Whitewash Brush is past. When you can get

Metal-Bound Brushes

to retail at 15c. and 20c. there is no excuse for offering your customer old fashioned leather-bound Brushes. We have four lines which every dealer should handle:

"POLAR"
"ARCTIC"
"KRACKER"
"KLINKER"

Stevens-Hepner Company

Limited

Port Elgin - - - - Ont., Can.

	Per lb.
30-lb. wood pails	0 06¾
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY

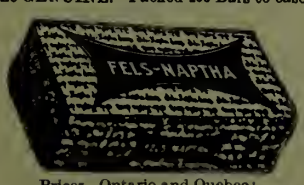
Assorted flavors—gross 10.75.

Assorted Case,	Contains 4 doz. $3.60
Assorted Case,	Contains 2 doz. $1.80
Lemon (Straight)	Contains 2 doz. $1.80
Orange (Straight)	Contains 2 doz. $1.80
Raspberry (Straight)	Contains 2 doz. $1.80
Strawberry (Straight)	Contains 2 doz. $1.80
Chocolate (Straight)	Contains 2 doz. $1.80
Cherry (Straight)	Contains 2 doz. $1.80
Peach (Straight)	Contains 2 doz. $1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95

s

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price.

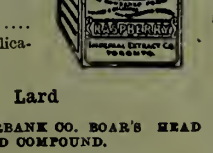
"Shirriff's" (all flavors), per doz ....

Discounts on application.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 13
½-bbls.	0 13½
Tubs, 60 lbs.	0 13½
20-lb. Pails.	2 70
20-lb. tins	2 60
Cases 3-lb.	0 14
" 5-lb.	0 13½
" 10-lb.	0 13½



F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12½
Tubs	0 12¾
20-lb. pails	0 13
20-lb. tins	0 12½
10-lb. "	0 13¼
5-lb. "	0 13¾
3-lb. "	0 13¾
1-lb. cartons	13¾

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Aome" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz $1 00
16-oz. glass jars, 2 doz in case	" 1 40
In 5 and 7-lb. tins and 7-lb. pails,	per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case,	per dozen 2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Sbredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz.	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz.	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00

ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream, family size, per case	$3.50
Baby size, per case	2.00
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz. $ 1 40
" ½-lb tins	" 2 50
" 1-lb. tins	" 5 00
Durham 4-lb. jar	per jar 0 75
" 1-lb. jar	" 0 25
F.D. ¼-lb. tins	per doz. 0 85
" ½-lb. tins	" 1 45

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen	0 45 dozen
Medium, cases 2 dozen	0 90 "
Large, cases 1 dozen	1 35 "

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

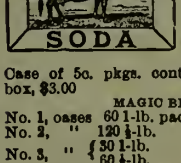
Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. / 60 ½-lb. "	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs

1 case	2 85
5 cases	2 75

Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. Montreal

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 80
" " black	"	15 30
Oriole soap	"	17 10
Gloriola soap	"	13 00
Straw hat polish	"	10 20

3 doz. to box..... $3 60

6 doz. to box..... $7 20

30 days.

1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lots.

Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 8-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 08½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Blue Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 48-1b.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 48 lb.	0 06½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 50 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

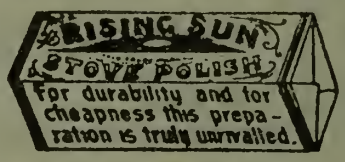
Royal Purple Stock and Poultry Specifics

THE W. A. JENKINS MFG. CO.
London, Ont.

One case, 30 fifty cent packages (assorted)	$10 00
Six pails (retail $1.50)	6 00

Stove Polish.

	Per gross.
Rising Sun, 5-oz. cakes, ½-gross boxes	$5 50
Rising Sun, 8-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼-barrels, 175 lbs	0 03¾ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 65
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas

THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.

EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vuloan, 50c.

100 lb. lots freight paid.

Blue Label, ½'s		21	0 26
Orange Label, 1's and ½'s		0 23	0 40
Blue Label, 1's		0 20	0 25
Brown Label, 1's and ½'s		0 28	0 40
Orange Label, ½'s			0 40
Green Label, 1's and ½'s		0 35	0 50
Red Label, ½'s		0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	35c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.

MELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
" " ½-lb., " "	0 21
Blue Label, retail at 30c	0 25

Green Label,	40c	0 30
Red Label,	50c	0 35
Orange Label,	50c	0 42
Gold Label,	80c	55

Pure Gold Jelly Powder } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.

THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

GILLETT'S CREAM TARTAR

	Per doz
½-lb. paper pkgs., 4 doz. in case	0 90
½-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ½-lb. paper pkgs. } assorted	7 20
2 doz. ½-lb. paper pkgs. }	
	Per doz
½-lb. cans with screw covers, 4 doz. in case	1 95
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ½ doz. in case	0 28½
10-lb. wooden boxes	0 26½
25-lb. wooden pails	0 26½
100-lb. kegs	0 25
360-lb. barrels	0 24½

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 6s	46
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s., plug or bar.	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	59

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent pkgs	1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

DWIGHT'S

BAKING SODA

Be Wise in Time

and get your share of the family trade that goes to the grocer who is handling

"Cow Brand" Baking Soda

In point of quality, purity and strength it is unequalled.

ORDER TODAY

CHURCH & DWIGHT

Manufacturers

MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

The Beardwood Agency

313 New York Life Building - MONTREAL

With good winter roads, why not order your **SALT** now?

VERRET, STEWART & CO.
LIMITED
MONTREAL

WETHEY'S
CONDENSED MINCE MEAT
(in Cartons)

Just as staple as sugar

No Grocer's Stock is Complete Without It

If your jobber cannot supply you —write us direct.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.

Call Up Hamilton!

And phone your rush orders at our expense. We are ready with the goods you want as you want them.

Our facilities are equal to your immediate requirements, and we make it our business to ensure you absolute satisfaction.

COFFEE—Our Empire Brand. Sales steadily increasing. Try it. We guarantee it to please.

TEAS—We have some bargains.

GEO. E. BRISTOL & CO.
WHOLESALE GROCERS
HAMILTON - - - ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building
London, Eng.: 88 Fleet St., E.C. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV. PUBLICATION OFFICE: TORONTO, JANUARY 21, 1910. NO. 3.

ROBINSON'S
Patent Barley

As a healthy, nourishing and enjoyable food for young and old, Robinson's Patent Barley is unequalled. Druggists sell it; grocers can sell much more of it—It is a food and right in their line. Those who are wise will always sell it.

Write for Particulars

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

Agents for the Dominion of Canada

Canada's Leading Table Syrup

Made, as it is, from the finest selected white corn, under perfect hygienic conditions and most modern scientific methods.

"Crown Brand"
Table Syrup

is a delicious, healthy and nourishing table necessity which every grocer in Canada should sell. Most of them do now. If you do not, place your order through your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montrea

A Pure Hard Soap

SURPRISE SOAP

Makes Child's Play
of Wash Day

(Good for all uses)

THE ST. CROIX SOAP MFG. CO.

St. Stephen, N.B.

Branches: Montreal, Toronto, Winnipeg, Vancouver, Newfoundland, West Indies

Profits from Purity

The satisfied customer assures a *permanent* customer, yet without purity satisfaction of the lasting sort is not possible—or probable. Profits from Purity, therefore, command regular trade. *Profits from the articles advertised below are business builders.*

Made pure for sixty years—as pure as pure oil and skill and experience can make it. The most sensitive complexion or most delicate lingerie is safe with "Shell" Soap. Antiseptic, sanitary, clean. Not a "tallow soap"—no decaying animal matter in it. Absolutely pure.

Pure Oil

"Shell" Soap

Bramwell's Epsom Salts show a noteworthy absence of moisture from top to bottom of package. They are absolutely free from foreign substances. They never have been and never will be classed with ordinary "salts" of commerce. They are in a class by themselves.

"Bramwell's"

Epsom Salts

Pastacaldi's Peel is prepared from the finest Corsican Citrons and you get what you pay for every time. No excess of sugar, but highest quality selected peel—drained. Pastacaldi's name on every box.

"Peels"

PASTACALDI'S **Leghorn** CITRON PEEL

ARTHUR P. TIPPET & CO., AGENTS
Montreal, Canada

Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

Winnipeg Office

Canadian Manufacturers, Importers and Exporters

If you want to get the best information re Irish trade, send for a sample copy of

THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL

PUBLISHED EVERY WEEK

This paper circulates throughout Ireland, and is the recognized organ of the grocery, fruit, produce, provision and food stuff trade.

10, Garfield Chambers, Belfast, Ireland

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

—

27 St. Sacrament Street, Montreal

TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

Representing Morris Packing Co.

Pork and Lard—Finest Quality

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.

52 Nicholas Street, - Ottawa

J. R. Routh, Manager.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Diatributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON, Western Canada

Try a Condensed Ad. in The Grocer.

E. H. BOWEN

Manufacturers' Agent and Broker

SHERBROOKE, QUE.

Solicits representation of another first class firm putting up high grade goods. Eastern Townships thoroughly covered by three travellers. Highest references. Write immediately if you desire to have your line well introduced.

E. T. BUSINESS.

Are you getting your share of trade from the rich Eastern Townships of Quebec, Mr. Manufacturer? If not, you should. To get it you need a good agent, one with a strong connection. We are the brokers you require—15 years on the ground. Write us about your line.

S. ROBITAILLE & CO., Sherbrooke

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

Selected Raisins,

Currants,

Evaporated Apples.

Prices Right.

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

77 York Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

SPOT GOODS

Muscavado Sugar Sultana Raisins

Two and Three Crown Shelled Almonds

Rolled Oats Flaked Wheat Split Peas

Pot, Pearl and Pinhead Barley

Prices on Application

DOMINION BROKERAGE CO.

73 Front St. E - - - Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

Canadian Agencies Wanted

E. SAVILLE WEBB

7 St. Stephens Street

BRISTOL, :: ENGLAND

TO

Brokers and Manufacturers' Agents

—Your business card on this page will keep
—your name and field of operations before
—Manufacturers, Importers and others
—looking for responsible representatives.
It costs you little and means much to you if you are looking for agencies.

Write for particulars to

The Canadian Grocer

Montreal Toronto Winnipeg

Have you seen

KANDY KID?

A delicious confection of peanuts and popcorn

We have it—

Packed in cartons of 24 packages to retail at 5 cents

Cases contain 6 cartons—

'Twill sell at sight— Send us your order

EBY-BLAIN, LIMITED

Wholesale Grocers - - - TORONTO

Worth Digesting

MR. GROCER,

Have you ever stopped to think over the question as to which of the most popular Package Teas gives you the best returns? Compare our prices against other package teas you are handling. We think you will soon see, with the popularity Blue Ribbon Tea has with the General Public to-day, that, if you are not handling our lines, it would be to your advantage to do so.

25c.	grade	costs	you	20c. for 1 lbs.
25c.	"	"	"	21c. for ½ lbs.
30c.	"	"	"	24c.
35c.	"	"	"	25c.
40c.	"	"	"	30c.
50c.	"	"	"	35c.
60c.	"	"	"	42c.
80c.	"	"	"	55c.
$1.00	"	"	"	70c.

THE BLUE RIBBON TEA CO., Limited

266 St. Paul St., MONTREAL

THE BEST YOU CAN SELL

When you are disposing of our products you are reaping a good margin of profit, handling that which moves quickly and out of which you can get your money without an exhaustive expenditure. Goods that build up a paying trade and hold it are the only kind to handle. Such are

OLD HOMESTEAD BRAND
Canned Fruits and Vegetables

You can absolutely rely on their uniform high quality. Uniformity in unbeatable excellence is the claim we advance—a claim substantiated by every can bearing the Old Homestead label. Old Homestead quality is maintained by very critical selection of stock. Our inspectors reject everything that does not come up to the high standard we have adopted. When stock has been bought it is packed in a factory that is a model of scientific sanitation and up-to-date processing equipment and methods.

ORDER FROM YOUR JOBBER

The Old Homestead Canning Co.

PICTON - - ONTARIO

Old Tea is Bad Tea

and bad Tea is a mighty poor thing for your trade.

Tea kept in stock six months loses one cent per pound in value, after one year two cents, after two years it is positively unfit for sale and is just about as bad as it can be.

The absolute necessity of selling **only fresh tea** cannot be too strongly emphasized. Tea is at its best the day it is fired in the gardens, and although in sealed metal packages it keeps very much better than in bulk, still it loses flavor. We do our utmost to have "SALADA" reach the consumer in all its garden freshness and fine flavor. We ask for our mutual advantage, the co-operation of every retailer in our efforts to serve the public with **fresh** tea. Our advice is to buy not more than three months' supply at a time. Eighteen years' experience proves to us that this is vitally important.

If any retailer—anywhere—at any time, has any "SALADA" in stock that is over six months old, ship it back to us (freight collect) and we will refund the full price you paid for it. We back up our belief in the paramount importance of fresh tea by this sweeping guarantee.

The "SALADA" Tea Co. Toronto and Montreal

We pave your way to greater profits

Apart from the undoubted excellence of

"E.D.S." Brand Jams and Jellies

you must realize how profitable it is to handle a line of goods backed by regular consumer advertising. This is what we are now doing—creating a demand for you.

Any proposition that brings trade to your store is worth investigating, isn't it? Give "E.D.S." Brand a trial. There's money in it for you.

Made by E. D. SMITH at his fruit farm

WINONA - ONTARIO

Stock our newest line—UNFERMENTED GRAPE JUICE

BOSTON BRAND BAKED BEANS

The premier line in Canadian-grown beans. Of delicious flavor and "baked to a turn."

Put up, Plain or with Tomato Sauce, in three sizes, and handled by all the leading wholesalers.

Try a case of this rapid seller when next ordering. You'll be surprised how they go.

Sample can sent you on request.

EASTERN CANNING COMPANY

PORT CANADA, N.B.

CANADIAN AGENTS—C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front Street East, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.; Martin & Robertson, Vancouver, B.C.

The King of Hand Cleaners

From the point of view of effectiveness, as well as from that of profit, there is no preparation equal to

Antiseptic

Sanitary

Beneficial to the Skin

You can recommend **SNAP** for removing every vestige of dirt, grease, tar or paint from soiled hands, and you can sell **SNAP** steadily and readily the whole year round. Buy from your jobber.

THE SNAP CO., Limited, MONTREAL, CAN.

"21 KINDS"

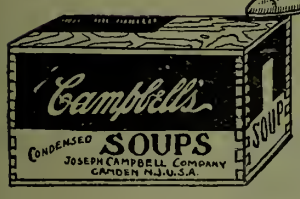
LOOK FOR THE RED AND WHITE LABEL

With such a Foundation a Grocer Can Perform Great Feats

1st. The publicity given CAMPBELL'S SOUPS is so extensive that everybody knows about them.

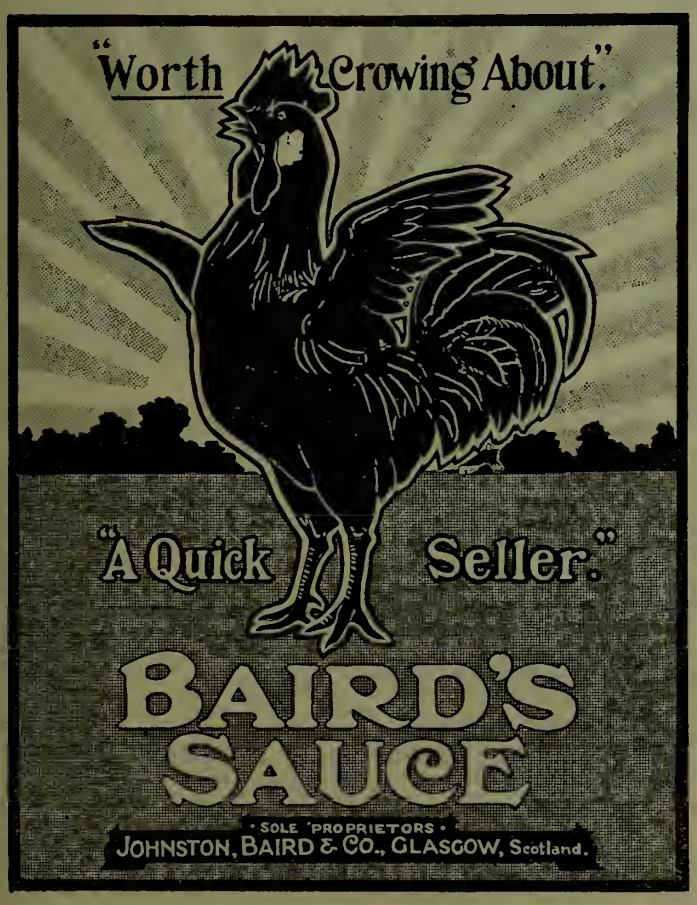
2nd. The quality brings every customer back for more.

3rd. The profit to you (33 1-3%),—and profit is the very foundation of your business—isbig enough to make it worth your while to help our advertlsing with your salesmanship, to spread the good word about CAMPBELL'S SOUPS.



Joseph Campbell Company - Camden, N.J.

ROSE & LAFLAMME, Limited, 400 St. Paul St., Montreal, and 65 Front St. E., Toronto, Canadian Selling Agents.



By Special Royal permission

A Right Selection

of Sardines is of the utmost importance to every grocer, but it is never easy to know just what to handle. In canned fish

KING OSCAR Brand SARDINES

are always uniformly pure, sweet and well packed and prove a profitable and quick-selling line.

CANADIAN AGENTS

J. W. BICKLE & GREENING

(J. A. Henderson)

HAMILTON - - - ONT.

To the Trade:

You Should in Stocking

CEYLON TEA

Be Ever Careful to Buy

The Better Grades.

IT IS

The Most Profitable

Policy in the Long Run.

Selling Cheap Teas at Fine Tea Prices Might Show Big Profits Temporarily, but It Would Eventually Kill Trade. And It Would Discourage Growing Fine Teas.

How shrewd grocers are increasing their flour trade

Shrewd grocers are beginning to realize that it pays better to push a high-grade flour instead of the average kind.

Home-bakers know they cannot make as good bread with average flour as they can with PURITY flour, which consists **exclusively** of the **high-grade** constituents of the hard wheat berry. There isn't a particle of low-grade hard wheat flour, nor an atom of soft wheat flour, in

PURITY FLOUR

That the army of home-bakers who demand PURITY flour is becoming larger and larger is evidenced by the increasing size and frequency of our orders from grocers in all sections of the Dominion.

Why tie up money in slow-selling lines when it pays better to handle PURITY? PURITY not alone makes

"More bread and better bread"

for the home-baker, but will bring **more trade and better trade** to your store.

Get rid of the slow sellers. Give the space to the neat, attractive bags of quick-selling PURITY flour. And to let the home-bakers know you have PURITY flour in stock—just place a few bags in your window. But before you do that you'll have to send us an order—and now is the very time to send it.

Western Canada Flour Mills Co.

LIMITED

Toronto, Montreal, St. John, Winnipeg, Brandon

JAPAN TEAS

We are closing out the balance of stock at different points. Samples will be submitted to Jobbers promptly on request.

S. T. NISHIMURA & CO.

Montreal and Japan

There Are 24 Reasons Why You Should Handle

A LEADER FOR 50 YEARS

Cook's Friend Baking Powder

ONE IS :—Because it is made from absolutely pure ingredients and contains no alum or other harmful acids.

That's Enough Without the other 23.

MANUFACTURED BY

W. D. McLAREN, LIMITED

BAKING POWDER SPECIALISTS - - - - - - MONTREAL

STORAGE IN HAMILTON

A new fireproof Storage Warehouse.

RACK FACILITIES

Every convenience to reduce the cost of handling Merchandise

IN BOND OR FREE

Lowest Insurance

Experienced Warehousemen

Accounts Solicited

Storage and Transfer Co., Limited

Hamilton - - - Ont.

White Moss Cocoanut

Is the acme of purity in cocoanut manufacture. It is known to be such from coast to coast and is consequently highly thought of by every housewife. So it pays the grocer to sell this brand.

The Canadian Cocoanut Co.

MONTREAL

ARE YOU GETTING YOUR SHARE OF THE BENEFIT OF THE MONEY WE ARE SPENDING?

Our new advertising scheme is selling H. P. faster than ever.
Are you supplying your customers, or are they buying it elsewhere?
A post card to our agents will bring you a trial bottle and full particulars.

W. G. Patrick & Co., Toronto and Montreal.
R. B. Seeton & Co., Halifax, N. S.
W. H. Escott, Winnipeg, Man.
The Midland Vinegar Co., Birmingham, Eng.

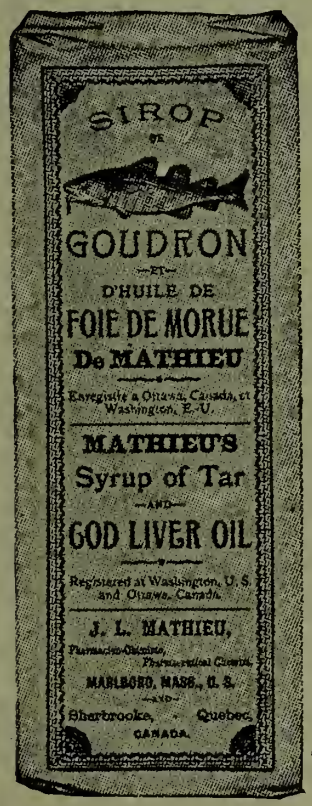
H.P. SAUCE

St. Lawrence

GRANULATED
and
GOLDEN YELLOWS

Made only from Pure Cane Sugar

The St. Lawrence Sugar Refining Co., Ltd.
Montreal



MATHIEU'S SYRUP
of Tar and Cod Liver Oil

commends itself to dealers.

It has the double advantage of present popularity and future certainty.

Its popularity is due to the wonderful cures it has effected, as attested by thousands of testimonials.

Its future is assured because its history is one of steady and rapid growth.

Of all cough and cold cures none assure the dealer a greater certainty of immediate and future profits.

During Fall and Winter the demand will be continuous.

Keep well supplied and when ordering order also

MATHIEU'S NERVINE POWDERS

which are necessary to reduce fever and remove pains in connection with colds.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

GOOD COFFEE Coffee better than the average. Coffee superior to others. Coffee so exquisite in flavor.

That people want it again—and again. That's what

AURORA COFFEE

is. The best that money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO. Wholesale Grocers Coffee Importers **HAMILTON**

BRANCH HOUSE: SAULT STE. MARIE

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

Manzanillas, Queens, Club House, Nutoliv
Pitted, Celery Stuffed, Pimento Stuffed

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE. WINNIPEG

QUAKER SALMON

Certainly, in the end, you will stock, and make your leader, this most famous of all salmons.

WHY NOT NOW?

MATHEWSON'S SONS--Montreal

Redpath

is

Canada's Standard

for

Refined Sugar

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

Be Careful

that your stocks of a staple article like marmalade are right. Be on the safe side by handling

Shirriff's Imperial Scotch Orange Marmalade

It is made solely of luscious Seville Oranges and highest grade sugar, and in flavor is unapproachable.

SEE TO YOUR STOCKS

Imperial Extract Co. - 8-10-12 Matilda St., Toronto

1910

Tartan BRAND

Our Annual Tea Sale

January and February Bargains

Black Tea, 14c to $1.00 per lb.
Green Tea, 14c to 60c per lb.

Samples mailed on application. See our travellers.

BALFOUR, SMYE & CO. WHOLESALE GROCERS... HAMILTON

Choicest of Pickles

A better trade for nineteen hundred and ten is a good motto for every grocer.

STERLING BRAND PICKLES

will help in the attainment of this end. Good goods will bring good custom and this is the kind of trade that pays. You can bank on Sterling goods always—made in Canada's largest and best equipped factory.

THE T. A. LYTLE CO., LTD.
Sterling Road
TORONTO

FINE OLD ENGLISH

Pure Orange Marmalade

SEASON 1910
NOW READY FOR DELIVERY
100% PURE

No color or preservative used. Finest Seville Bitter Oranges and best granulated sugar only.

WAGSTAFFE, Ltd.
PURE FRUIT PRESERVERS
HAMILTON, - ONTARIO

EWING'S HIGH GRADE HERBS

It is ever your aim to please your customers—it is most profitable for you to do so. By selling EWING'S

Sage, Savory, Thyme, Mint, Marjoram

you please the most critical users of herbs. Do not wait until you are out before stocking up again.

S. H. EWING & SONS

Montreal Toronto

From COW to CAN, the preparation of

CANADA FIRST EVAPORATED CREAM

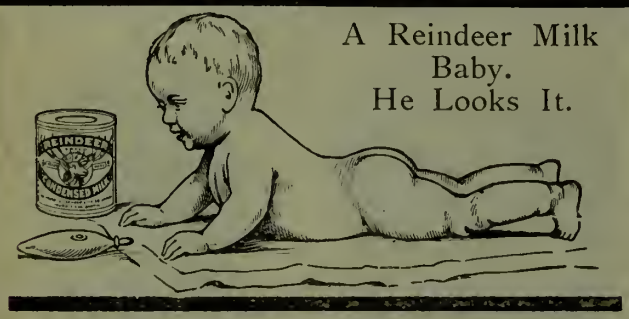
is one long tale of care and cleanliness. Each can is guaranteed pure and fully sterilized.

THE FINEST SUBSTITUTE FOR FRESH MILK.

ORDER FROM YOUR JOBBER.

Children thrive on it. The best for invalids, convalescents and household use.

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.



A Reindeer Milk Baby. He Looks It.

TRURO QUALITY BRANDS

Young Canada is Being Raised on

Reindeer Condensed Milk

The Richest and Best

HOW IS YOUR STOCK?

The Truro Condensed Milk Co., Limited, Truro, N.S.

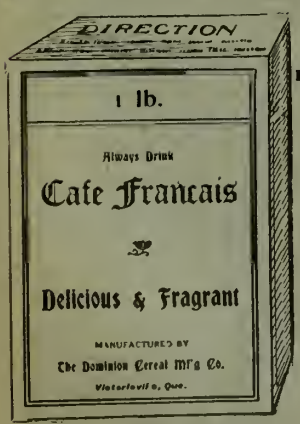
Every Grocer Who Handles

White Swan

Brand of

COFFEE, SPICES, EXTRACTS, CEREALS or LYE

Handles Absolute Purity



Cafe Francais

¶ A quick seller and a repeater, a line that will bring you in more profit than almost any other grocery specialty.

¶ It is "coffee with the after-effects taken out."

¶ Write us to-day for a free sample.

Dominion Cereal Mfg. Company

Also Makers of Imperial Self-Raising Flour VICTORIAVILLE, QUE.

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR

LONDON, ENGLAND
Commands a Preference over all others.

IS THE BEST
Made from the finest malted barley.

AGENTS
W. S. Clawson & Co., South Wharf, St. John, N.B.
W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
J. W. Snowdon, 413 St. Paul St., Montreal

We are open to do business on easy consignment terms
Write our Agents for Particulars

Lessens the Women's Work

You know, Mr. Grocer, if you secure the goodwill of the ladies, you get possession of a valuable asset. On wash days

ASEPTO SOAP POWDER

"The Enemy of Dirt"

is a boon, and lightens the women's work. It is the best soap for the quick and easy washing of clothes, and will clean walls, floors, crockery, pans, etc., just as well. See that you have this quick-selling line on your shelves.

Order from your jobber

ASEPTO MFG. CO.
ST. JOHN, N.B.

Fire Protection

The Merchant Must Have a Register That Will Fit His Safe.

The interior of the Huber takes out and WILL FIT ANY SAFE. Besides—it cuts out Book-keeping; does your collecting; pleases your customers and increases your trade. Hundreds of Canadian merchants have used it for over three years.

WRITE FOR PARTICULARS.

R. B. Belden & Co.,
Manufacturers
178-180 Victoria Street - - Toronto

The Successful Grocer knows that handling a full range of

RICHARDS PURE SOAPS

means substantial soap profit for him. Follow the lead of those who have made good, and stock

RICHARDS

QUICK NAPTHA SOAP SNOWFLAKE SOAP CHIPS
AMMONIA POWDER 100% PURE LYE TOILET SOAPS

Canada's Best

Flavor

Put up in glass, a few hours after being picked, and nothing but the finest

Fully Ripened Fruits

being used, they are delicious.

Appearance

They look tempting and taste as good as they look.

One Glance

and your customer will buy the first jar. Then you have only to fill the orders.

Agents: ROSE & LAFLAMME, Limited, Montreal-Toronto

JOSÉ SEGALERVA

MALAGA, SPAIN

Look for that Brand when you buy

Malaga Table Raisins
Malaga Loose Muscatels
Jordan Shelled Almonds
Valencia Shelled Almonds

You will find that the goods have absolutely no superior in the matter of quality and attractiveness of packing. Your most particular customers will be easily pleased with them.

Agents

ROSE & LAFLAMME, LIMITED

MONTREAL AND TORONTO

Start the New Year Right

by using

SUPERFINE LINEN RECORD

The best paper for Blank Books and Office Stationery.

Samples sent on request.

The ROLLAND PAPER CO., Limited

MONTREAL, QUE.

GINGERBREAD

BRAND

Creates the Demand

This well-known Molasses is packed in tins—2's, 3's, 5's, 10's and 20's; in pails—1's, 2's, 3's and 5's, 10 gallon kegs, half-barrels and barrels.

When ordering from your wholesaler mention the above brand.

The Dominion Molasses Co., Limited

HALIFAX - NOVA SCOTIA

A Guarantee That Means Something

Back of every product that leaves the Heinz plant there is the experience of forty years and the reputation of the largest food establishment of its kind.

The consumer understands this. Isn't it good business to take advantage of this confidence by carrying a stock ot

HEINZ 57 VARIETIES

Pure Food Products

(The kind that contain no preservatives)

You are perfectly safe in selling Heinz goods. They are well advertised, absolutely guaranteed and thoroughly reliable. Should any of them fail to please, dealers have full authority to refund the purchase price.

Anything that's HEINZ is safe to sell.

H. J. HEINZ COMPANY.

New York Pittsburg Chicago London

Made in Canada

THE McCASKEY ACCOUNT REGISTER SYSTEM

Is acknowledged by expert Public Accountants, Auditors and up-to-date Merchants who have used them, as being the most complete, simple and accurate method of handling accounts ever invented.

It Safeguards Your Business

It eliminates errors and disputes.
It stops all forgetting to charge.
It will increase your collections.
It makes a prompt payer of the slow payer.
It gives complete information regarding every detail of your business.
It pleases the customers.
It draws new trade.
It handles accounts with only ONE WRITING.
It's a time saver, money earner and money saver.
Are you in business for fun or money?
Information is free—Drop us a postal.

DOMINION REGISTER COMPANY, Limited

Successor to The McCaskey Register Co. in Canada

96-104 Spadina Avenue TORONTO, CANADA

An additional $1 worth of goods to each of Grocer's 7,000 readers:

If 7,000 of the best grocers in Canada held a meeting every week at Toronto, Montreal, Winnipeg or some other point, what would a manufacturer pay for the privilege of giving them a series of talks about his goods?

If this manufacturer was able to demonstrate the solid worth of his product, and show that it paid the dealers a fair profit, could he induce each one of them to buy an additional $1 worth of it in a year?

$1 worth of any manufacturer's goods would make a pretty small parcel. Yet multiply that quantity by the number of dealers and you find that it means $7,000.

There is only one way in which a manufacturer can address the 7,000 leading buyers of grocery lines every week. That is through The Canadian Grocer.

If he approaches his talks in this paper as carefully as if he were actually addressing a meeting of these buyers—says something worth while—do you mean to say that he could not make it worth many times what it costs?

A space this size costs $425 for 52 weeks, which means that a manufacturer using it could talk to about 10 good buyers for every cent expended. The value of the space to him would depend entirely upon what he said in it.

Borden's new 5c. package has been a big success—

UNSWEETENED

Retails at 5c.

$2 per case of 4 doz.

IN planning for a big increase in business during 1910, put first on your list of good resolutions: "I will double my sales of Borden's Brands." You can always be sure of pleasing your customers if you recommend them yourself and instruct your clerks to do so as well.

Borden's Condensed Milk Co.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Mason & Hickey, Winnipeg, Man.
Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

CANADIAN PACIFIC

WESTERN EXCURSIONS

Single Fare

Plus $2.00 for the Round Trip

From all stations in Ontario, Port Arthur and West, Manitoba, Saskatchewan and Alberta, to

VANCOUVER VICTORIA and WESTMINSTER

Also to OKANAGAN VALLEY and KOOTENAY POINTS

Tickets on sale December 16, 17, 18, 1909; January 21, 22, 23 and 24; February 15, 16, 17, 1910; good to return within three months.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

CHINESE STARCH

Money Maker
Known Everywhere
Repeat Seller
Best Value

Get Prices

OCEAN MILLS
MONTREAL

MONTHS YOU CAN SELL

White Dove COCOANUT

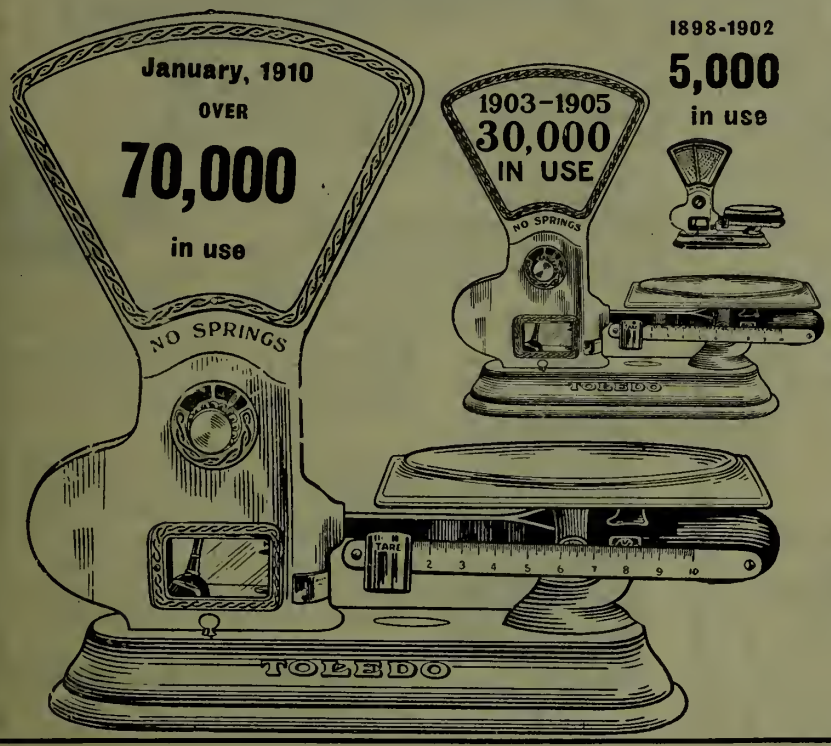
December
January
November
February
October
March
September
June
August
May
July
April

AND THEN SOME

W. P. DOWNEY

Maker MONTREAL

GROWTH—AN INDEX OF MERIT



The first springless, automatic, computing scale ever made was invented and built in Toledo in 1898. That scale, though most crude as compared with the improved 1909 models of Toledo scales, marked the greatest advance in scale building and retail store weighing methods in the history of civilization.

It Solved the Problem of Accurate Weight

It provided the merchant with the first practical, reliable device for measuring and determining the money value of his merchandise. Due to the superiority of its springless, automatic principle, the popularity of Toledo scales has grown world wide. Now England, Canada, Australia, Europe, New Zealand, South America and Mexico use these scales.

102 styles and sizes of Toledo Scales: adapted to all classes of stores. Price **$37.50** to **$165.** *We guarantee to furnish a better automatic computing scale for less money than you can get from any other source.*

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MAKERS OF HONEST SCALES
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A1 SAUCE

This sauce has been delighting the palate for 100 years, and is still giving a zest and relish to the plainest and richest fare.

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BLACK JACK

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¼-lb. ins—3 doz. in case.

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MONTREAL

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Best Incorrodible

"Pride of the Island"

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A.B.C. Codes used 4th and 5th Editions.

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LONDON, E., ENG.

Canadian Agents:
ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

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COTTON CLOTHES LINES

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COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better

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No. 100.
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—Shipped K.D.—

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in stock is because they are the lightest and crispest in the market. *Send for a sample order and see for yourself.*

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Wood Pie Plates
Paprus Pie Plates
Wood Butter Dishes

CAR LOTS OR SMALLS

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Limited

Windsor - - - Ontario

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This high-class sardine will appeal strongly to your better-class customers. Send your order to any wholesale grocer.

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Watson & Truesdale, Winnipeg. Radiger & Janion, Vancouver and Victoria, B.C.

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In order to considerably reduce our stock of Dried Fruits before stock taking, we offer bargain prices to the trade.

These important reductions on our regular prices are bearing on the following lines of goods which are in constant demand; it is therefore to your immediate interest to send us your orders at once.

CURRANTS.

½ c's Primrose Cleaned, 80 lbs., and ¼ c's of 50 lbs.
½ c's Filiatras Cleaned, 80 lbs. (1909).
½ c's Majestic Vistizzas, cleaned, 80 lbs.
c's Royal Excelsior, 1 lb. packages 36s. (1909).
Brls. Uncleaned, loose, about 350 lbs.

VALENCIA RAISINS.

Arguimbeau, F.O.S., 28-lb. boxes.
Pallares, F.O.S., 28-lb. boxes.
Pallares, selected, 28-lb. boxes.
Pallares, selected, 14-lb. boxes.
Trenor, Blue Eagle, selected, 28-lb. boxes.
Trenor, Blue Eagle, F.O.S., 28-lb. boxes.
Llano, 4 crs., 28-lb. boxes.
Royal, 4 crs., 28-lb. boxes.
Aranda, F.O.S., 28-lb. boxes.
Aranda, selected, 28-lb. boxes.
Aranda, 4 crs., 28-lb. boxes.

SEEDED RAISINS.

Daphne, 1 lb. 36s. (1908) boxes.
Peacock, choice, 1 lb. 36s. (1909) boxes.
G. & S., fancy, 1 lb. 36s. (1909) boxes.

LOOSE MUSCATELS.

California, 3 crs., 50-lb. boxes.

SULTANA RAISINS.

5 crs., cleaned, box 28 lbs. (1909) boxes.
Choicest, about 28 lbs. (1909) boxes.
Imperial, cleaned, 28-lb. (1909) boxes.
Finest, about 28 lbs. (1909) boxes.
F.B. 1 lb. packages 36s., boxes.
3 crs. cleaned, about 28-lb. (1909) boxes.

MALAGA TABLE RAISINS.

Empress Clusters, 1 lb. fancy carton, 20s. boxes.
Empress Clusters, loose, 22-lb. boxes.
Empress Clusters, ¼ box 5½-lb. boxes.
Princess Clusters, loose, 22-lb. boxes.

PEELS IN STOCK.

English Lemon, 7-lb. boxes.
English Orange, 7-lb. boxes.
English Citron, 7-lb. boxes.

DATES.

Hallowee, loose, 60-lb. (1909) boxes.
Camel, 1 lb. packages, 30s. (1909) boxes.

EVAPORATED FRUITS.

Apples, 50-lb. (1909) boxes.
Oregon Peaches, 25-lb. (1909) boxes.
Easter Peaches, 25-lb. (1909) boxes.
Pansy Pears, 25-lb. (1909) boxes.
G. & S. Special Apricots, 25-lb. (1908) boxes.
Oregon Apricots, 25-lb. (1909) boxes.
G. & S. Nectarine Peacock, 25-lb. (1909) boxes.

FIGS IN STOCK.

4 crs. Eleme Figs, 10 lbs., 1¼ inches.
5 crs. Eleme Figs, 10 lbs., 2 inches.
6 crs. Eleme Figs, 10 lbs., 2¼ inches.

PRUNES IN STOCK.

Delmonte	Santa Clara	40- 50	25 lbs.
G. & S.	Santa Clara	40- 50	25 lbs.
G. & S.	Santa Clara	90-100	25 lbs.
Webbfoot		40- 50	25 lbs.
Webbfoot		50- 60	25 lbs.
Webbfoot		60- 70	25 lbs.
Webbfoot		70- 80	25 lbs.
Webbfoot		90-100	25 lbs.
Hunter		40- 50	25 lbs.
Hunter		50- 60	25 lbs.
Hunter		60- 70	25 lbs.
Hunter		70- 80	25 lbs.
Hunter		80- 90	25 lbs.
Hunter		90-100	25 lbs.

NUTS IN STOCK.

Turkish Filberts, 100-lb. bags.
Polished Jumbo, 200-lb. bags.
Sicily Filberts, 100-lb. bags.
Marbot, 100-lb. bags.
Large Brazil, 150-lb. bags.
Mayette, 225-lb. bales.
Mayette, 100-lb. bags.
Green blettes, 100-lb. bags.
Naples Filberts, 100-lb. bags.
Tarragone, 100-lb. bags.

SHELLED WALNUTS IN STOCK.

c's No. 1, 55 lbs.

SHELLED ALMONDS IN STOCK.

4 crs., 28-lb. boxes

PEANUTS IN STOCK.

Bags, Francaises, green.
Bags, Spanish, roasted.
Bags, "G" roasted.
Bags, "G" green.
Bags, Coon, roasted.
Bags, Francaises, roasted.
Bags, Coon, green.
Bags, Sun, roasted.
Bags, Sun, green.
Bags, Bon Ton, roasted.
Bags, Bon Ton, green.

For all information, quotations, etc., write, telephone or wire at our expense.

Laporte, Martin & Co., Limited

WHOLESALE GROCERS

Montreal, Quebec

Here Are Two Old Reliable Sellers!

YOU CANNOT DO BETTER THAN PUSH THESE TWO LINES ENERGETICALLY DURING THE COMING YEAR. THEY BOTH YIELD A GOOD PROFIT AND ARE EASILY SOLD, THEY ARE SO WELL KNOWN.

TO-DAY, Look over Your Stock of

Rowat's Pickles and Olives

and

Paterson's Worcester Sauce

SOLE OWNERS

ROWAT & CO. - Glasgow, Scotland

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Where Responsibility Lies in Adulterated Foods

Chief Analyst of Inland Revenue Department of Dominion Government Says the Retailer is to Blame in Most Cases—Selling Compounds Legal if They are Sold as Such—Where Adulterated Cream of Tartar and Ginger Have Been Offered to the Public for Pure Goods.

Written by A. McGill, for The Canadian Grocer.

The "Adulteration of Food" Act makes the vendor directly responsible for the quality of the goods he sells. It is difficult to see how it could do otherwise. The purchaser, whether he is himself a dealer or a consumer, has direct relations only with the person who sells the goods to him, and he, quite naturally, looks to this person as responsible for their quality.

In cases where the vendor has been himself a purchaser, and not a manufacturer of the artiele he sells, it is often urged as a hardship that he should be held as guarantor, since he is, in the nature of things, eompelled to take on trust the genuineness of what the actual manufacturer has supplied to him. A little consideration will make it evident that no other eourse is tenable. The retailer has certainly had the goods in his possession. He is the only one who ean establish the fact of their source; more than that, he is the only one who can vouch for the fact that they have not been tampered with while in his charge.

The Adulteration Act recognizes the importance, to the retailer, of his dependence upon the honesty of the manufacturer, and provides for his being able to call into the case, as third party, the manufacturer himself. This he does by the production of a warranty from the manufacturer; and it is not too much to ask of any person, having intelligence enough to go into business at all, that he should be wise enough to secure himself by having such a guaranty furnished him, with all goods he buys. For the further protection of the retail dealer, the Act provides a form of guaranty, so that he eannot plead anything but his own gross ignorance or carelessness, if he fails to fully protect himself against all charges of having, with knowledge, any adulterated goods in his stock.

When Compounds Are Legal.

It must be clearly understood—and we believe that it is generally understood—that neither cheap goods, nor mixed goods, are necessarily adulterated. Compound lard, for example, is a perfectly legal article. But the retailer should know, and we believe he generally does know, that it is compound lard, and not simple lard. If a customer asks for compound lard, or is willing to accept compound lard, the sale is entirely legal. It is the same with Cream of Tartar substitute, or Compound Cream of Tartar; with Coffee Compounds or Substitutes, and so on. These things are not Cream of Tartar, or Coffee, and must not be sold as such. We will venture to say that in vastly the greater number of cases they were not bought as such by the retailer himself. The lard he buys at 4 or 5 cents a pound cheaper than the highest grade offered to him by the manufacturer, is almost invariably marked as Compound Lard on the container. He might suspect its quality from the mere fact of the lower price he pays for it. The same thing is true for cheap goods in general.

A. McGILL,

Dominion Government Analyst, Who Points out to Retailers the Danger of Selling Adulterated Food-Stuffs.

Now we have before us some recent bulletins of the Inland Revenue Department at Ottawa. Turning to No. 184, which treats of Ground Ginger, we find the retail prices for which these samples were sold. The inspectors purchased, as a rule, three-quarters of a pound. Twenty-one samples out of 150 examined are found to be adulterated. Are these 21 samples sold at lower prices than other samples, which are genuine? Not at all. In a few cases the differenee in price is note-worthy, because it assures us that the retailer bought the goods at a lower price than he would have paid for pure goods, and he has given his customers the benefit of the lower cost to himself. But this is so far from being true all along the line, that the rule is for adulterated ginger to be sold at the same price as the genuine.

Lays Blame to Retailer.

The advantage is evidently a financial gain to the retailer alone. The manufacturer is not to blame for this kind of thing; and if the retailer pleads that he did not know the goods to be other than genuine, he either stultifiies himself, or worse.

Turning again to Bulletin 180, which deals with Cream of Tartar, forty-one samples out 180 are adulterated. Genuine Cream of Tartar appears to be sold at from 30 to 40 cents a pound. In some cases the adulterated article is sold, by retail, at distinctly lower prices, but these cases are exceptional. As a rule it is sold at 40 cents per pound.

Does any one believe that the retailer did not know that he was charging exorbitantly for what he sold?

The same tale is told by one Inland Revenue Report after another. And the inference is unavoidable. The retailer, in too many cases, is acting the highwayman, on a small scale. He is buying the cheapest, mixed or compound goods, and selling them at the price of high grade and pure goods.

Undoubtedly there may be here and there, instances of middle men, and sometimes of middle women, who are really unsophisticated enough to believe that lard is lard, and butter is butter, no matter at what price it is bought or sold; but it is open to question whether such cases have not claim on our contempt rather than upon our pity.

A GOOD RECOMMENDATION.

The Canadian Grocer,
Toronto.

Dear Sirs,—Please change address of Canadian Grocer to Lakeview, Ont., also change name from N. H. McConnell to George McConnell. I have moved to Buffalo and also gone out of business and for this reason I am having you send this to my father at Lakeview. I have always valued this paper very much, and hope that you may have a steady subscriber in the person of my father by sending it to him the balance of the time.

N. H. McCONNELL.
Buffalo, N. Y.

Grocers' Association Against Co-operative Bill

The London Merchants Anxious to Stop Its Progress and Will Forward Resolutions to Member in House of Commons—Movement on Foot to Hold Union Picnic of Western Ontario Grocers.

London, Ont., Jan. 18.—Judging by the manner in which the Retail Grocers' Association has opened the year, there promises to be some live business done by it in 1910.

At their regular meeting last week several important matters were advanced for discussion including the Co-operative Bill now in the House of Commons, changes to the London market, the holding of a gigantic picnic for Western Ontario grocers and the next annual banquet.

ED. J. RYAN,

President of The London Retail Grocers' Association Which is Opposing the Co-operative Bill.

The Co-operative Bill will find stiff opposition from the association. This bill is primarily to allow the incorporation of co-operative societies in Canada without charters, and is directly opposed to the business of the retail merchant. Being wanted by a few promoters who apparently have no other interest in it than the making of money rapidly, it is not something that the country needs, but rather something that the general trade of the country would be better without. Not having to secure a charter, a co-operative society does not have to report its business or standing to the government. A strong resolution condemning it will be prepared, and after being signed, will be forwarded to Major Beattie, who will be asked to present it and speak against the bill. Local grocers feel strongly about the matter, and contend that it will be a gross injustice to the retail trade throughout the country if the bill is allowed to pass.

Monster Picnic Suggested.

To hold a union picnic and make London the gathering place for the grocers and their friends from Toronto, Hamilton, Brantford, St. Thomas and Chatham, was a proposal launched at the meeting.

As a preliminary step, it was definitely decided to hold a banquet about the first of February, and to invite the presidents of the Toronto, Hamilton, Brantford, St. Thomas and Chatham associations to be present, and talk the matter over, and come to some arrangement.

"We propose to make London the first place for the holding of the picnic," says President Ed. Ryan, "and then every year, turn about, the picnic can be held at one or other of the places."

The grocers' picnic is one of the most successful held, and in the past Niagara Falls and Detroit have been the favorite places for the visit.

The association also took hold of the suggestion of Mayor Beattie in reference to accommodation at the market. They support his proposal to pull down the present market house and the fish market, and make the added recommendation that the whole market be paved.

The following resolution was passed, and will be sent on to the council:

"Resolved, that the Retail Grocers' Association are convinced that the market would be plenty large enough for years to come if the present market house and fish market were pulled down, as suggested by Mayor Beattie, in his inaugural address to the council. We strongly recommend the carrying out of the mayor's suggestion.

"We also recommend the paving of the market, as it is a disgrace in its present condition."

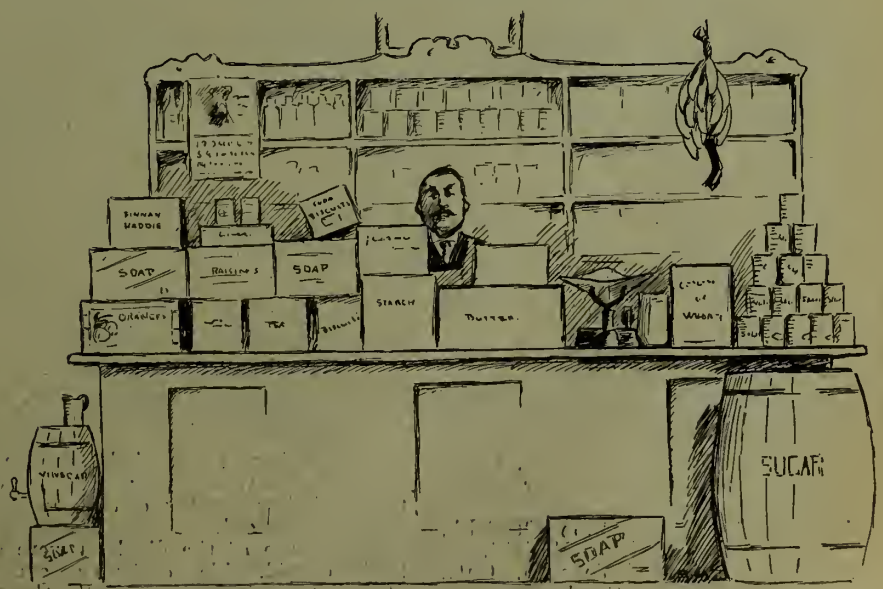
BOTH MANUFACTURER AND PURCHASER.

E. J. Walker, Jr., president of the Walker Bin Co., of the United States, has been in Canada recently for the purpose of investigating some infringements of their patent by retail grocers and manufacturers. Accompanied by W. C. McCuaig, secretary of the Walker Bin & Store Fixtures Co., Berlin, Ont., he made a trip through the eastern provinces, and states that a number of cases were discovered. All of these have been turned over to their solicitors in Montreal, who have been authorized to commence action against both the manufacturers of infringing fixtures and the grocers who bought them. Mr. Walker expressed regret that it would be necessary to enjoin the grocers, whom he felt were, in some cases, innocent of any intention of infringing his company's patents. However, his solicitors say the law is clear on this point and that it will be necessary to prosecute the purchaser as well as the manufacturer.

SUGAR FROM INDIAN CORN.

F. L. Stewart, Murraysville, Pa., U.S.A., writing in the Journal of Commerce and Commercial Bulletin, New York, states that sugar can be produced from Indian Corn by means of certain treatments during cultivation. He says that the fine results reached in the work at the experimental plant at Murraysville, Pa., the past season, and the final tests of the machinery, prepare the way for the rapid introduction of the processes into regular use this year on the most extensive scale, wherever corn can be grown to the most advantage for these purposes.

Things That Shouldn't Be



Boxes Piled Promiscuously on the Counter So That the Grocer Can Scarcely See From Behind Them and Things Generally in Disorder.

First Prize Window in Class I., Dressed by Chas. Macklaier, for Fraser, Viger & Co., Montreal.

The Prize Windows in Christmas Window Contests

Every Province in Canada Represented— British Columbia Carries off Two Prizes—Competition Brought in Many Splendid Windows and Was Most Successful Ever Held—Descriptions of the Winners.

The Canadian Grocer herewith announces the results of the most successful Christmas Window Dressing Competition which it has ever yet inaugurated. In giving the winners of the prizes it was deemed advisable by the judges to add the following three runners up in the contests in order to let the latter know how closely they came to the top. When it is considered that the competitions were open to the grocers of Canada, the vastness of the field makes it evident that the contests are more than of the ordinary importance—in fact they are of national importance.

The winners in Class 1—places over 10,000 population—and the three runners-up in their order of merit are :

FRASER, VIGER & CO., MONTREAL, QUE., dressed by Chas. Macklaier.

DIXI H. ROSS & CO., VICTORIA, B.C., dressed by Alex. McNeill.

Bruce & Sanderson, Toronto, Ont., dressed by L. H. Sanderson.

R. Higgins & Son, Toronto, Ont., dressed by R. H. Patchett.

Wm. T. Patterson, Belleville, Ont., dressed by Murray T. Patterson.

The winners in class 2—places under 10,000 population—and the three runners-up are :

KIRK BROS., BRACEBRIDGE, ONT., dressed by E. J. Kirk.

THOS. LAWSON, LTD., KELOWNA, B.C., dressed by Geo. S. McKenzie.

A. D. Ingraham, Sydney, C.B., dressed by Jas. N. Dempsey.

F. W. Hutton, St. Marys, Ont., dressed by S. C. Bartlett.

Wm. Hyndman, Smith's Falls, Ont., dressed by W. Hyndman.

The judging of the windows from the photographs was left in the hands of three window display critics, impartial and unprejudiced.

The nature of the displays were such that considerable difficulty arose in placing the winners, especially those for the second prize in each case. There were windows from all provinces of Canada. Several photographs came from the west and it will be seen that both second prizes went there. They also came from Nova Scotia, New Brunswick, Quebec and Ontario, showing the deep interest taken in window dressing throughout the country and, incidentally illustrating the national character and wide circulation of The Canadian Grocer.

The competition was never so successful. Grocers in the smaller places appreciated, as they did in other years, the fact that they did not have to compete with cities where there are usually better facilities for displaying goods. As a result photographs came in from towns all over Canada—large and small photographs and long and wide. They began to arrive at the office of The Grocer a week or ten days before Christmas, but the majority of them came the following week when the Christmas rush was over and merchants had the time to think of something else.

The judges in making their decisions divided each display into three parts :

Selling Power, Attractiveness and Originality. They aimed to award the prizes to the windows showing these three in the best combinations. The windows of course had all to be dressed with Christmas goods.

Winner in Class I.

In describing the contents of the Fraser, Viger & Co.'s window, and how it was constructed, Chas. Macklaier decribes it as follows : "The window contains crystalized and glace fruits in small boxes with sprigs of holly between on the slant near the glass and with a cluster of table raisins above. Large boxes of crystalized angelica cherries, pineapple with champagne bottles are leaning on the edge of the table.

"The table is covered with a table cloth and contains a French plum pudding, 5 lbs. homemade candy canes, imported Scotch buns (old-fashioned fruit cake), Edinburgh rock candy, English Stilton cheese, stuffed California prunes, glace melons, a bowl of carnations, beef in glass jars and Xmas crackers. At the ends of the window are several other dainties including American plum pudding, Scotch shortcake, brandied fruits and English candy.

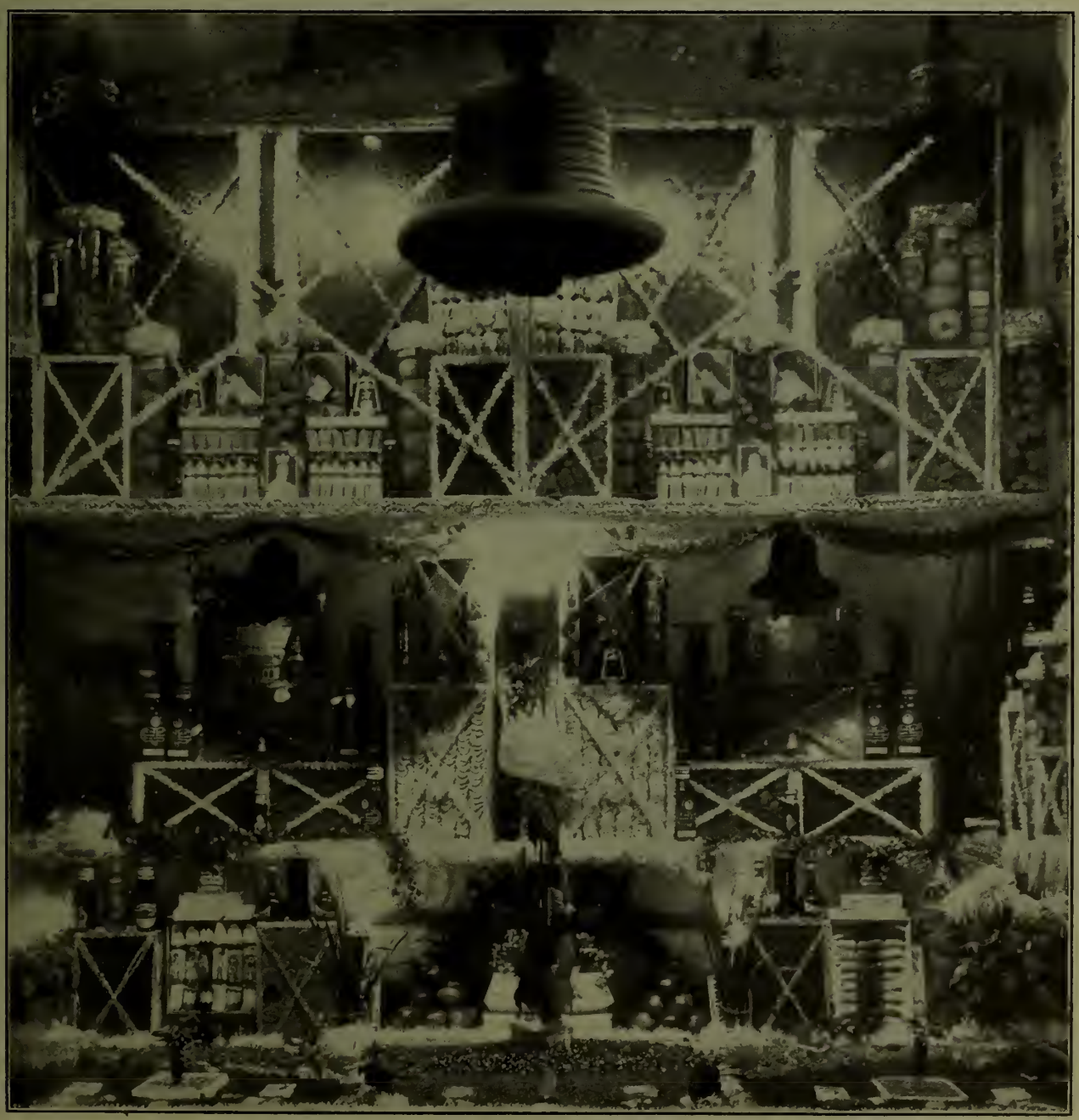
"To the rear of the table is a bronze figure with a light attached representing "purity." The curtains are made of evergreen and strung back with wide ribbon of the same color ; carnations are stuck in the evergreens and Xmas stockings are peeping out between the curtains. A holly wreath is strung up with silver hangings and ribbons on either side of the front part of the window."

The whole window is the very picture of attractiveness and its selling power with the introduction of a few handsomely written show-cards is apparently above the average. To be effective as a selling window it must draw those who study it into the store to buy. This window is also original.

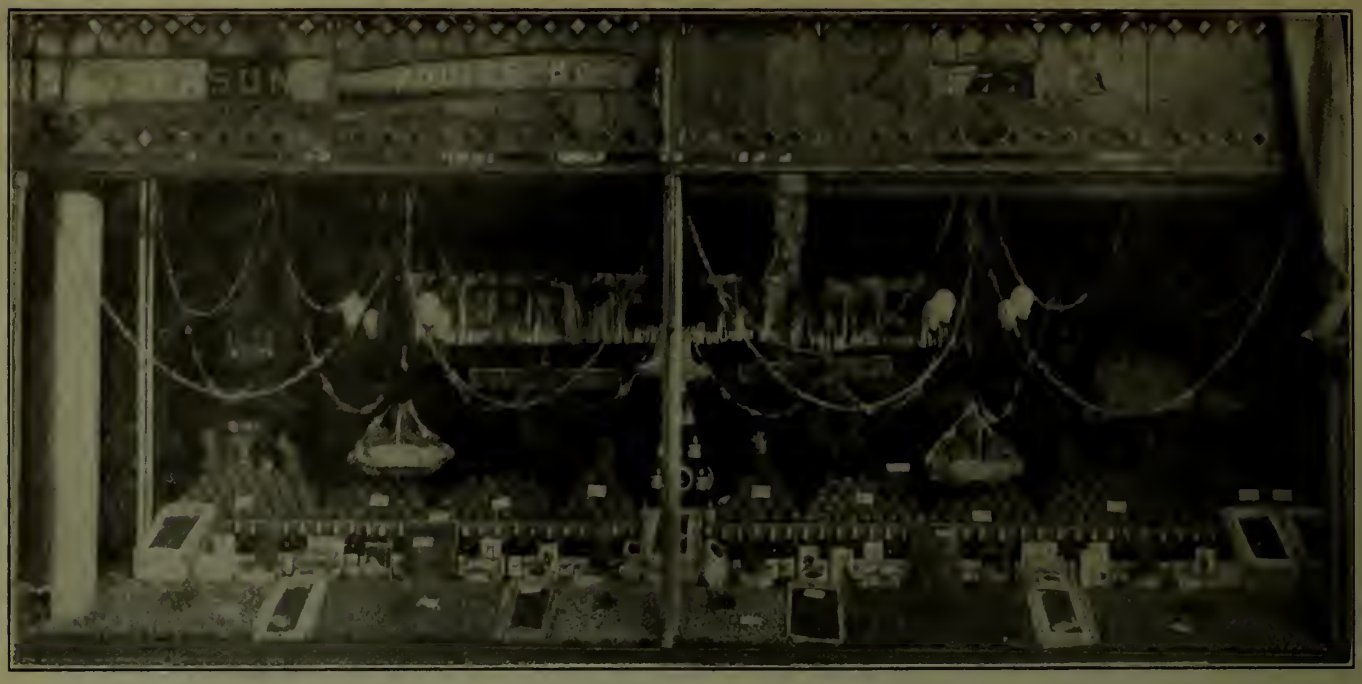
The Second Prize.

British Columbia carried off the second prize with the Christmas window of Dixi H. Ross & Co. The cut shown here scarcely does it justice as the depth is not brought out well by the photograph.

The display was arranged by Alex. McNeill, who has been with the firm several years. The floor of the window is covered with currants and sultana raisins, divided with candied peels and inlaid with boxes of crystalized fruits, cherries and fancy packages of confectionery, also bottled fruits, olives and extracts, etc., interspersed with potted flowers. The centre section of the floor is filled with cranberries and in line with that were placed rows of Smyrna figs and Arabian dates. At the back



Second Prize Window in Class I., Dress ed by Alex. McNeill, for The Dixi H. Ross Co., Victoria, B.C.



Window Dressed by L. H. Sanderson With Bruce & Sanderson, Parliament St., Toronto.

will be noticed tiers of apples, dried fruits and bottled goods, etc.; these are set in an alcove over which is built a strong shelf on which the goods are set to form the second story of the window. The alcove was lighted with frosted electric lamps, and asparagas ferns hung from above and trailed among the goods. The woodwork at the back is trimmed with white puff bunting, relieved with green; all the woodwork throughout the window was trimmed in this way, and the boxes and bottles were trimmed with tinsel, giving a pretty and bright effect.

The two upper stories of the window are filled with all kinds of Xmas dainties, and suggestions trimmed with

First Prize Window in Class II., Dressed by E. J. Kirk, for Kirk Bros., Bracebridge, Ont.

tinsel and grape vines hung here and there. The panes of glass at the back of the upper part of the window were all frosted so as to give a more seasonable effect to the display.

This window shows considerable work and planning on the part of the trimmer and certainly should have been a good trade getter. It might have been made a little better with the addition of a few price tickets.

Bruce & Sanderson's display was constructed in three steps. The first step was covered with different varieties of nuts with boxes of table raisins dividing them. For a background of the next step, Christmas wines were used and the floor filled with fancy dates, figs, bon-bons and chocolates in different sized boxes. The third step was piled with oranges of various prices. In the centre was a display of preserved fruits and two baskets of grapes were hung from the ceiling, with a background to the whole display of holly and holly-wreaths, relieved in the centre by a Merry Xmas sign. A large number of price tickets were used also.

The window of R. Higgins & Son was also a good one. It had plenty of price tickets and was carefully executed. The front contained different kinds of nuts about four inches deep backed up by raisins, crackers, table figs and dates. About two inches above were two rows of grape fruit and oranges with honey to the rear. A small Xmas tree was also used and handsome gold and silver fancy edged paper, tissue paper bells, holly and wreaths formed other pretty decorations.

Murray G. Patterson, Belleville, Ont., also dressed a fine window, particularly from an attractive standpoint. Strung from the ceiling on colored string are Almeria grapes on artificial grape vines.

Second Prize Window in Class II., Dressed by Geo. S. McKenzie, With Thos. Lauson, Ltd., Kelowna, B.C

The Runners Up.

The judges had considerable difficulty in choosing the third best window. It finally lay between that dressed by L. H. Sanderson, of Bruce & Sanderson, Parliament St., Toronto, and by R. H. Patchett, with R. Higgins & Son, Toronto, and upon the merits of the two being more closely discussed, the decision went to the former principally because of a better variety of Christmas goods having been shown, and to the fact there was a great deal of work accomplished in dressing it.

Window Dressed by Jas. N. Dempsey, With A. D. Ingraham, Sydney, C.B.

The photograph was a splendid one—unlike some of the others. It was given 30 minutes exposure after 8 p.m. The color scheme was red and green and price tickets were freely used.

For originality Walter Fitzgerald, with White & Gillespie, Peterboro, Ont., had one of the best windows. It was composed of candy illustrating a mountain with a tunnel through it, and with a river and lake, foot-bridge and road below. It was apparently a good candy selling window too.

J. W. Island, 262 Dundas St., Toronto, sent another good window for the competition. It was trimmed by C. J. Bamford. The outline was made of slats about an inch in width. The outline of a number of stars and a crescent moon were formed of the same material, the interior of the former being composed of different kinds of peel and of the moon by currants. The whole was imbedded in raisins and nuts making a pretty effect. Stockings full of candy hung over the window and evergreens above that again.

A Hamilton window dressed by Chas. E. Dore for John O. Carpenter was attractive, neatly arranged and evidently a good seller. The details, however, could not be easily seen as the photograph was taken at too great a distance away. It showed, nevertheless, a splendid store front.

Another neatly dressed window was that of Harry Ranahan, London, Ont. It contained several pyramids, including glass jars of preserved fruits, olives and olive oils, French peas, etc. A distinctive feature about Mr. Ranahan's window is the large number of high-class goods he showed in it. The nut display was presented in a half dozen cut glass jars at the front of the window, the whole display bringing out strongly the idea of cleanliness.

Space does not permit going into the merits of the various other displays,

but it is only fair to give honorable mention to those which deserve it. These are the displays of C. F. Walbridge, Belleville, Ont., Chris. J. Delany, manager of McHendry's store, Brockville, Ont., and Share & Campbell, Halifax, N.S.

Competition in Class II.

As will be readily seen from the cut of the window of Kirk Bros., Bracebridge, Ont., it compares favorably with the best in the larger cities.

The main feature of the window is the "teeter-tawter" which was in actual motion driven by electric motor, and reduced to a natural speed, this is kept going day and night, requiring no attention whatever with the exception of occasional oiling.

The mechanism was entirely concealed and looked as if it were actually driven by the riders. It will be noticed by the reader that the board is rocking over a pyramid of oranges, and to convey this idea the oranges were built up so as to touch the board. All cards and tickets appearing in this window were written by E. J. Kirk, who arranged the display and represents 9 months' practice in card writing, showing that many merchants or clerks may learn writing by spending a few minutes each day.

The second prize in this contest was won by Geo. S. McKenzie, with Thos. Lanson & Co., Kelowna, B.C.

The front portion of the window is separated by packages of currants into a number of sections which are filled with different kinds of nuts, behind which is a row of package raisins. On these are placed six glass fruit stands containing peels, oranges, lemon, citron, and shelled almonds, walnuts and California bleached sultanas. This front part is on a level or on the bottom of the window. From there to the rear, there is a slight incline. The next row at the left contains bulk currants above which is a box of raisins, next to the right are boxes of figs and dates. Behind them are spread out Valencia raisins. Here and there are boxes of crystalized fruits.

Behind this again on a level are mince meat in pails, puddings, oranges, Malaga grapes, etc. Behind each picture and stack of mince meat are package raisins and currants, which made the windows appetizing from the rear. Directly above and at the back of the window are four rows of Christmas stockings. "This window," says Mr. McKenzie, "was the best selling window I ever put in."

A Window From the Far East.

A runner up in this class was Jas. N. Dempsey, with A. D. Ingraham, Sydney, Cape Breton. In the foreground are different kinds of bulk confectionery in trays, arranged obliquely, above which are fancy boxes of chocolates.

The pyramid is constructed of Christmas crackers or properly speaking, cosaques, of bright colors, which tend to attract the eye as well as making a pretty display. Hung across the back are Christmas stockings of different sizes. On either side are arranged pails of confectionery, behind which are palms.

The price tickets are the main feature of the window, which proved according to Mr. Dempsey, to be a good salesman.

The window dressed by S. C. Bartlett, with F. W. Hutton, St. Mary's, Ont., showed careful attention to attractiveness and originality. With it, like a good many others, the photograph did not do it justice.

Other windows deserving honorable mention are those of Wm. Hyndman, Smith's Falls, Ont.; A. E. French & Co., North Bay, Ont., and D. Simpson & Co., Pickering, Ont. The latter was dressed by Allan H. Clark, and would have given a much better account of itself had the photograph been better.

The competition was undoubtedly a successful one. The Canadian Grocer desires to be helpful to every merchant in Canada, who is interested in window display and it certainly will be if the accompanying windows are carefully studied.

Retailers Behind the Times in Matters of Credits

So Maintains Simcoe Grocer, Who Points Out Lesson From Wholesalers Who Have Shortened the Terms—In Many Respects Grocery Trade is in Healthier Condition Than a Few Years Ago—Better Business Men and Work of Trade Journals Responsible.

By a Simcoe Retail Grocer.

With the advent of a new year, I wish to say a few things to my fellow grocers in Canada. In the first place I wish to utter words of praise for your most excellent trade journal. A trade journal is as necessary to the up-to-date grocer, as a medicine chest is to a medical man.

There is not a grocer in Canada but can make several times more than the subscription price by reading and giving thought to what he reads. When I started in business several years ago, everything in the grocery trade was upside down, everybody trying to see who could sell the cheapest. In many cases the consumer got trash. To-day the grocery trade is in a fairly healthy condition, thanks largely to your trade journal and more brains behind the counter. To-day the public are better served, have better stores at which to trade, and are receiving better goods. In fact there has been quite an improvement in the last fifteen years.

There is always room for more improvement. Would it not be better for the retail grocers instead of growling about the shortening of wholesale credit to take a leaf out of the wholesalers' book and do likewise—shorten retail credits. It must be apparent to every retail man that the wholesalers' loss is much reduced by the shortening of credits.

If this is true of the wholesale trade why would it not be true of the retail trade? If every grocer would make an honest confession he would say, he had lost more customers by allowing them unlimited credit than by sharp collections. Is it not rank injustice to us that we often allow our customers to run our credit business instead of running it ourselves, allowing them to have goods and pay when they get ready?

This is the way many retail credit businesses are run to-day. Conditions are such that this is no longer necessary. Have we any right, and are we doing ourselves justice when we allow Mr. Jones to owe us money for a year because he has bought a house and lot or this and that? Is it not something like buying it for him?

If the retail terms of credit were placed on a business basis and made as systematic as the rest of our business the losses from bad debts would be minimized.

If a customer gets paid by the week for his work see that we get our pay in full for our account at that time or quit doing business with him. If we grocers buy anything from a farmer, he wants his money—not in two months or a year, but spot cash—and the same if we have any work done for us. If we buy from the wholesalers, they want their money according to their terms of credit, and justly so. Then why should we give three months', six months' or a year's credit? It is nonsense and we are to blame.

ADVANCES IN COFFEE.

In reviewing the market changes in Brazil coffees the New York correspondent of the Tea and Coffee Journal, says that a year ago Rio No. 7 was quoted on exchange at 6⅛ cents, and before the year closed the quotation advanced to 8½ cents, showing an increase of 2⅜ cents. The advance in the Santos market was not so marked, the quotation being 8⅜ cents last year and 9¼ cents this year, a variation of ⅞ of a cent. The difference in the advance of Rio and Santos is attributed to the fact that low-grade Rios have become somewhat scarce and are needed for certain brands of low-grade coffees. This is due in part to the operation of the pure food law in shutting out all coffees grading below an 8, and also to the fact that Rio coffee is not so much in favor as heretofore. The Santos crop fell short of early estimates, and is of smaller bean than usual. This crop has been hurriedly marketed, so that instead of shipments being made during the twelve months the limit of 9,500,000 was reached in less than five. The smallness of the bean is due in part to haste in gathering the crop.

Concerning the Retail Salesman and His Work

The Serving of Apprenticeship by Clerks—D. W. Clarke's Communication to the Canadian Grocer Referred to—The Serving of Time Behind the Counter Considered Advisable.

By L. C. Mortimer.

There was a communication in a recent issue of The Canadian Grocer from D. W. Clarke regarding the apprenticeship of clerks, which must prove interesting to readers of the paper, and which should be thought over carefully. It seems to me that the best way to raise the standard of any calling is to raise the standard of the manhood in the calling. In fact, it is the only way, for there is no vocation in life worth anything without the personality. This is true in either of the realms of business or professional life.

A few years ago there passed away in Chicago a great man, who ever since has been known as the "Merchant Prince." The influence of that one man in raising the standard of the retail business can never be fully estimated. There is no more noble business endeavor in the world's commercial arena than that of the retail merchant, simply because of the opportunities that that business affords, as was demonstrated by the life of Marshal Field.

But how is the standard of the retail business or any one section of that business to be raised? Have all ideals been exhausted? and are there no more fields to be won? The trade is surely too great for that, and its greatness consists in the fact that there are opportunities undeveloped and resources undiscovered. It is obvious, however, that the presence of an expert in any business is essential to insure the most effective development of that business. The grocer, for instance, must spend years of patient toil to acquaint himself with every phase of his business. He must pass through the experiences of other men—his predecessors in the business, before he himself can contribute anything to the trade out of his own experience. It would seem then that it would not be for the best interests of the grocery business as a whole, that a grocer should have control of a grocery business before he is thoroughly competent to do so. If he has not passed through the training necessary to equip himself with that efficiency by which the trade is standardized, is he not weakening in some sense the standard of the business in which he participates?

This is a great question. Should a clerk serve his apprenticeship thoroughly before he is dignified with the name of a retail grocer? The clerks, who, by the way, are in the majority as to numbers, naturally say "no," but it is interesting to note that the merchant, once he gets there, invariably says emphatically "yes."

The merchant may or may not have served a rigid apprenticeship himself, but he sees the absurdity of paying a clerk top wages, who cannot weigh a pound of sugar properly, or who cannot open the door politely for a customer. If by such a practice, the merchant concludes that his own business is demoralized, he is justified in believing that the trade, as a whole, cannot be built up so long as such principles are in vogue.

Charles W. Waring, manager of Robinson & Co.'s grocery department, Winnipeg, who served a thorough apprenticeship in England, said recently that it was a difficult thing to get good clerks, and the reason for it lies in the lack of an apprentice system. "I have had clerks," he said, "that it was a pleasure to watch, waiting on a customer; they were trained, they were clean, saving of goods, polite, always secured an extra order if possible, and in every way contributed directly to the development of my business. At the same time I have had clerks to whom I paid almost as much, who daily drove away business. They were all good felows, but the poor clerks lacked that discipline which comes with apprenticeship."

Just what apprenticeship means always depends upon the connection in which it is used. Apprenticeship as a mechanic means one thing, and as a grocery clerk another. In any case it means the saving of time to master every phase of the special line of work where efficiency is a first requisite. Whether it is a prime requisite in the grocery business is the question before us. That it is necesary for competent clerkship seems to be evident. It might be further argued that for the security of the public health and comfort, the inexperienced man or woman should not be allowed control of a grocery business, and that the wholesale and manufacturing industries of our country should not be jeopardized by allowing those absolutely void of business training or inherent business ability to become responsible for a grocery business.

EGG RECEIPTS AT MONTREAL.

Many provision dealers have the idea that the receipts of eggs at Montreal during the year, 1909, were smaller than during 1908. But this is not so, as the following table indicates :

Jan. 1st to Jan. 1st—

	Receipts. Cases.	Shipments. Cases.
1907	213,922	28,175
1908	236,961	10,377
1909	252,579	398

The Board of Trade returns in Montreal give total receipts from May 1st to Jan. 1st, and these led to the popular belief that the receipts were greater in 1908 than in 1909.

ANOTHER MERCHANT PROTESTS.

Time to Take Action Against Co-Operative Bill Now In the House of Commons.

Editor Canadian Grocer.—I was much pleased to see the letter in The Grocer a couple of weeks ago from "Time-to-Act," regarding the Co-operative Bill now before the House of Commons, and I think we Canadian merchants should at once get together as far as possible to prevent it going through.

Can anyone tell me why we elect members of parliament, primarily to look after our interests, and then have to spend time and money every year to protect ourselves against the injury they would do us if they were allowed to have their own way? For several years an attempt was made by a crowd to secure special privileges to promote these co-operative stores, which would have been granted by our trusted representatives, had it not been for the determined fight on the part of the retail merchants of the Dominion. If this legislation were asked for by any class of people, other than the promoters, there might be some excuse, at least, to investigate the matter, but when members of parliament support a bill so directly in opposition to the retail trade, with no advantages to any one, except the schemers of a syndicate, then it is time for the merchants and the people in general to wake up and find out what it is that influences the men who are entrusted with our affairs in Parliament.

Will the merchants for one moment allow a rich syndicate to have more influence with their own members than the people whom they represent? Will the merchants continue to vote party or will they decide to elect men whom they can trust?

Imagine a member of parliament recommending the retail merchants to retain, at a large fee, in adition to his parliamentary allowance, a lawyer member to look after their interests. Think of it again. You elect your member, and then hire a lawyer to watch him. This looks ridiculous, but it is no more ridiculous than to spend time and money to keep your own member from voting away your own interests.

A DISGUSTED VOTER.

Regina, Sask., Jan. 18, 1910.

OFFICERS FOR 1910.

The Montreal Produce Merchants' Association held its annual meeting last week, when the officers elected for the ensuing year were :

President—J. A. Vaillancourt.

Vice-president—John A. Gunn.

Treasurer—Richard Gray.

Executive Committee.—Ed. Denning, A. McCullough, P. W. McLagan, John H. Scott.

Arbitration Committee—A. A. Ayer, R. M. Ballantyne, A. J. Hodgson, Arthur Jones, W. H. Olive.

J. A. Vaillancourt was unanimously chosen as the association's nominee for election to the council of the Board of Trade.

The Canadian Grocer

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THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - PRESIDENT

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WINNIPEG - - - 511 Union Bank Building
Telephone 3726
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VANCOUVER - H. Hodgson, 11 Hartney Chambers
ST. JOHN, N.B. - - - - - W. E. Hopper

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PUBLISHED EVERY FRIDAY

ORDERS FROM WEST INDIES.

The first bunch of new subscriptions from our special West India solicitor, D. Williams, came to hand on the 18th inst. There were 25 in the lot, and they all came from Hamilton, Bermudas, and were the result of three days' work. Not so bad in view of the fact that the MacLean publications have already a good circulation in Bermudas.

Mr. Williams says that the MacLean Trade Newspapers and Magazines are held in high esteem and he intimates that he did not find it a difficult task to take subscriptions from those who are not already on our list. Mr. Williams' letter was dated January 14th, he having arrived at Hamilton on the 11th. This is the first stage on his three or four months' journey. He has certainly struck a good average, and he is not through with the Bermudas yet.

"They are," he writes, "a wonderfully friendly people, while the climate is magnificent. It is pleasant to see at this time of the year vegetation green and flowers in bloom everywhere. The first crop of early potatoes is about off."

DON'T ECONOMIZE ON WRITING PAPER.

Now and again manufacturers and jobbers receive complaints from merchants that their communications are unanswered, or at least are not answered promptly, and that goods ordered are delayed in shipment. Opprobrium is then heaped on the jobbers' and manufacturers' heads for allowing such a condition to exist.

But the jobber and manufacturer resent this aspersion, and state that there is something to be said on their side, holding that the blame for delay should really be charged against the merchants themselves. They say that in every case they do their best to hurry out the goods, but the retailers' habit of writing an order, making a complaint, enclosing a remittance, and asking a query about goods—all on one sheet of letter paper—is the little thing that blocks the cogs in the wheel of business and causes mistakes.

In all large mercantile establishments where the daily mail is heavy it devolves on some one person to open and sort the mail. Remittances and money enclosures are sent to the cashier, orders to the order department, complaints to the manager, and inquiries to the sales department. Now if these four subjects were written on four separate sheets of paper, say the jobbers, they would all receive immediate attention and all at the same time, enabling a reply to be sent promptly. But instead the letter goes the rounds: to the cashier, order department, manager, and sales department, with a good chance of it being held up anywhere en route. There is a consequent delay in replying to the letter and in sending the goods—all because of a desire to save a little writing paper. This is false economy, and business men should be above it. Paper is cheap and delays are costly.

BEAN PRICES FIRM.

Judging from the production of beans in Canada last year, one would probably have thought that beans now would have been cheaper than at this time last year. But such is not the case and it is not likely they will decrease to any appreciable extent if they decrease in price at all.

The estimated bean production in Kent and Elgin counties, Western Ontario, in 1908 was 856,800 bushels, this being about 20 per cent. in excess of the preceding year.

They were, however, of a better quality. The consumption of beans throughout Canada has increased considerably during recent years, large quantities being necessary to supply mining, construction and lumber camps. These facts taken into consideration have much to do with keeping up the prices. Also there are a lot of beans in the hands of well-to-do Kent and Elgin farmers who do not have to sell until prices suit them and this, with a brisk demand from Quebec, Eastern Ontario, Northern Ontario and from the Canadian North-west, will tend to keep them firm.

At present there seems no reason to expect lower prices, and if a change does occur it will likely be to a higher market.

TOO MANY CUSTOMERS.

Retail merchants throughout Canada experienced a good Christmas trade. If anything it was above the average. Probably none of them, however, found customers too numerous to accommodate. According to a well-known Canadian business man, who has just returned from a three months trip in Central Europe, there was at least one day in Berlin, Germany, on which there were too many customers for the comfort of the retailers.

It is the custom in Berlin, and has been from time immemorial, to allow the retailers to keep their stores open on two Sundays preceding Christmas Day. On December 12th, the first of these days, the crowd of shoppers on certain streets became so great that business was brought to a stand-still. The current of trade was actually choked. Not only were the stores packed, but the streets from curb to curb were in a similar condition. The Canadian business man, who was a witness of the scene, says that about 4 o'clock in the afternoon the police were called out and the stores emptied of the crowds. He said that the shoppers appeared to be imbued with the idea that unless they hurried they would have no chance of buying Christmas goods. It was simply a panic and the only remedy was to close the stores.

The same gentleman is authority for the statement that Christmas shopping was good throughout Central Europe. One day he picked up, in Cologne, a newspaper urging people to do their shopping early in order to prevent a crush. This reminded him of the custom which has come into vogue in Canada during the last few years.

They were experiencing, he said, good shopping weather in Central Europe, and in Bohemia there was four feet of snow.

COMPARISON OF SUGAR PRICES.

It is interesting to note the changes that have occurred during the year in the refined sugar market. Willett & Gray's recapitulation gives some interesting figures showing the ups and downs in the market, the highest and lowest prices and comparisons with other years.

Granulated, the standard of refined, opened the year at 4.50c per pound net cash, declined to 4.30c. in February, advancing from 4.45c. to 4.80c. in March; advance continued to 4.90c. in April;

declined in May to 4.70c., and in June to 4.60c. and recovered to 4.75c. and then with slight reactions advanced to 5.00c in September, closing the month at 4.85c.; October, 4.85c to 4.90c.; November, 4.90c. to 5.00c.; December, 5.00 to 4.80c. at the closing of the year.

The highest price was 5c. per pound in September; the lowest being 4.30c. per pound net cash in February.

The average price of granulated sugar in 1909 was 4.765c. per pound, against 4.957c. in 1908; 4.649c. in 1907; 4.515c. in 1906; 5.256c. in 1905; 4.772c. in 1904; 4.638c. in 1903; 4.455c. in 1902; 5.05c. in 1901 and 5.32c. in 1900, all net cash.

The average difference between raw and refined in 1909 was .758c. per pound, against .884c in 1908; .893c. in 1907; .829c. in 1906; .977c. in 1905.

The average price of granulated for the past ten years is 4.838c. per pound. The average difference between raw and refined for the past ten years is .873c. per pound, or .115c. per pound more than in 1909.

The highest price of granulated sugar since July, 1897, was 6.00c. per pound in March, 1905, and the lowest, 4.21c per pound in November, 1902.

These figures show that during the last 10 years the highest prices were in 1900, the average price per lb. being 5.32 cents.

MERCHANTS MUST KEEP BOOKS.

What is probably the first conviction in Canada under Section 417 of the Criminal Code which requires every merchant to keep a set of books, was recorded at Toronto last week when Judge Denton imposed a fine of $50 on a merchant tailor who admitted that his debts exceeded $1,000 and yet he had no proper system of keeping records of his transactions. The tailor had misrepresented his business position to a jobbing house and although no goods had been secured as a result of the false statements, the judge imposed a fine on the charge that no record of his business transactions had been kept.

The section of the criminal code dealing with this matter reads as follows:

> "Everyone is guilty of an indictable offence, and liable to a fine of eight hundred dollars and to one year's imprisonment who being a trader and indebted to an amount exceeding one thousand-sand dollars, is unable to pay his creditors in full, and has not, for five years next before such inability, kept such books of account as, according to the usual course of any trade or business in which he may have been engaged, are necessary to exhibit or explain his transactions, unless he be able to account for his losses to the satisfaction of the court or judge, and to show that the absence of such books was not intended to defraud his creditors."

The decision is an important one affecting every business man, tending to compel every retailer to conduct his business along modern lines. The law cannot compel men to be honest but it can at least provide machinery requiring a certain degree of that quality.

MERCHANTS SHOULD DEAL AT HOME.

There are some newspapers throughout the country bold enough to advocate that the citizens patronize their home towns by buying from their home merchants. Others are not, for some reason or other, and if the merchants only tried they could have the newspapers vigorously support them in their attempts to keep trade at home.

But some merchants do not practice what they preach. A grocer often, rather than buy his boots from the boot and shoe dealer across the street, will send to the mail-order house for them.

In this connection the Bracebridge Gazette is to be commended for its stand. It says that no town can be permanently prosperous in which the citizens and tradesmen, dependent on each other, do not patronize each other. The merchant wants a harness, for instance, and although his neighbor is a good harness maker, and trades with him, he imagines he can save fifty cents by sending to another city or state for his harness. The harness maker, in turn, sends away for his groceries, boots, shoes and clothing. The shoemaker sends away for his coat, and the tailor sends away for his boots, and so it goes.

As a result the farmers coming in to trade, see all the tradesmen sending to other places for goods, because, they say they can save money by doing so, and to the conclusion that they, too, can do better elsewhere; and then everybody is growling about hard times and no business. No wonder. The business men themselves turn the tide of trade elsewhere, for if they can supply themselves to better advantage by depriving their neighbor of their trade, others learn to try the same experiment. It is a dangerous one to inaugurate. Ten dollars is lost where one is saved, because the entire business of the place is dwarfed and hampered thereby.

The fact is, but little is ever made in going away to trade, and oftener, counting all expenses, there is a loss. Show us a town in which the people make it a rule not to send away for anything they can get at home, and we will show you a town in which the business is lively, and everybody buys, and trade is centreing from abroad. Prices are low and the tradesmen patronize each other, having no suspicions that confidence will be abused.

Let it once be understood that the business men of any town are in the habit of sending abroad for purchases, and the business will languish. Having no confidence in each other, how can they expect others to have confidence in them? No, that's not the way to build up a town. Patronize each other and keep all your business at home.

FIRE INSURANCE SUGGESTIONS.

It is good business judgment for a merchant to keep his property insured to the amount of eighty per cent. of its value and it is wise to make careful and true statements of all true conditions; ownership, chattels, lease ground, etc. Taking in a partner or transferring insurance should be at once reported to the company for approval, as well as keeping the company advised as to additional insurance taken.

Report all hazards the property may be exposed to, even after the policy is written.

When a fire occurs report it in writing at once and then look after and protect the property saved from further loss and damage. Many insured persons have suffered loss by neglecting to comply with the requirements of the policy immediately after a fire. Separate the damaged from the undamaged property. Make a careful inventory of both, stating the cost and damage claimed under each article, extended alterations made necessary to the store, prolonged vacancy, sale and storage of hazardous goods, etc. Be sure to get a standard fire insurance policy form when insuring your property. Then utilize your leisure time to inform yourself of the conditions of your policy.

By all means have a fireproof safe. Take an inventory of your stock each year. Keep daily sales account, also book all your purchases. Keep account of expenses and moneys withdrawn from the business. When you do this, you will have no difficulty to establish your loss and to get the same promptly and satisfactorily settled. Outside of the assistance to adjust your fire loss, a full accounting of your business kept in your books will pay you largely and will put you in a position to keep tab on your financial situation and help you make a larger success of your business.

Practical Methods Used in Retail Grocery Stores

Carrier Pigeons Bring Back Grocery Orders—Brantford Grocer Opens New Store With Big Reception—A Confectionery Department Opened by a Peterboro Merchant—An Advertisement on the Letter Head — Trying out a "Dunning" Wagon.

Pigeons Carry the Orders.

Pittsburg, Pa., Jan. 18.—Harry Harm, a Columbia, Pa., U.S.A., grocer, used to take a half-day to gather his orders from the surrounding country, a half-day to fill them, and a half day to deliver ; but now, thanks to a fine lot of pigeons which he carries in a crate on his wagon route, the work is done in one day. After he secures a few orders he takes the thin duplicate order slips, makes them up into a roll, and attaches it to a pigeon's leg. As soon as it returns to its loft the clerks relieve it of the orders. As a result, when Mr. Harm returns to his store the clerks have the goods all ready for delivery.

Reception Idea Spreading.

Brantford, Jan. 18.—One of the really good features, both from the standpoint of advertising and securing the good will of customers, which has been introduced in this city recently is the formal reception idea. Alf. Patterson, when he opened his enlarged and remodelled grocery in William Street, decided to make an experiment along this line. He advertised that on the opening afternoon and evening his premises would be open for inspection, and customers and visitors were cordially invited to pay him a call. A large number availed themselves of the opportunity. When they arrived they found an orchestra, discoursing sweet music, attentive assistants busy serving refreshments, and the entire store presenting a most delightful and attractive appearance. The affair for days was one of the principal topics of discussion among the people of the locality.

The scheme seems to be an excellent one, provided a dealer has new premises or a brand new stock to display. The cost, too, is trifling, as compared with the lasting benefits which are possible from following such a course. The public admires the spirit and enterprise which are necessarily behind such plans. And besides it likes novelty. There is a variety of lines along which the reception idea could be carried out. It would not be necessary, for example, to serve refreshments nor would it be required of every grocer that he engage an orchestra. Other features could be adopted with possibly equal success if properly worked out. The great object is to advertise the store and get it before the public in such a way as to make a favorable impression.

Special Department for Confectionery.

Peterboro, Jan. 19.—In looking over their business of the past year, White & Gillespie have found most satisfactory results from the handling of confectionery, and as a result have set apart a section of their store to meet the increased trade in that respect. They began this department with an odd order or two of chocolate buds, chocolates, etc., while fancy confections found favor with the public, and as the demand increased the supply was necessarily proportionate. The section devoted to canndy is not large, but it is compact and adequate. A show case has been set apart entirely for confectionery, and the shelves behind it bear only candy. The sweet goods are therefore practically apart from the general groceries, the display is a pleasing one and but few customers fail to fall victims.

A Letter-head Advertisement.

Sherbrooke, Que., Jan. 18.—May & Houlahan, grocers of Sherbrooke, make good use of the space at the top of their letter head without spoiling its appearance. To the upper left hand corner where there is plenty of room, they give in a vertical list under the heading "Our Specialties," four high-class brands of goods including pickles, sauces, etc., biscuits, canned goods and coffee. This little ad. undoubtedly creates a favorable impression on the prospective purchaser who may happen to receive a letter from this firm, and will tend to hold regular customers who want only first-class goods.

To Try a "Dun Wagon."

Stockton, Cal., U.S.A., Jan. 17.—The merchants of Stockton, California, have arrived at the point where they believe that delinquent customers should be handled without gloves. A plan which has been tried before, but which it is said is new in the western country, is being given consideration by the dealers in the above town and it is altogether likely that in the near future, what will be known as a "dun wagon" will be a familiar sight on the city's streets.

Distinguishing marks of a conspicuous nature, indicating the purpose for which the wagon is used, will make it an unwelcome visitor and it is figured that its existence will have a great moral effect upon those debtors possessed of any self-respect.

It will be interesting to know with what success this innovation meets in the western city.

Departure From the Calendar.

Brantford, Jan 18.—It may be rather late in the season to discuss Christmas gifts of grocers to their customers, but the "over-doing" of the calendar idea during the past month in many centres naturally suggests that there may be some remedial measures which may be worthy of consideration as a working basis for the next Yuletide season.

"Why is it that ninety-nine per cent. of the grocers of the country imagine that calendars are the one thing that their customers want for a Christmas remembrance?" remarked a retailer the other day. "Probably few of them can answer. The calendar craze has grown to be a habit and is followed from year to year as a matter of course. That is the only explanation. The consequence is that nearly every householder has more calendars from the grocer, butcher, baker and a half dozen other functionaries than she knows how to handle.

"I would advise grocers to get away from the beaten path and be original. Let the other fellow give the calendars. You get something better, it matters not wat ; anything will be welcomed for a change. Originality is just as important in a grocery business when it comes to handing out Christmas presents as it is in faking up stories of imaginary dashes to the north pole. What is better than calendars? That depends somewhat on the contemplated outlay and the field. Every grocer should remember his customers if he can, but he should study their needs, and so far as possible give them something original, attractive, useful and novel. Gifts of this nature need not be expensive so long as they make a hit."

Economic Store Lighting.

Peterboro, Jan. 19.—The problem of economically lighting his store concerns every practical grocer, particularly during the winter season and in this respect the experience of one member of the trade may be of interest. He had been using the ordinary 16 c.p. and 32 c.p. lamps on all floors of his establishment, but was not entirely suited. The new Tungsten lamp appealed to him from an economic standpoint, and also because of its bright light. He had thought of installing a number of arc lamps, but after a little consideration decided upon the Tungsten. That was about six weeks ago, and up to the present he is highly pleased with the change. He finds that his store is uniformly lighted throughout, that the quality and brightness of the new light is not inferior to the arc lamp, and it is just half as cheap as the latter.

Some Duties of a Proprietor.

Charlottetown, P.E.I., January 18.—There is one merchant here who is particularly anxious that he stand in well with the customers who deal with him. He wants to do this not only on his own account but because he wishes to deal fairly with his salesmen.

"If the head of a concern," he says, "is not liked by the public, it seems to cast a damper over the salesman's chances and handicaps him to a large degree. If the salesman has good personal qualities he can secure and hold considerable business through his own individuality, but there is always a large majority who will not deal with a concern that does not have a good reputation, which can only be obtained by having good character in all departments."

Attention to Assortment.

Hamilton, Ont., Jan. 18.—Assortment is something that every merchant should give particular attention, as it often serves to prevent business being transacted with the mail-order houses.

A Hamilton merchant in expressing his views on this question says :

"In buying goods, pay particular attention to the assortment. You cannot carry as large a stock as some stores, but care in buying the assortment obviates the difficulty greatly. A well selected stock is of more worth to you than double the stock illy assorted.

"Many grocers lack judgment and fail to follow even the slightest premonitory symptoms of good judgment. No rule can be laid down for buying. No two dealers can base their buying upon the same principles because different conditions rule different stores ; yet, it is simple enough, it seems to me, for a retail grocer to exercise wisdom in buying assortments of goods. He has an absolutely safe and positive rule to go by, namely, his own experience. Every dealer knows what kind or line or brand of goods goes the best in his town or section, and he is safe in basing his judgment in buying upon the average demand of his customers.

"No dealer, however, can follow a perfectly straight line throughout the year in purchasing goods. If, for instance, during the Christmas season he does not augment his stock of raisins by some of the finest cluster raisins the chances are that his old customers will cross the street to the other store where better and more seasonable judgment has been used. I do not mean to say that a grocer should always buy the same goods ; on the other hand, he should with nice discrimination try new brands and new kinds, new varieties, calling the attention of his customers to the same, and if they are liked put in a moderate stock. If these go it is easy to buy more goods, but many grocers make the mistake of laying in a heavy stock at once, before they are sure as to the extent of the demand, hence, they often 'get stuck,' as the saying is. Public taste is very fickle, and the grocer should be careful to move cautiously until he is sure whether the demand is to be lasting or only temporary."

WHY QUALITY WAS POOR.

More About the Proposal to Ship Currants on Consignment.

Editor Canadian Grocer.—We have received the following letter from a Patras, Greece, exporter of currants, which applies to a recent article in your paper regarding the quality of some of the goods from the European markets: "I beg to acknowledge receipt of your favor of the 8th, with the enclosed cutting from The Canadian Grocer, for which I am much obliged.

"If Canadian dealers get poor quality of currants from Greece they have only themselves to blame and certainly not the shippers, especially the respectable ones. They always make it a point to snap at the cheapest offers, no matter wherefrom they proceed, and it stands to reason that under the circumstances they certainly can never expect to get good serviceable fruit suitable for their requirements. Evidently your buyers are not so very articular about quality, and if such poor stuff as the sample you sent us passes muster, we naturally come to the conclusion that it is just the quality that suits them, and for this very reason, we ourselves suggested that we ought to follow the example of some of our neighbors in order to take a share of the Montreal business, seeing that by offering what we consider as good quality and genuine Fine Filiatra, we cannot make any headway.

"I may further add that it seems to me rather extraordinary that your buyers are pleased with the supplies they get from New York, considering that the fruit shipped to that market is, as a rule, the cheapest in the market in this side, and certainly inferior to the Fine Filiatra we have been offering so far to the Canadian markets without success. Your buyers surely ought to know that good quality cannot be obtained at the cheapest price. Let them apply to the proper quarter and pay the right price and then, and only then they will have a right to complain if they do not get what they contracted for.

"As to the expectation of the author of the article in question that currants in future will have to be shipped on consignment, he may rest assured that there is not a ghost of a chance of it ever being realized, as shippers on this side know well enough and to their cost, that in nine cases out of ten the returns of such consignments are invariably the very reverse of satisfactory and even ruinous some times."

"SUBSCRIBER."

Montreal, Jan. 18, 1910.

ESTABROOKS' COFFEE.

Proprietor of Red Rose Tea Adds New Department to His Business.

T. H. Estabrooks, of St. John, Toronto and Winnipeg, proprietor of Red Rose Tea is extending his business to coffee, and is now putting on the market in the Maritime Provinces, a coffee to be known as "Estabrooks' Red Rose Coffee." The new coffee is to be crushed, not ground. This is said to be the latest and most approved method of preparing the fragrant bean for the pot. The whole bean is passed between serriated steel rollers. This reduces it to grains of uniform size and the portion of the outer skin that remains in the eye of the bean after roasting is drawn off by air suction, leaving the coffee free of all skin or chaff.

Mr. Estabrooks is packing only one grade, to retail at 40c, intended to meet the requirements of particular people. It is put up only in sealed tins. Preparations for this undertaking have been under way for a year, and an up-to-date plant for the roasting, crushing and packing of the coffee has been installed.

CALENDARS FOR 1910.

The Essex Canning and Preserving Co., Essex, Ont., have issued an elaborate calendar—one of the most costly that has found its way to the office of The Canadian Grocer this year. The illustration is a representation of an original painting by Wm. Thorne, A.N.A., entitled "Elizabeth," the picture alone being over twenty inches in length. Attached to the calendar is a small booklet referring to Wm. Thorne, with an educative talk on painting.

TRADE NOTES.

The Weir Company, general merchants, Kingsville, Ont., has assigned to Richard Tew.

A. G. Snowdon, of Snowdon & Ebbitt, Montreal, has left for a business trip to Europe.

The Calgary branch of the United Commercial Travelers, held the first "At Home" of the season recently.

The Toronto Retail Grocers' Association intend holding their 30th annual at-home on Wednesday evening, Jan. 26th. The event will be held in the Temple Building. J. C. Beaumont, 29 Bathurst St., Toronto, is the secretary of the association.

Fire broke out last Thursday night in the store of E. C. Clark, Orangeville, Ont., and caused some loss to the stock. The business had just been purchased by A. J. Smith, Toronto, who was to take possession on Monday last.

Lorenzo Bourbonnier, grocer, 466 Delorimier Ave., Montreal, has been arrested, charged with infringement of a milk trade mark. The complainant was the Guaranteed Pure Milk Co., who allege that accused was using their bottles and filling them himself.

MOLASSES IMPORTATIONS.

The importations of molasses into Halifax for the year just closed from Porto Rico and the British West Indes were as follows:—

	Puncheons	Tierces	Barrels.	Packages.
Antigua	1,366	133	79	1,578
Barbados	12,921	1,181	1,947	16,049
St. Kitts	1,152	29	1,371	2,552
Trinidad	2,230	1,114		3,344
Demerara	150			150
St. Vincent	378			378
St. Lucia	52	6	477	535
	18,249	3,463	3,874	24,586
From Porto Rica		2,134		2,134

SIMCOE
Strawberry Preserves

JARS		per dozen—f.o.b. Simcoe
3-4's	Pure Strawberry - - -	$1.35
1's	Pure Strawberry - - -	1.70

Cases contain 2 dozen each.

Gross weights, 3-4's, 38 lbs.; 1's, 48 lbs.

Simcoe Strawberry Preserves are guaranteed to be absolutely pure, made from FRESH

Strawberries in season and the finest quality granulated sugar

Nothing but Strawberries and Sugar

Encourage Home Industry by buying HOME-MADE goods instead of IMPORTED

CANADIAN CANNERS

LIMITED

Hamilton - - - Canada

The Markets — Rise in Sugar Prices Materializes

Market Up 10 Cents Per Cwt. With Prices Still Firm—Tea Market Strong—Future Rice May Be Lower.

See also Provisions.-Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Sugar—10c higher.
Coffees—Firm.
Almonds and Filberts—½ to 1 cent higher.
Future Rice—20c lower.

Montreal, Jan. 20, 1910.

Markets, taken generally, are firm or higher. This goes to prove the prophecy made in a recent issue, that 1910 would be a banner year for the grocery trade. Most of the standard lines are increasing in demand, some of them even at increased prices. Sugar is up 10c, a rise which took place last Friday, just too late for last week's issue. Crops are reported good from most countries, particularly the cane crops in the West Indies, and teas in Japan and Ceylon. It seems as if with the general feeling of prosperity pervading Canada, and plentiful supplies of foodstuffs coming in, everyone should do well this year from the importer and manufacturer to the retailer. Owing to the poor quality of last year's crop of walnuts, sales have fallen off considerably. Otherwise conditions seem to be satisfactory.

SUGAR—Sugar went up 10c last week, just too late for our issue of Jan. 14. This rise has been expected for some time past, owing to the condition of the raw market. Prices on raw sugars have been soaring for some time with only temporary lulls. Sales continue good at the increase and give stability to present prices.

Granulated, bags	4 80
" 20-lb. bags	4 90
" Imperial	4 55
" Beaver	4 55
Paris lump, boxes, 100 lbs	5 60
" " " 50 lbs	5 70
" " " 25 lbs	5 90
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls	5 50
" " 100 lb. boxes	5 60
" " 50 lb. "	5 70
" " 25 lb. "	5 90
" " 5 lb. cartons, each	0 37½
Extra ground, bbls	5 25
" " 50-lb. boxes	5 45
" " 25-lb. boxes	5 65
Powdered, bbls	5 05
" 50-lb. boxes	5 25
Phoenix	4 80
Bright coffee	4 75
No. 3 yellow	4 65
No. 2 "	4 55
No. 1 " bags	4 40

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES.—Considering the time of year the demand for both lines is good. Several shipments of small lots of molasses have been received lately, and have been quickly absorbed. The situation appears to be satisfactory to local men.

Fancy Barbadoes molasses, puncheons	0 40 0 42
" " " barrels	0 43 0 45
" " " half-barrels	0 45 0 47
Choice Barbadoes molasses, puncheons	0 38 0 41
" " " barrels	0 41 0 43
" " " half-barrels	0 43 0 45½
New Orleans	0 27 0 28
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03¾
" ½-bbls	0 03½
" ¼-bbls	0 03¾
" 38½-lb. pails	1 80
" 25-lb. pails	1 30
Cases, 2-lb. tins, 2 doz. per case	2 50
" 5-lb. " 1 doz. "	2 85
" 10-lb. " ½ doz. "	2 75
" 20-lb. " ¼ doz. "	2 70

TEA—Teas are in good demand at present, particularly Japans and Ceylons. Prices are firm, with a higher tendency. Reports from Japan seem to indicate a large crop this year unless something untoward happens meanwhile.

Choicest	0 40 0 50
Choice	0 35 0 37
Japans—Fine	0 32 0 37
Medium	0 27 0 30
Good common	0 22 0 25
Common	0 20 0 22
Ceylon—Broken Orange Pekoe	0 21 0 40
Pekoes	0 20 0 22
Pekoe Souchongs	0 20 0 22
India—Pekoe Souchongs	0 19 0 02
Ceylon greens—Young Hysons	0 20 0 25
Hyson	0 20 0 22
Gunpowders	0 19 0 22
China greens—Pingsuey gunpowder, low grade	0 14 0 18
" " pea leaf	0 20 0 30
" " pinhead	0 30 0 50

COFFEE—Coffees are firm, and dealers expect higher prices in the near future. Stocks are fairly large, but the expectation of exceeding the export limit has caused the bullish feeling.

Mocha	0 18½ 0 25	Santos	0 14 0 17
Rio, No. 7	0 10 0 12	Maracaibo	0 15 0 18

SPICES—Ginger is scarce and higher in the primary market. Other lines show firmness and sales continue exceptionally good for this time of year.

	Per lb.		Per lb.
Allspice	0 13 0 18	Ginger, whole	0 15 0 20
Cinnamon, whole	0 16 0 18	" Cochin	0 17 0 20
" ground	0 15 0 19	Mace	0 75
Cloves, whole	0 18 0 30	Nutmegs	0 30 0 60
Cloves, ground	0 20 0 25	Peppers, black	0 16 0 22
Cream of tartar	0 23 0 32	" white	0 22 0 29

DRIED FRUITS—There is none too large a supply of dried fruits on the market, particularly raisins. Both Californias and Valencias are firm and in good demand. Currants show the greatest weakness, stocks in this line being about the largest.

Currants, fine filiatras, per lb., not cleaned	0 05¾
" " " cleaned	0 06½
" Patras, per lb	0 07½ 0 08
" Vostizzas, per lb	0 08 0 09
Raisins—	
Australian, per lb., (to arrive)	0 08½ 0 09
Old seeded raisins	0 06
California, choice seeded, 1-lb. pkgs	0 07
" fancy seeded, 1-lb. pkgs	0 09
" loose muscatels, 3-crown, per lb	0 07½ 0 08
" " 4-crown, per lb	0 08½ 0 09
" sultana, per lb	0 07½ 0 10
Valencia, fine off stalk, per lb	0 05
" select, per lb	0 06¾
" 4-crown layers, per lb	0 06¾

NUTS—All lines of almonds are up owing to a somewhat short supply of first class goods. Walnuts at present seem to be somewhat of a drug on the market, owing to the poor quality of this year's crop. Prices are lower for most lines. Sales are fair on the average and other lines are firm.

In shell—	
Filberts, Sicily, per lb	0 13
" Barcelona, per lb	0 10½
Tarragona Almonds, per lb	0 12 0 13
Walnuts, Grenobles, per lb	0 12½ 0 14
" Marbots, per lb	0 12½
" Cornes, per lb	0 11½
Shelled—	
Almonds, 4-crown selected, per lb	0 32½ 0 35
" 3-crown " "	0 31½ 0 33
" 2-crown " "	0 30
" (in bags), standards, per lb	0 26 0 27
Cashews	0 15 0 17
Peanuts—	
Spanish, No. 1	0 11 0 12
Virginia, No. 1	0 12 0 14
Pecans, per lb	0 65
Pistachios, per lb	0 75
Walnuts—	
Bordeaux halves	0 25 0 27
Brokens	0 22 0 25

EVAPORATED APPLES.—The apple situation is much the same as last week, demand being only fair and prices steady.

Evaporated apples, prime	0 09

RICE AND TAPIOCA—Grades B and CC Rangoon rice are 20c lower for future delivery, March 1st. Prices are slightly weaker in the primary markets but show no changes in prices to the retailer. Demand is falling off somewhat.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 85
" " pockets, 25 pounds	2 95
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½ 0 04½

BEANS AND PEAS—There is only a fair demand for beans and peas. Dealers are somewhat dissatisfied with conditions, and one or two have dropped them for the time being. Prices are the same as last week.

Ontario prime pea beans, bushel	2 10
Peas, boiling, bag	2 50

CANNED GOODS

MONTREAL — Demand for canned vegetables is good and steadily increasing. Fruits have fallen off somewhat, but there is still a constant drawing on supplies. Fish and meats are quiet, with firm prices, however. Pork and beans are having a brisk sale and it is daily assuming larger proportions.

Peas, standard, dozen	$1 05
Peas, early June, dozen	1 07½ 1 10
Peas, sweet wrinkled, dozen	1 10 1 12½
Peas, extra sifted, dozen	1 52½ 1 60
Peas, gallons	3 87½ 3 92½
Beans, dozen	0 85
Corn, dozen	0 80 0 82½
Tomatoes, dozen (Ontario and Quebec)	0 82½ 0 90
Strawberries, dozen	1 37½ 1 40
Raspberries, 2's, dozen	1 75
Peaches, 2's, dozen	1 65
Peaches, 3's, dozen	2 65
Pears, 2's, dozen	1 60
Pears, 3's, dozen	2 30
Plums, Greengage, dozen	1 50 1 55
Plums, Lombard dozen	0 95 1 00
Lawtonberries, 2's, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb talls, per dozen	1 87½
½-lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 02½
Other salmon—	
Humpbacks, dozen	0 95 1 00
Cohoes, dozen	1 35 1 40
Red Spring, dozen	1 60 1 65
Red Sockeye, dozen	1 85 2 00

TORONTO—Canned goods of all kinds are firm and even without any merger prices were likely to have remained firm with a strong tendency to go higher before a new crop is available. In several

lines the stocks are uncommonly light, and none of them are any too heavy.

Beans	0 80	0 85	Red pitted cherries, 2's	....	1 75
Corn	0 80	0 85	Gallon apples	2 40	2 45
Peas	1 05	1 42½	Bartlett pears—		
Pumpkins	0 75	0 82½	Heavy syrups, 2's	....	1 65
Tomatoes, 3's	0 80	0 85	Light " 2's	....	1 15
Strawberries, 2's	1 40	1 50	Heavy " 3's	....	2 40
Raspberries, 2's	1 60	1 67½	Light " 3's	....	1 70
Peaches, 2's	....	1 65	Lombard plums, 2's	0 80	0 85
" 3's	....	2 65			
Lawtonberries	....	1 65			

Clover Leaf and Horseshoe brands salmon:

1-lb. talls per dozen	....	1 90
½-lb. flats per dozen	....	1 25
1-lb. flats per dozen	....	2 12½

Other salmon prices are:

Humpbacks, per dozen	0 95	1 00
Cohoes, per dozen	1 45	1 50
Red Spring, per dozen	1 55	1 65
Red Sockeye, per dozen	1 65	1 70
Lobsters, halves, per dozen	1 85	2 20
Lobsters, quarters, per dozen	....	1 40

ONTARIO MARKETS

POINTERS—

Sugar—Advance of 10 cents.

Tea—Market still firm.

Beans—Good demand.

Toronto, January 20, 1910.

While the wholesale trade is passing through the usual dullness during this month, they are also finding reason to complain about the collections which are not up to expectations, especially in Toronto. This is said to be owing to the Santa Claus craze where people are induced to spend their money for things which they need for the necessaries of life.

The most important market change is a rise in the price of sugar of 10 cents. This, as The Grocer stated during recent issues, was not unexpected.

SUGAR—Just before we went to press last week the sugar market was in such a condition that it was clearly seen that an advance was about to take place, but all we could do was to call attention to that fact. What was expected has happened and sugar is now 10c per 100 lbs. high. With the strong feeling existing in the leading markets it is likely to remain up, if not go higher.

St. Lawrence "Crystal Diamonds," barrels	5 60
" " " ½ barrels	5 70
" " " 100 lb. boxes	5 80
" " " 50 lb. boxes	5 90
" " " 25 lb. boxes	6 10
" " " cases, 20-5 boxes	6 65
" " Dominos, cases, 20-5 boxes	7 65
Paris lumps, in 100-lb. boxes	5 90
" in 50-lb. "	5 80
" in 25-lb. "	6 10
Red Seal	0 55
St. Lawrence granulated, barrels	4 95
Beaver granulated, bags only	4 65
Redpath extra granulated	4 95
Imperial granulated	4 65
Acadia granulated (bags and barrels)	4 85
Wallaceburg	4 85
St. Lawrence golden, bbls	4 55
Bright coffee	4 85
No. 3 yellow	4 70
No. 2 "	4 6)
No. 1 "	4 50

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES—There is nothing but the ordinary trade to report with no change in the values.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz. in case	2 50	Gallons, 6 to case	4 80
5 lb. tins, 2 doz. in case	2 85	½ " 12 "	5 40
10 lb. tins, ½ doz. in case	2 75	Quarts, 24 "	5 40
20 lb. tins, ¼ doz. in case	2 70	Pints, 24 "	3 00
Barrels, per lb	0 03½	Molasses—	
Half barrels, lb	0 03½	New Orleans, medium	0 31 0 33
Quarter " "	0 03½	New Orleans, bbls	0 29 0 31
Pails, 3½ lbs. ea	1 80	Barbadoes, extra fancy	0 45
" 25 " "	1 30	Porto Rico	0 45 0 62
		Muscovada	0 30

TEA—The tone of the tea market has been firm for some time, and there is nothing in sight that is likely to change this condition. As the lower grades of tea are affected more by the higher prices than the better grades, it should have the effect of using better qualities. If the public could be induced to do this, it would be of advantage to themselves as well as to the grocer.

COFFEE—The coffee trade has its regular demand without anything occurring to make it exciting or even interesting.

Rio, roasted	0 12	0 13	Mocha, roasted	0 25	0 28
Santos, roasted	0 15	0 17	Java, roasted	0 27	0 30
Maricaibo, "	0 16	0 18	Rio green	0 08	0 09

SPICES—Orders for these goods are light and prices are resting, and will for some time.

Peppers, black	0 15	0 18	Cloves, whole	0 25	0 35
" white	0 22	0 25	Cream of tartar	0 22	0 25
" whole, black		0 16	Allspice	0 14	0 16
Peppers, whole, white	....	0 23	" whole	0 14	0 16
Ginger	0 18	0 25	Mace, ground	0 75	0 80
Cinnamon	0 5	0 40	Mixed pickling spices, whole	0 15	0 16
Nutmeg	0 20	0 30	Cassia, whole	0 20	0 25
			Celery seed	....	0 24

DRIED FRUITS—Sales in these goods are light. The retail grocers must have enough left to keep them going without buying fresh stock. Prices are firm but that is all that can be said about it.

	Per lb.
Prunes—	
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 10
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06
Same fruit in 50-lb. boxes ¼ cent less.	
Apricots—	
Standard	0 15
Choice, 25 lb boxes	0 15
Fancy, " "	0 17
Candied and Drained Peels—	
Lemon 0 09 0 11 Citron	15 18
Orange 0 11½ 0 12½	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag figs	0 03½ 0 04
Dried peaches	0 08 0 08½
Dried apples	0 07½
Currants—	
Fine Filiatras 0 06¾ 0 07 Vostizzas	0 08½ 0 09
Patras 0 08 0 08½	
Uncleaned ¼c less.	
Raisins—	
Sultana	0 05 0 05½
" fancy	0 06 0 07
" extra fancy	0 08½ 0 09
Valencias, new	0 06 0 06½
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07½
" 12 oz. "	0 06
Dates—	
Hallowees 0 06 0 06½ Fards choicest	0 08
Sairs 0 05 " choice,	0 07¾

NUTS—Little attention is paid to nuts They had their season at Christmas, and the demand will be light for some time although prices are firm.

Almonds, Formigetta	....	0 11½
" Tarragona	....	0 12
" shelled	0 32	0 35
Walnuts, Grenoble	....	0 13½
" Bordeaux	....	0 11
" Marbots	....	0 12
" shelled	0 29	0 30
Filberts	0 12	0 12½
Pecans	0 16	0 18
Brazils	....	0 15
Peanuts, roasted	0 08	0 12

RICE AND TAPIOCA—These goods are a staple article and have a regular trade, but they seldom vary much and the difference in values is owing to quality. Prices for future goods are expected to be easier.

	Per lb.
Rice, stand. B	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03½
Patna	0 05¼ 0 05¾
Japan	0 05½ 0 06½
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04½ 0 04¾

EVAPORATED APPLES—The demand for these goods is light which may be caused to some extent by the moderate price of green apples.

Evaporated apples 0 07½ 0 08

BEANS—The bean market is firm due to the farmers holding back and also to a steady demand from western Canada as well as from eastern provinces.

Beans, per bushel 2 00 2 10

MANITOBA MARKETS

Corrected by Wire.

Advances—Sugar, rice, citron peel, tapioca, fresh vegetables.

Stronger—Syrup, Cal. raisins, beans.

Weaker—Evaporated apples, cornmeal.

New Goods—Smyrna raisins, citron peel, Middlesex strawberries.

Winnipeg, January 20, 1910.

Reports are coming in from all points in the west to the effect that stocks are comparatively low. Although the average dealer is not sending in extreme orders to replace his stock yet he is ordering freely with the idea of ordering often as the goods are needed. In the more distant and remote sections, however, this cannot be carried out so well and merchants are calling for as much goods as they require for some time to come. Travelers report the merchants active in studying the market situations from week to week from every available source, and this is an evidence of more careful buying, but not necessarily smaller buying. As an evidence of the prosperous condition as a whole, many cash payments have been received recently, and when orders are increasing with the collections there is certainly no fear for the future.

The markets are interesting this week, several important advances and declines having taken place. The demand everywhere on the continent, and also the export demand, for the same class of goods at the same time is brisk just now and this keeps the markets in those particular lines strong.

SUGAR—The market is up 10 cents this week. The Canadian market held out bravely, and not until New York advanced the product twice did Montreal follow. The recent investigation in New York has given an opening for new and larger capital to control the product. Just what the future of the market will be is difficult to discern, but it is always more or less strong when quotations are as low as those of last week. The market may yet continue strong.

Montreal and B.C. granulated, in bbls	5 30
" " in sacks	5 35
" yellow, in bbls	4 90
" " in sacks	4 85
Icing sugar, in bbls	5 65
" " in boxes	5 85
" " in small quantities	5 90
Powdered sugar, in bbls	5 45
" " in boxes	5 65
" " in small quantities	6 30
Lump, hard, in bbls	6 15
" " in ½-bbls	6 25
" " in 100-lb. cases	6 25

SYRUP AND MOLASSES—As reported last week quotations are too low to last and the tendency is upward this week. The export trade is heavy and last season's stock is becoming low. We may be forced to quote higher prices within a few days.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 25
" " 5-lb. tins, per 1 "	2 75
" " 10-lb. tins, per ½ "	2 55
" " 20-lb. tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 04
" " Sugar Syrup, per lb.	0 03½
Beehive Brand, 2-lb. tins, per 2 doz. case	2 25
" 5 " 1 "	2 75
" 10 " ½ "	2 55
" 20 " ¼ "	2 60
Barbadoes molasses in ½-bbls., per gal.	0 50
Gingerbread molasses, ½ bbls., per gal.	0 40
New Orleans molasses, 5-gal. tins, per tin	1 95
Challenger, 6 10-lb. tins, per case	2 15

NUTS—The trade is quiet in nuts and although there is not lower prices quoted, almonds may be reduced shortly. Many merchants think the price is high, yet wholesalers, who perhaps know the crop condition better, claim that lower prices can scarcely be expected. They will reduce prices if it is at all possible however.

Shelled Walnuts, in boxes, per lb.	0 27
" " small lots, per lb.	0 28
" Almonds, in boxes, per lb.	0 35
" " small lots, per lb.	0 36
Peanuts, Virginia, per lb. 10	0 13

HONEY—The trade has recently revived in this line and present prices cannot hold out long as stocks are not heavy anywhere. The honey trade in the 1909 pack has surpassed all previous records. There is a good future for this product.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb.	0 12½

ROLLED OATS—One wholesaler reports "all cereals are firm with the possible exception of rolled oats." It is remarkable that present prices should be maintained so long. Any minute they may go up, it is stated.

Rolled oats, 80 lb. sacks, per 80 lbs.	1 85
" 40 " " 40	0 90
" 20 " " 20	0 42
" 80 " " 8	0 15

CORNMEAL—The trade is not as heavy as it will be later on when it generally resumes its usual briskness. The advance of last week is held quite firm and no one need look for lower prices for a time. The demand is heavy and buyers are holding comparatively limited stocks.

Cornmeal, per sack	2 05
" per ½ sack	1 05
" per bale (10, 10's)	2 30

RICE—Up at last. It is only natural that prices should get stiffer, as the dealers claim this commodity is too good a staple to remain so low. This week it is firm at $3.75 per 100 lbs., an advance of 25 cents. Buyers may now get busy and force prices still higher.

TAPIOCA AND SAGO—Tapioca has advanced about ¾ of a cent this week and the demand is brisk. This is expected as the season advances. Sago has a good market and prices may be still higher.

Pearl tapioca, per lb.	0 04½ 0 05
Sago, per lb.	0 04½ 0 04½

BARLEY—Everything is quiet in this market. Prices may be weaker as quoted below but the 2.40 figure is considered the minimum.

Pot barley, per bag, 100 lbs.	2 40
Pearl barley, per bag, 100 lbs.	3 50

BEANS—The demand is heavy everywhere and although the crop was good prices can scarcely be lower. United States buyers have bought and are buying everything in sight. Exporters are also active

3-lb. picker, per bushel	2 20
Hand picked, per bushel	2 30

FOREIGN DRIED FRUITS—The California raisin market has been growing stronger for some time. There is little doubt that present prices will go up soon. It would be safe in quoting fancy seeded at 9 cents to-day. Citron peel is firm at 13½ cents and 18 cents for the candied. Stocks are low in 30-40 prunes.

Smyrna Sultana raisins, uncleaned, per lb	0 08
" " " cleaned, per lb.	0 09½
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 85
" " selects " 28's	1 95
" " layers " 28's	2 05
California raisins, choice seeded in ¼-lb. packages per package	0 07
" " fancy seeded, in ¼-lb. packages per package	0 07½
" " choice seeded in 1-lb. packages per package	0 08
" " fancy seeded in 1-lb. packages per package	0 08½
Raisins, 3 crown muscatels, per lb.	0 06½
" 4 " " "	0 06½
Prunes, 90-100 per lb.	0 04½
" 80-90 "	0 05
" 70-80 "	0 05½
" 60-70 "	0 06
" 50-60 "	0 08½
" 40-50 "	0 08
" 30-40 "	0 08½
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb.	0 06
" dry, cleaned, Filiatras, per lb	0 06½
" wet, cleaned, per lb	0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08
Pears, per lb.	0 08
Peaches, standard, per lb.	0 08
" choice	0 09½
Apricots, standard, per lb.	0 15½
" choice, per lb.	0 16
Plums, black pitted, per lb.	0 11½
Nectarines, per lb.	0 09½
Dates, new, per lb.	0 6½ 0 07½
Figs, per lb.	0 04½ 0 05½
Peel, per lb.	0 09 0 13½

EVAPORATED APPLES—On account of slow demand prices have eased off somewhat. They are worth according to quality from 8½ to 9½ cents in 50 lb. boxes.

COFFEE — Markets are advancing, especially on the lower grades. There is a temporary shortage in green and roasted Rios but several cars are reported in transit. Prices to-day are 10 to 10½c.

FRESH FRUITS & VEGETABLES—Supplies are getting short and prices are consequently getting higher on vegetables. Bananas are up 1 cent per lb. Cranberries have a splendid market.

Carrots, per lb.	0 02
Potatoes, per bushel	0 50
Cal. cauliflower, per crate	3 75
Native cabbage, per lb.	0 02
Native beets, per bushel	0 60
Native onions, per doz.	0 40
Oranges	3 25 3 50
Lemons	5 00
Apples, Ontario, per bbl.	3 75 5 00
Grape Fruit, per crate	5 00
Grapes, per keg	5 00
Bananas, per lb.	0 06
Cranberries, per bbl.	9 00 10 00

MEATS—There are no lower prices in sight.

	Per dozen
Veal, beef and pork, 1-lb. tins	2 25
" " ½-lb. tins	1 30
Mutton, boiled, 1-lb.	2 10
" " 2-lb.	3 45
" roast, 1-lb.	2 10
" " 2-lb.	3 45
Ox tongue, 1½-lb.	7 60
" 2-lb.	8 60
Pigs feet, 1-lb. boneless	1 60
" 2-lb. "	2 75
Sausage, Cambridge, 1-lb.	2 30
" " 2-lb.	4 25
" Geneva, 1-lb.	2 30
" " 2-lb	4 25
Tongue, lunch, 1-lb.	3 10
" potted, ½-lb	0 55
" " ¼-lb.	1 05
Turkey, boneless, 1-lb.	2 50
Loaf beef, 1-lb. tins	2 25
" ½-lb. tins	1 30
Loaf chicken, 1-lb. tins	3 00
" ½-lb. tins	1 75
Loaf cottage, 1-lb. tins	2 25
" ½-lb. tins	1 30
Loaf ham, 1-lb. tins	2 25
" ½-lb. tins	1 30

BUTTER—The market is steady for the better grades.

Creamery	0 30
Second grade	0 28
No. 1 Dairy	0 30
No. 2 Dairy	0 24

EGGS—The demand is heavy and prices are firmer. Ontario storage fresh, to-day 30 cents, other supplies, 28 cents.

CHARLOTTETOWN MARKETS.

Corrected by Wire.

Sugar, standard granulated	4 90	5 00	Butter, dairy, fresh, per lb.	0 22 0 24
Sugar, yellow	4 40	4 50	Butter, dairy, tubs, per lb.	0 20 0 22
Flour, Manitoba	6 40	6 50	Eggs, per doz.	0 22 0 23
Flour, Ontario	5 50	5 70	Potatoes, per bus	0 22 0 25
Cornmeal, bags	1 75	1 85	Turnips, per bus	0 12 0 15
Raisins, Val.	0 06	0 06½	Beets and carrots, per bus.	0 40 0 50
Raisins, California, seeded	0 07½	0 08	Parsnips, per bus	0 50 0 60
Currants	0 07	0 07½	Cabbage, dozen	0 25 0 50
Rice	0 03	0 03½	Cranberries, lb.	0 04½ 0 05½
Beans, new, bus	2 00	2 10	Oats, bus.	0 38 0 40
Cheese	0 12	0 12½	Hay, per ton	9 00 10 00
Lard, pure	0 16½	0 16½	Straw, per ton	5 00 6 00
Molasses, fancy Barbadoes, gal	0 35	0 36	Poultry—	
Oatmeal, 100 lbs	3 00	3 25	Geese, per lb.	0 11 0 12
Rolled oats, per bag 90 lbs.	2 70	2 80	Ducks, per lb.	0 11 0 12
Butter, creamery per lb.	0 25	0 26	Chickens, per lb.	0 10 0 11
			Fowl, per lb.	0 09 0 10
			Pork, medium, lb	0 09
			Pork, heavy, lb.	0 08½ 0 08

NEW BRUNSWICK MARKETS.

Corrected by Wire.

St. John, N.B., Jan. 20.

Quite a number of changes were listed in the local markets last week. Ontario and Manitoba flour advanced 10 cents a barrel, sugar was marked up a like amount, per cwt., rolled oats advanced 20 cents, and cornmeal 20 cents a barrel and 10 cents a bag. Codfish is also higher, medium sized fish selling at $4.00 and smoked herring likewise. Latest quotations now are:

Sugar—			Molasses, fcy.	
Standard gran.	4 95	5 05	Barbados, gl	0 34 0 35
Austrian "	4 85	4 95	Butter, dairy, lb.	0 25 0 28
Yellows	4 45	4 85	Butter, creamery, lb.	0 26 0 29
Flour, Manitoba	6 55	6 65	Eggs, doz.	0 28 0 40
" Ontario	5 85	6 15	Eggs, new laid	0 35 0 40
Cornmeal, bags	1 57	1 60	Potatoes, bbl.	1 20 1 40
Rolled oats, bbls	5 35	5 40	Canned goods—	
Buckwheat, west. grey, bag	2 90	3 00	Peas, doz.	1 10 1 50
Val. raisins, lb.	0 05½	0 06½	Corn, doz.	0 85 0 90
Cal. raisins, seeded	0 07½	0 08½	Tomatoes, dz	0 95 1 00
Currants, lb	0 07	0 07½	Raspberries, dozen	1 85 1 90
Prunes, lb	0 05½	0 09	Strawberries, dozen	1 55 1 60
Rice, lb.	0 03½	0 03½	Salmon, case—	
Beans, hand picked, bus	2 10	2 15	Red spring	6 50 6 75
Beans, yellow eye, bus	3 40	3 50	Cohoes	6 00 6 25
Cheese, lb.	0 13	0 13½	Peaches, 2's, dozen	1 70 1 80
Lard, compound lb.	0 14	0 14½	Peaches, 3's, dozen	2 70 2 80
Lard, pure, lb.	0 17½	C 18	Baked beans, dozen	1 15 1 25
Pork, domestic mess	28 50	29 00	Fish—	
Pork, American clear	28 00	28 50	Cod, dry	2 75 4 25
Pork, clear backs	28 50	31 50	Herring, salt, half bbls.	2 30 2 60
Beef, American plate	17 00	18 00	Herring, smoked, box	0 11 0 12
Beef, Canadian plate	16 75	17 00		

NEW BRUNSWICK MARKETS.

Corrected by Wire.

Halifax, Jan. 20, 1910

There is little produce moving now the weather being against the handling of perishable stock. Some small shipments of apples were made during a moderate spell this week. The demand for potatoes continues good and as the stocks held by the dealers are small, the prices will in all probability advance considerably before the spring sets in. There is a general scarcity of eggs and the price continues high and firm. A large quantity of Jamaica oranges are being handled here this season. The stock is of good quality and the price reasonable.

The market for pickled fish, particularly mackerel is looking up considerably. The statistical position is good and the distributing demand better than usual. Oporto to-day has a stock of 18,000 qtls. against about 32,000 qtls. at this time last year, and with very little on the way.

The stocks of bank codfish in the hands of fishermen have been nearly cleaned up, the last sales being at $5.20 ex vessel. Holders of the balance are said to be expecting $5.50, but this extreme price is not likely to be realized.

Sugars—			Dry salt bacon, smoked	....	0 16
B.C. granulated	....	5 74	Eggs, fresh, case 30 dozen	....	9 50
Raymond "	....	5 64	Butter—		
Peels—			Alberta creamery bricks	....	0 30
Lemon	....	0 12	Alta. creamery solids	....	0 29
Orange	....	0 13	Alta. dairy	....	0 26
Citron	....	0 20	Alta. tubs	....	0 25
Dried fruits—			Cheese—		
Apricots, choice	....	0 16	Ontario, large	....	0 15
" standard	....	0 15	" twins	....	0 15½
Peaches, choice	....	0 10	" Stiltons	....	0 17
" standard	....	0 09½	Beans—		
Pears, choice	....	0 12	Ontario, hand-picked, bushel	....	2 40
Pitted plums	....	0 12	California limas, per lb.	....	0 06½
Prunes, 40-50	....	0 08½	Canned fish—		
" 50-60	....	0 07½	B.C. salmon, sockeye, 48-1's	....	7 50
" 60-70	....	0 07	B.C. cohoes, 48-1's	....	6 25
" 70-80	....	0 06½	B.C. pinks, 48-1's	4 00	4 25
" 80-90	....	0 06	Sardines, domestic, 100-4	....	4 00
" 90-100	....	0 05½	Lobster, 48-1's	....	17 00
Evap. apples, 50's	....	0 11	" 96-2's	....	18 50
Produce—			Fin. haddie, 48-1	....	5 65
Sugar cured ham 10-12 average	....	0 18½			
Sugar cured ham picnic	....	0 16			
B. bacon bellies	....	0 21			
" back	....	0 20			
Dry salt bacon	....	0 15			

ALBERTA MARKETS.

Corrected by Wire.

Creamery prints per lb	0 28	0 30	Beef, American plate per bbl.	16 50	17 50
Creamery solids per lb	0 27	0 28	Beef, Canadian per bbl.	....	16 00
Dairy, tubs, lb.	0 23	0 24	Hams smoked	....	0 16½
Fresh eggs, doz.	....	0 32	Pork, fresh	0 09	0 10
Case eggs "	...	0 28	Codfish, quintal	....	5 50
Sugars—			Herring, pickled per bbl.	....	5 00
Extra Standard, granulated	....	4 95	Apples, per. bbl.	1 50	3 00
United Empire	....	4 85	Potatoes, P. E. Island, bag.	....	1 15
Austrian, bags, granulated	....	4 85	Onions, Spanish per lb.	....	0 02½
Bright yellow	....	4 70	Onions, American, per lb.	....	0 02½
No. 1 yellow	....	4 60	Onions, Canadian, per bag	....	1 50
Flour h. wheat per bbl.	6 40	6 50	Molasses, fancy Barbados, bbl.	....	0 38
Flour, Ontario blends, bbl.	5 75	5 85	Molasses, fancy Barbados, pun	....	50 35
Cornmeal, bag.	1 57½	1 62	Beans, bushel		2 20
Oats	0 54	0 55	Rolled Oats, bbl.	5 20	70
Pork, American per bbl.	....	30 00			
Pork, clear bbl	....	32 00			

BRITISH COLUMBIA MARKETS.

Corrected by Wire.

Vancouver, B.C., Jan. 20.—With the high price for hogs, comes the expected increase in the price of pork products. The best bacon is now jobbed at 29c, being an increase from 27½c. Pure lard, which was 18c is now 18½c and 19c, and compound has advanced half a cent to 17½c.

Eastern eggs are being cleared out at 32c and 33c, because of an anticipated increase to 35c at the first of next month. Locals may be quoted at 55c wholesale, retailing at 65c, but they are few. A large shipment of eggs arrived from Victoria this week, and sold as first-class, and are about as near the good article that one can get. In the winter in Vancouver, many householders have private arrangements with hen fanciers, who distribute their eggs themselves. Often in such instances, five cents more per dozen is charged, but there is the advantage of being absolutely sure that the eggs are at least less than a week old, which is something to be considered.

The navel oranges now on the market are of better quality than the variety available at Christmas. They sell for $3 a crate. Oscar Brown, of Oscar Brown & Co., is in California looking after the selection of fruit shipments, where the weather played serious havoc with the crop. He writes that at least 25 per cent. of the orange crop has been ruined, and in some districts the groves look as if they had been fire swept, so cut are they by frost and storm.

At the market at New Westminster a week ago, offerings were made of Chilliwack potatoes at $9 a ton. The cheapest potatoes in Vancouver are $16 and $18 a ton, and these for the kind that are not supposed to be of particularly good quality. The reason for the cheap price was that it was found that after the little frost the price did not go up, as far as the producer was concerned, and some of them offered at bargain rates. The price went up in Vancouver all right, and once up is rarely dropped.

Sugar, standard granulated	....	5 60	Butter, local creamery	....	0 40
Val. raisins, lb.	....	0 05½	Butter, Western	0 22	0 25
Cal. " "	....	0 07	Eggs, Eastern	....	0 33
Prunes	0 05½	0 07½	Eggs, local	....	0 55
Currants	0 06½	0 07½	Cheese, per lb.	0 14½	0 15½
Dried apricots	0 11	0 13	Bacon, premier	....	0 29
Flour, Standard, bbl.	....	6 90	Lard, pure	0 18½	0 19
Cornmeal, p. 100 lbs.	....	2 60	Lard, compound	....	0 17½
Beans, per lb.	0 03½	0 04½	Potatoes—		
Rice, per ton	68 00	76 00	Ashcrofts, ton	....	25 00
Tapioca, per lb.	....	0 03½	Local, ton	....	20 00
Evaporated apples	....	0 08½	Canned Goods—		
Butter, Eastern dairy in tubs	....	0 25	Peas	....	1 30
Butter, Eastern dairy, choice	....	0 30	Tomatoes	....	1 27½
			Corn	1 00	1 10
			Apples	....	3 42½
			Strawberries	....	2 15
			Raspberries	....	1 65

GROCERS AT HOME IN MONTREAL.

Progressive Euchre and Ball Pass Away a Few Pleasant Hours.

Montreal, Jan. 18.—Last Thursday evening, January 13th, a representative of The Grocer spent a very enjoyable evening as a guest of the local Retail Grocers' Association. The occasion was their annual ball and euchre, given at the auditorium, Bleury and Berthelet Sts., Montreal.

About nine o'clock the 350 guests sat down at the card tables. Everything was managed in a manner that betokened experience in the proper handling of such affairs. Eight rounds of cards were played, the prizes being both plentiful (some twenty in number) and costly. A silver sugar bowl was the ladies' first prize and so even was the play that six ladies had to draw for it.

After the euchre a light repast was served downstairs. Everyone seemed to be enjoying him or herself immensely and an atmosphere of good fellowship was everywhere. Upstairs again after the distribution of the prizes was the crowning feature of the evening—the dance. A fine orchestra of five pieces and a perfect floor gave impetus to everyone's feet and it was not long before all who could, and some who couldn't, were helping to crowd the dancing space. About 5.30 the programme ended and everyone pronounced it a highly successful and enjoyable affair. Certainly the committees in charge are to be congratulated on the entire management of the affair, which proceeded from start to finish without a hitch to spoil the evening.

It all goes to show that successful grocers can be a success at anything they turn their hands to.

THE EIGHT HOUR DAY BILL.

The Canadian Manufacturers' Association are objecting to the Eight Hour Day Bill brought forward by Mr. Verville in the House of Commons, Ottawa. Some of the reasons why objections are taken by the association are as follows:

It would prohibit every employer and every employee who works more than eight hours per day from sharing in Government business.

It would be utterly impracticable for any establishment to work one portion of its staff eight hours a day on Government orders and the rest of its staff ten hours a day on orders for private parties and private corporations.

As a natural consequence competition for Government orders would be less keen; prices would go up, and all work would have to be paid for by the Government at a higher figure.

It would place a discount on ambition. The inherent right of the individual to raise himself above the level of his fellows by extra work or effort would be denied him.

Once we have fully recovered from the present industrial depression there will again be a shortage of help. A reduction in the hours of labor would mean that this shortage would be tremendously accentuated.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

Laporte, Martin & Co. Ltd., wholesale grocers and liquor dealers, are announcing a bargain reduction in all their standard lines of dried fruits, and advise prompt orders to shrewd buyers. This bargain sale is due to the necessity of reducing holdings before stock taking. An examination of their list and prices would be wise.

The Hamilton Stamp & Stencil Works have opened an office and warerooms at the corner of Leader Lane and Colborne Street, Toronto, where they have stock to supply their Toronto customers. There Bradley Stencil machines may be seen, for which they are the agents for Canada. All Toronto orders attended to by the Toronto agent, P. B. Barnard.

DIRECTORY OF
Manufacturers, Manufacturers' Agents, Brokers, Etc.

BRITISH COLUMBIA

W. A. JAMESON COFFEE CO.
Importers and Roasters of High Grade Coffees.
Manufacturers and Proprietors of
"Feather-Light" Brand Baking Powder
We also carry a full line of TEAS, SPICES, etc.
Mail orders promptly attended to.
Cor. Langley and Broughton Sts.
VICTORIA, B.C.

F. G. EVANS & CO.
139 Water St. VANCOUVER, B.C,
Wholesale Grocery Brokers and Manufacturers' Agents
Correspondence Solicited.

VICTORIA FRUIT GROWERS' ASSOCIATION
The largest packers and shippers of first-class Fruits of all kinds in British Columbia.
OFFICE AND WAREHOUSES
COR. WHARF AND YATES STS. - VICTORIA
Branch at 140 Water Street, Vancouver.

Wholesale Manufacturers' Agents
Correspondence Solicited.
F. R. McINTOSH & CO.
Vancouver, B.C.

We have Competent Salesmen
Best facilities for Distributing and Storing
W. HARRY WILSON & CO.
330-332 Cordova St. W. VANCOUVER, B.C.

R. ROBERTSON J. Y. GRIFFIN
R. Robertson & Co.
25 Alexander St.
VANCOUVER, B.C.
Wholesale Brokers
GROCERIES, PRODUCE, FRUITS, GRAINS
Importers and Exporters
Reference—Bank of Montreal.
Write us for information about B.C. trade.
Cable Address—"Robin," Vancouver.
Codes A B C, 5th Edition; Revised Economy; Modern Economy; Utility and Dowling's.

WILLIAM W. DUNCAN
Broker and Manufacturers' Agent
DISTRIBUTING
Free and Bonded Warehouses
VANCOUVER - VICTORIA

HERMAN ERB
Manufacturers' and Wholesale Commission Agent
P. O. BOX 405
522 Bastion Street, Victoria, B.C.
Open for a few more agencies

THE CANADIAN GROCER
British Columbia Office at Room 11, Hartney Chambers, Cor. Pender and Homer Sts., Vancouver.
H. HODGSON Manager

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
144 WATER ST., VANCOUVER, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

Do you want live representation?
We are in touch with the trade.
Andrews & Nunn
Manufacturers' Agents and Wholesale Commission Merchants
Codes—A B C 5th Edition, Western Un on
140 Water St., Vancouver, B.C.
Correspondence Solicited
Highest References

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.
Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

WANTED
One **Wholesale Grocer**
in each city of the Dominion to handle
ST. VINCENT ARROWROOT
WRITE FOR PARTICULARS, PRICES, ETC.
WEST INDIA CO., Limited 305 St. Nicholas Buildings, MONTREAL

Quality The Master-Builder

Looking over the grocery trade of this country it is a fact that the men who are making most money, the men who stand out as leaders in the business, the men who are building up a permanent business, one with a good-will worth something, are the men who are pushing quality goods. The few exceptions simply prove the rule.

It is the same in the package tea business. When Red Rose Tea first came on this market our competitors good naturedly said we **might** last a year. That is ten years ago and the growth of the Red Rose Tea business has been the feature of the tea trade during this decade. In those ten years many package teas have come and gone, but the **steady increase** in sales of Red Rose Tea from year to year has been enormous.

Why ? Because of the quality of the tea. The enormous increase in the sales has been possible only because most of the people who have tried the tea have appreciated its quality and have continued to use it, and the retail merchants generally, convinced of its quality, have backed Red Rose strongly.

Quality has built the Red Rose Tea business. It will help build your business, and that is why **it will pay you to recommend**

Red Rose Tea

Wellington St. E.
Toronto, Ont.
315 William Ave.
Winnipeg, Man.
} Branches

T. H. ESTABROOKS
ST. JOHN, N.B.

DO YOU WANT to buy or sell anything, to engage a clerk or secure a situation ? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 181 for yearly rates

Retail Advertising in Reading Matter Space

A Critic Considers Such Publicity to be Inferior to Displays as a General Rule—Advertisements Showing Antagonistic Feelings Between Two Retailers.

By J. N. Armstrong.

It is sometimes hard for the average small-town grocer to know just what is good advertising and what is not. The following items appeared in two consecutive issues of the Picton, Ont., Gazette, and refer in no complimentary manner to each other:—

Albert Powers' methods of buying and the large amount of goods he disposes of each week is a guarantee that his stock is the freshest and best assorted. He does not tamper with old retail stocks nor say that you must hand out your cash before you can get the goods. Good people pay for what they get. When the market price on any article drops he lowers his prices. Some take advantage of a drop in the market and say they are selling cheaper than opposition. The price of flour and many other articles is lower at present. It only takes columns and time to enumerate. Although the newspaper is full of advertisements with prices, they are no lower than his. He has the good goods that can be sold right.

Some dainty things to eat: Christy's fancy cakes, nice, soft, creamy cheese pure white honey, olives, all kinds of best bottled goods, etc.

Good things to drink: Beautiful flavored green and black tea, special blend 40c coffee, and cocoas

The best brands of cooked and smooked meats. Redpath's sugar always in stock. The best goods in rolled oats, flaked wheat and all kinds of package cereals. Grapes, oranges, lemons and other fruits. The best vegetables, choice celery, etc.

His store is full of everything in the grocery line and he is pleased to fill your orders.

The advertisement of A. Powers' competitor read as follows:

Many years ago we saw the great buying advantage the syndicate Stores had over their competitors, also the advantages of cash over credit retailing, and have always had these advantages back of our business, though some of our competitors falsely contributed our low prices to other reasons.

Now, one of our competitors pays our business the highest compliment by adopting our cash system.

Another competitor gives our business a big puff (in Tuesday's Gazette) by explaining and admitting the superior quality of groceries bought direct from the manufacturer, compared with groceries bought from a middle man or wholesale house, where they may have been allowed to accumulate, get old and perhaps unfit to eat before getting to the consumer.

The larger quantities a grocer buys the cheaper he can get it, also he can get more of his goods direct from the manufacturers.

Some buy a large quantity to get the quantity price, part of which gets very stale before the last of it is sold.

We, with our large retail business in Napanee, Gananoque, Wellington and Picton, which employes 38 sales clerks (as many or more than all other grocery stores in Picton) buy a much larger percentage of groceries fresh, direct from the manufacturers, and sell it out more rapidly than any of our competitors.

It is not necessary to puff our business, but the fact for those wishing comparisons, we have bought over twenty-one car loads (2,107 barrels) of sugar in the past year.

Our import order for raisins and currants given at one time was over ten tons, and 128 boxes of peels.

We sell as much groceries on an average every month as we carry in stock.

This keeps our groceries the freshest in town, gives us the best buying capacity, the biggest outlet for goods, and enables us to sell the best, freshest, groceries in town at the lowest prices.

We meet all our competitors' prices, and have our own special prices besides. THE FAIR.

In the first place, reading matter ads. for the retail grocer is not a satisfactory method of placing his business before the public. People are only too willing to read of a special sale of some line of groceries, if placed where it should be, in the form of a good, regular ad. To depart from this—the accepted method—there must be something entirely out of the ordinary, something which will interest the public as reading matter, pure and simple. In the examples here shown there is nothing of special interest, unless the private bickerings of two retailers in a small town constitute material for more than ordinary attention.

Suppose the same space had been used—and it could undoubtedly have been secured for less money—to put before the reading public in a simple, straightforward display ad. what special bargains they had for the careful housekeeper, it would seem that the results would have been better.

CANNERS' MERGER COMPLETED.

The Canadian Grocer is able to make an authoritative statement this week regarding the amalgamation of canners. Last week it was stated in this paper that the merger was likely to go through and that it would probably be consummated in a week or ten days.

This is the case. The Grocer has been informed on the best of authority that the merger is completed.

The interests handling it have secured control of the Canadian Canners, Limited, as well as the independent concerns, and the merger completed will comprise about 56 factories, including those now in the Canadian Canners consolidation. At the time of going to press, there were only three independents, who were not closed up.

The details of the amalgamation have been concluded and all the canning factories going into it have agreed upon the basis.

A committee meeting was held in Toronto yesterday and is being completed to-day to consider the organization work.

In next week's issue, The Grocer will go more fully into the amalgamation, explaining the reasons why it was advanced and the details of the organization.

Garnet P. Grant, with some Montreal associates, was instrumental in putting it through.

It might be mentioned here that this is the first authoratative statement given out by any publication, as to the completion of the amalgamation.

Has the Cost of Living Increased in Recent Years ?

Present and Past Prices of Grocery Articles Compared — Great Reductions in Sugar, Salt and Tea While Farm Products Advance—Some of the Causes Analyzed—An Invoice 45 Years of Age Gives Some Interesting Information.

At the present time one hears on every side something about the increased cost of living in Canada during the past five, ten, twenty and forty years. While this is admittedly true with some articles, particularly farm products, yet too many get the opinion that it is practically true with everything that is purchased in the grocery store.

From the grocers themselves one hears continuously about the wrongs, disadvantages and hardships constantly besetting the trade and more especially about small profits. There is scarcely one in the business who is not prepared to point out that the grocery trade is not what it used to be and that the chances for making money are less favorable.

In view of these assertions The Canadian Grocer has taken a look in the past to compare prices, conditions and environments with what we have at the present time.

There are some Canadian grocers who have been in business for half a century or more and from one of these The Grocer was able to secure an old invoice dated January 4th, 1865—forty-five years ago. The invoice represents the purchase of a bill of goods from a wholesale grocer on that date and there is also given opposite the wholesale price to the retailer to-day of the same goods.

	1865	1910
Olive oil, pint, per doz...	$4 50	$4 25
4lb. jar mustard, 21c per lb.	84	75
Sperm candles, per lb.....	32½	16
Matches, per gross	17	46½
Tinned lobsters, per doz..	2 00	2 10
Mustard, per lb.	21	12
Corn starch per lb.	8½	6½
Cream of tartar, per lb..	25	25
Carraway, per lb.	12½	12½
Whole pepper, per lb.....	12½	18
Ground cloves, per lb.....	25	25
Ground ginger, per lb....	27	20
Mixed peel, per lb.....	28	14
Starch, per lb.	7	6½
Salt, per lb.	4	½
Sulphur, per lb.	8	2
Allspice, ground, per lb. ..	12½	18
Sago, per. lb.	8½	5
Allspice, whole, per lb....	10	18
Cassia, per lb.	37½	25
Raisins, Val., per lb.....	8½	5¾
White sugar, cwt. .....13.	25	4 85
Broken loaf, cwt. 13	75	5 70
Orange Pekoe tea, per lb..	70	28
Green tea, per lb.	70	18-25
Gunpowder tea, per lb.....	80	22-25
Black tea, per lb.	65	14-40
Currants, per lb.	6½	6-6½
Yellow sugar, per lb.	9½	4 40
Brown sugar, per lb.	8½	4 40
Sal soda, per lb.	2¼	¾
Carb. soda, per lb.	4	2
Wrapping paper, per lb..	10	3½
Wrapping paper straw, per lb.	4¾	3
Soap, per lb.	3	4
Tobacco, per lb.	26	75
Barley, per lb.	3½	2½
Rice, per lb.	3¾	3¼
Oatmeal, per 100 lbs.	2 60	2 25
Split peas, per lb.	1½	2¾
Fresh eggs, per doz.	16	50
Ham, per lb.	7	14½
Syrup, per gal.	52	30
Butter, per lb.	17	26
Cheese, per lb.	8	13
Cheese No. 2, per lb.	6	12½
Total $44.43¼		$26.42 3-10

Why Changes Occurred.

The above figures show that in the matter of imported goods which grocers handle, prices have seldom increased. In many cases they are the same and in a many more they have declined.

The totals are interesting as the bill of goods is a representative one. In 1865 it was bought for a little more than $44. To-day the same bill could be purchased for $26.

In analyzing the invoice more closely it will be seen that probably the greatest decrease affecting the trade has been in sugar. This has, no doubt, benefited the consumer more so that the dealer, as sugar, now-a-days is one of the articles upon which little profit is made and yet it is one of the chief articles sold in a grocery store. The decrease in price is due in a great measure to the greater production. Salt shows a greater per centage of decrease because during the past few years salt has been produced in Canada in large quantities where formerly it had to be imported.

Tea has also declined since then for the reason that in those days the world's market was supplied principally from China and Japan and had scarcely heard of India, Ceylon and other countries which produce so much now.

The cause of the increase in the price of eggs, ham, butter and cheese is well known. The increase in consumption of these farm products in Canada has been wonderful and Canada has such a splendid market for them in the Old Country that they were bound to advance. In short, the great demand and the comparative shortage of supplies explains this situation. Of course, these last mentioned articles figure more conspicuously on the table of the consumer than most of the others.

In future issues, The Canadian Grocer intends going further into this question dealing with prices existing in more recent years and comparing them with the present.

DESCRIPTION OF NEW WAREHOUSE.

John Garvey & Sons, wholesale grocers, London, Ont., are now settled in their fine new warehouse at 199 to 207 King St. The new warehouse has a frontage of 80 feet on King St. and runs back 198 feet, five storeys in height. The building is of brick and stone and is of mill construction and practically fire proof. The front is faced with grey Credit Valley Stone and Red Impervious brick. This is the first time this brick has been used in London. It is manufactured in Cleveland, Ohio, out of iron ore and is absolutely fire proof. The building has light on all sides. The window frames are made of steel, with woven wire glass except the front which have oak frames and plate glass. The building is equipped with two electric elevators, the stairway and elevators being enclosed, in fact the building is constructed so that each flat is entirely separate from the other in case of fire. Stand pipes and hose are provided on each flat at a distance of fifty feet apart. On each flat are lavatories for the employees. The basement is eleven feet high and the floor is of cement. On the west side is the steam boiler which heats the building. In the rear of this flat the Customs and Inland Revenue Bonds are situated. The main floor is used for the shipping department and has a large platform scale and four doors for receiving and shipping goods. The floors on all the flats are constructed of three inches of Georgia pine, and an inch of hard maple. The front part of the second flat is used as a packing room. In the rear of this flat, the currant cleaner, coffee mill and roaster and the tea packers are installed. The offices are on the main floor in front and are all finished in quarter cut oak. On the right is the senior's office, John Garvey, and next to this is the office of the manager, John P. Garvey. Behind these are the general offices and also an office for the traveling salesmen. On the left is the sample room equipped with cabinets, drawers, glass showcases and other conveniences for displaying goods. Here also is a table for drawing tea, with city water, sink and a gas stove. Next is a cloak room and behind this is a double vault with an entrance, on the main floor, and in the basement.

The business of John Garvey & Sons was started by the late Sir Frank Smith in 1854. John Garvey succeeded in 1886. Mr. Garvey has now associated with him, his three sons, John P., Clement, and Leigh.

CANADIAN BUSINESS CHANGES.

Grocer Businesses Bought and Sold, Assignments Made and Losses by Fire.

Ontario.

J. R. Croft, grocer, Toronto, advertises his business for sale.

Lucien Levis, of Levis Bros., Mattawa, Ont., died recently.

Assets of Jas. Herbert, grocer and butcher, Ottawa, have been sold.

G. A. Toyn, general merchant, Falls View, Ont., has sold to Rothwell & Hall.

J. Don Cockburn, general merchant, Sturgeon Falls, Ont., was burnt out recently.

E. C. Clarke & Co., general merchants, Orangeville, Ont., have sold to A. J. Smith.

C. S. Ewing, grocer and crockery merchant, Goderich, Ont., has sold to H. R. Long.

B. H. Turner, general merchant, Little Current, Ont., sustained loss by fire recently.

Assets of the estate of the Fort Frances Trading Co., Fort Frances, Ont., have been sold.

The Campbell Milling Co., West Toronto, sustained a small loss during the week by fire. It was covered by insurance.

Quebec.

A. P. Chapleau, grocer, Montreal, has assigned.

Robert Stewart, general merchant, Inverness, Que., is dead.

The Dominion Starch Co., Chateau Richer, Que., have registered.

G. D. Brassard, general merchant, Murray Bay, Que., has assigned.

Demand of assignment has been made on D. E. Viau, grocer, Montreal.

Demand of assignment has been made on Louis Slapack, grocer, Montreal.

A demand of assignment has been made on A. Laporte, grocer, Longueuil, Que.

A meeting of creditors of D. E. Viau, grocer and liquor merchant, has been called.

Godbout & Cie., Chicoutimi, Que., general merchants, sustained loss by fire recently.

Maritime Provinces.

A. McKinnon, general merchant, Coleman, P.E.I., has assigned.

Slyde B. Freeman, general merchant, Greenfield, N.S., is out of business.

Western Canada.

H. O. Smith, general merchant, Marquette, Man., has assigned.

Mrs. W. Draper, grocer, Vancouver, B.C., has sold to G. Buyse.

Suchring & Foote, general merchants, Craik, Sask., have dissolved.

Little & Long, general merchants, Sintalufa, Sask., has sold out.

F. J. Schroeder, grocer, Victoria, B. C., is succeeded by Jas. Free.

Forbes & Co., grocers, Winnipeg, have been succeeded by Readman Bros.

A meeting of creditors of H. O. Smith, Marquette, Man., has been held.

The Minitonas Trading Co.'s general store at Minitonas, Man., was burned out.

E. A. Woods, general merchant, Valley River, Man., has sold to W. McMillan.

G. A. McKenzie & Co., general merchants, Morse, Sask., have been succeeded by Hartricks, Ltd.

Stock of the general store of the estate of H. Aberman, Watson, Sask., has been sold to S. Millman.

W. H. English, grocer, Carberry, Man., sustained loss by fire recently. It was covered by insurance.

The Fernie Industrial Provident Co-operative Society's general store, Fernie, B.C., was partially burned recently.

The grocery business of I. M. Roach, Chilliwack, B.C., has been taken back by D. B. Hall under power of a chattel mortgage.

DO YOU WANT SOME IDEAS?

The MacLean Publishing Co.,
Toronto, Ont.

Dear Sirs,—Find enclosed cash for $2 for The Canadian Grocer as per slip enslip enclosed.

Am very much pleased with your paper, we certainly get a lot of good ideas from it.

G. K. GREENLAW.

St. Andrews, N.B., Jan. 12, 1910.

A full-sized package of Holland Rusk (The Dainty Dutch Delicacy) free to every grocer—

To enable the grocery trade of the Dominion to prove to their own satisfaction our claims regarding the unique qualities of Holland Rusk, the Dainty Dutch Delicacy, we will forward on receipt of any grocer's name and address, a full-sized package of Holland Rusk.

Although Holland Rusk is a comparatively new article on the Canadian market, it has jumped right into popularity, and the sales are daily forging ahead.

A general campaign of advertising is now being arranged. Some experts have told us our copy is about the strongest and most attractive they have ever seen. Every grocer should be prepared for the demand which it will create.

First of all, we want every grocer—and every grocer's wife—to taste Holland Rusk. We know you will find it unique and delicious—different from anything you ever tasted before.

Write a post-card—*now when you think of it*—and a full-sized package, together with prices, will be forwarded immediately.

WRITE TO ..... **McGreegor Specialty Co., Toronto** *CANADIAN IMPORTERS*

HOLLAND RUSK CO., Holland, Mich.

SOLE MAKERS OF HOLLAND RUSK IN AMERICA

700 stores in Toronto alone are handling—and pushing—Holland Rusk. Toronto people are delighted with

"The Dainty Dutch Delicacy."

E. NICHOLSON D. H. BAIN

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CODES —
A.B.C. 4th and 5th Edition
WESTERN UNION.
ARMSBY'S 1901-1907

CABLE ADDRESS
NICHOLSON-Winnipeg
" Calgary
Edmonton

Thurston & Braidich

128 William Street — NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott
Wholesale Grocery Broker
141 Bannatyne Ave., East

EMPRESS BRAND JAMS

20-oz. Glass Jars—1909 Fruit

The attractive appearance sells them. Their delicious taste brings the customers back for more. TRY THEM. That's all we want. We are sure of your future orders once you have had the

EMPRESS BRAND

WRITE US FOR PRICES

Empress Manufacturing Co.
Limited
VANCOUVER, B.C.

GUNN'S

"EASIFIRST"

LARD COMPOUND

Will enable YOU to win first place for
QUALITY GOODS

Figure your saving compared with pure lard and
ORDER TO-DAY

GUNNS LIMITED — Pork and Beef Packers WEST TORONTO

NOTHING BETTER IN 1909

Fearman's English

Breakfast

Bacon

NOTHING BETTER IN 1910

THE PUREST AND BEST

MR. DEALER

Have you stocked the new 5c. tin

St. Charles Brand ?

Some of your customers will want it and any jobber can supply you. It's a convenient package and only $2.00 per case.

Manufactured by

St. Charles Condensing Co.

INGERSOLL, ONTARIO
CANADA

MILD CURED

Breakfast Bacon
Skinned Backs
and Hams

Finest Quality. Made from Selected Hogs.
Made under Government Inspection.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Canadian Bacon Quoted Lower on English Market

Further Troubles for the Packer—Price of Hogs up in Montreal, But Down in Toronto—Large Receipts of Butter and Prices Will Likely be Lower—Cheese Advances Due to Export Demand.

The bacon market in England is dull and lower. Canadian bacon is quoted at 65s. This would not more than pay for the hog at the present high prices. As a rule England regulates our prices here, but the packers in their stampede after the porkers seem to disregard the English market, and the farmers are throwing up their hats and pounding their knees at the fun and the big 'wads' they are getting out of the race. The consuming public in the meantime is trying to find a substitute for bacon and lard, and whether they succeed or not, the effort to some extent will lessen consumption.

There is so little Canadian butter in England that it receives scarcely a quotation. With the large make of both dairy and creamery and considerable in cold storage, the reasonable conclusion is that butter will be lower. In forming this conclusion we must, however, take into consideration the high price of lard, which will make room for a large quantity of the lower grades of butter for cooking and baking.

Cheese is decidely firmer, and there is a more hopeful outlook for our products, a large quantity of which is still in the hands of the dealers.

The egg market is quiet, but firm. The stock of storage eggs together with the fresh stock coming in, is supposed to meet all requirements and demonstrates the fact that the trade is looking carefully after the interests of the people.

—

MONTREAL.

PROVISIONS—Provisions are still on the upgrade, as far as prices are concerned. Live and dressed hogs are 25c higher here. Hams and bacons are up from ½ to 1 cent, and clear fat backs are $1 higher. This condition, combined with the fact that there is always a lull after the holidays, has caused a decrease in demand, but the market has a healthy tone and dealers prophesy even higher prices in the near future.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16⅝
Cases, tins, each 10 lbs., per lb	0 16¾
" " " 5 " "	0 16¾
" " " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb	0 17
Pails, tin, 20 lbs. gross, per lb	0 16½
Tubs, 50 lbs. net, per lb	0 16⅜
Tierces, 375 lbs., per lb	0 16½
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 12½
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12½
" 5 " " " "	0 12⅝
" 3 " " " "	0 12⅝
Pails, wood, 20 lbs. net, per lb	0 12½
Pails, tin, 20 lbs. gross, per lb	0 11⅞
Tubs, 50 lbs. net, per lb	0 12½
Tierces, 375 lbs., per lb	0 12
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	29 00
Bean pork	23 50
Canada short cut back pork, bbl. 45-55 pieces	28 50
Heavy clear pork, bbls. 20-35 pieces	28 50
Clear fat backs	33 00
Heavy flank pork, bbl	28 00
Plate beef, 100 lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 14½
Long clear bacon, heavy, lb	0 15
Long clear bacon, light, lb	0 15½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 15
Large sizes, 18 to 25 lbs., per lb	0 16
Medium sizes, 13 to 18 lbs., per lb	0 16½
Extra small sizes, 10 to 13 lbs., per lb	0 16½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 17½
" " " small, 9 to 12 lbs., per lb	0 18
Breakfast bacon, English, boneless, per lb	0 18
" " " "	0 17½
Windsor bacon, skinned, backs, per lb	0 18½
Spiced roll bacon, boneless, short, per lb	0 15
Hogs, live, per cwt	9 50
" dressed, per cwt	13 50

BUTTER—Receipts of fresh made are limited and stocks of fancy fall-made are reducing fast. The creamery market looks sound. Dairy rolls are coming forward quite freely, and as a result prices are down a cent.

Receipts for the week are 2,066 packages, as against 1,767 packages same week last year. For the season they are 392,958 packages, as against 413,700 packages same season last year.

Fall creamery solids	0 26½	0 27
Fresh creamery solids		0 25
Fresh creamery prints		0 25
Dairy, tubs, lb	0 20	0 21½
Fresh dairy rolls	0 21	0 22

CHEESE—Quebec and western cheese are ⅛ cent higher. There are some dealers who prophesy 65s. cheese in England before the new make comes in. Conditions there seem to warrant such a conclusion, as stocks are small compared with previous seasons, high prices are being asked for other lines of food and industrial conditions are greatly improved. At present cheese is selling in England for 58-58s. 6d. C.I.F. and displays great firmness at these prices.

Receipts for the week are 982 boxes, as against 576 same week last year. For the season they are 1,967,452 boxes, as against 1,956,526 boxes same season last year.

Quebec, large	0 11⅝	0 11⅞
Western, large	0 11⅞	0 12⅛
" twins	0 12½	0 13
" small, 20 lbs	0 12	0 12½
Old cheese, large	0 15	0 16

EGGS—Stocks are reported low and there seems likely to be a pinch here before two weeks are out. Newlaids are scarce. Taken altogether there seems to be nothing for it but continued high prices for some time to come. The market remains steady at present high prices.

New laid	0 40	0 50
Selects, dozen		0 32
No. 1, dozen		0 28
No. 2, dozen nominal)		0 26

POULTRY — Although the sale for poultry is fairly good, there is so little fresh stock arriving that storage stocks are being used to some extent. Prices are now somewhat lower than at Christmas and New Year's, as is only natural, taking into consideration the slackening in demand.

Chickens, per lb	0 15	0 16
Hens, per lb	0 10	0 11
Young ducks, per lb	0 15	0 16
Turkeys, per lb	0 19	0 20
Geese, per lb	0 11	0 12

HONEY—Honey is quiet with a fair sale. Comb honey seems to hold its demand the best, and prices of all lines are firm.

White clover comb honey (nominal prices)	0 14	0 15
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins	0 11	0 11½

TORONTO.

PROVISIONS—There is little change in the hog situation this week, although dressed hogs delivered in the city are bought for about 50c a hundred less. Buyers in the country, however, continue to buy at last week's prices, which are from $8.40 to $8.50 live weight, f.o.b. Some claim that cured meats cannot go higher without materially interfering with the consumption. In looking over some old invoices of about 1870, we find that bacon used to sell as low as 6½c a lb. and ham at 9c, and yet there is far more used per capita now than was used then, outside of the farmers, who cured it for themselves. This is owing to the scientific process of curing by our up-to-date packers, who produce a much superior quality of goods.

Long clear bacon, per lb	0 14	0 14½
Smoked breakfast bacon, per lb	0 18	0 18½
Roll bacon, per lb	0 14	0 14½
Light hams, per lb		0 15
Medium hams, per lb		0 15
Large hams, per lb	0 14	0 14½
Shoulder hams, per lb	0 13	0 13½
Backs, plain, per lb	0 18	0 18½
" pea meal	0 18½	0 19
Heavy mess pork, per bbl	27 00	27 50
Short cut, per bbl	28 00	29 00
Lard, tierces, per lb	0 16	0 16½
" tubs "	0 16	0 16½
" pails "	0 16½	0 16⅝
" compounds, per lb		0 12¾
Live hogs, at country points		8 25
Dressed hogs		12 00

BUTTER—The receipts of fresh butterter are on the increase, and the market shows weakness. Some of the creameries are hunting for buyers. The prices, however, are still maintained, but if a change takes place it will be downward. There is also the usual undesirable percentage of poor butter, which will come in, but which nobody makes. This usually accumulates, and has to be sold at a loss.

	Per lb.	
Fresh creamery print	0 28	0 29
Stored creamery solids	0 26	0 26½
Farmers' separator butter	0 24	0 25
Dairy prints, choice	0 21	0 23
Tub butter	0 21	0 22
Baking butter	0 19	0 20

CHEESE—The improved export demand has slightly affected the local market, and some dealers are asking ¼ of a cent more for their cheese to local dealers.

Cheese, new, large	0 12½	0 12¾
" " twins	0 12½	0 13

EGGS—The sky-high prices for new laid eggs cannot so easily be obtained by farmers, as they are coming in more freely. Storage eggs hold firmly here to their old prices, and will not likely be

affected by the fresh comers for some time.

Cold storage eggs	0 27	0 28
Select eggs	0 28	0 29
Strictly new laid	0 30	0 35

POULTRY — Poultry is scarce and prices keep high. Geese and ducks are practically off the market, and are out of season.

Spring chicken, dressed	0 16	0 18
Hens, per lb. dressed	0 11	0 12
Turkeys, per lb., large	0 19	0 20

HONEY—There is nothing new in the honey market. The demand is regular, and the supply available will all be required.

Honey, extracted, 60 lb. cans	0 10½	0 11
" " 10 lb pails	0 11	0 12
" " 5 lb. pails	0 12	0 12½
" comb, per dozen	2 50	2 75

NOT SO DEAR AS REPORTED.

E. S. Kirkpatrick, Canadian Trade Commissioner at Havana, Cuba, reports having received an inquiry from Canada asking the price of eggs there, and enclosing a clipping from a Canadian newspaper which said: "Eggs are now $2 a dozen in Havana, and even at that price you may get more than you bargain for." The commissioner points out that this is erroneous. The last published statistics show that for the fiscal year ending June, 1908, Cuba imported 5,019,138 dozens of eggs valued at $939,000, an average price of something over 18 cents. The retail price of fresh eggs throughout the year ranges from 55 to 60 cents, and they are practically all imported. The native hens are small, and the Cubans know nothing of modern methods of poultry raising. A few Canadians and Yankees, who at the present time are raising poultry in a scientific manner, are enthusiastic over the prospects. They use the best of thoroughbred stock, and in such cases readily sell their eggs for setting purposes only at from $2 to $3 a dozen.

Boarding Mistress—"Is there anything wrong with that egg, Mr. Fourper? I see you are according it a very critical examination."

Mr. Fourper—"Oh, not anything wrong with the egg, Mrs. Skimpen. I was just looking for the wishbone, that's all."

BUTTER DISHES

Tear out this ad. and mail it to your dealer for prices of Canadian-made oval dishes. Use them to increase your sales of Butter, Honey, Jam, Jelly, Lard, Meat and Pickles.

GRAHAM BROS. & CO.
KINMOUNT, - - - - ONT.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

HOLLAND HERRINGS
In 10 lb. Kegs
—GET—
GARLAND BRAND
They are the best
Packed by
Palvast and Van der Vliss, Holland
WRITE
W. H. ESCOTT
BROKER, - WINNIPEG
Direct Importer, for a Car

FOR QUALITY
This Mark Stands For Quality.
To the Wholesale Trade:
George Kemp, Limited
LONDON, - ENGLAND
Manufacturers and Exporters of
BISCUITS
BISCUIT MAKERS TO HIS MAJESTY'S GOVERNMENT
A fine line of good sellers for the Canadian trade. Special sample boxes of the following, now ready for distribution:
Metropolitan (Mixed)
Arrowroot Wafers
Currant Wafers
Cocoanut Fingers
Rainbow, Etc., Etc.
DAINTY LINES SUBSTANTIAL LINES
FANCYS AND MIXED
EXPORT AGENTS:
H. Collings & Co.,
16 Philpot Lane, - London, E.C.
ENGLAND

SUCHARD'S OOOOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

LEITCH ANCHOR BRAND OAK LAKE
Is the bread NOW in your home inviting? Do you like it? If not, you can have it so by using
Anchor Brand Flour
MANFD. BY
Leitch Brothers Flour Mills, Oak Lake, Man.

TO RETAIN THE BEST CLASS OF CUSTOMERS
WHITE SWAN COFFEE
IS AN ESSENTIAL.
THINK IT OVER

Your Store Is Known

by the goods you sell. The Grocer with an eye to the future studies his stock and sells only those goods he knows will please his customers.

¶ Cheap and inferior goods never find a place on his shelves.

Magic Baking Powder

insures such delightful results in baking that housewives most everywhere demand it.

¶ It is splendidly advertised and yields a lasting profit. If you haven't been selling it, begin now—you'll find it sells better than any other Baking Powder.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

You can offer your customer

Clark's =Ox= Tongue

knowing that it will give the greatest satisfaction.

CLARK'S MEATS have a reputation for excellence. No dealer's stock is complete without them, and they are advertised so extensively that a ready sale is assured.

Wm. Clark **Montreal**

Manufacturer of high-grade
—Food Specialties—

BOVRIL

IS NOT INJURED BY ZERO WEATHER

Bovril has often been carried to the polar regions by explorers, and excess supplies have always been in prime condition when brought home.

Don't Hesitate

to order fresh supplies for your customers' needs. The frost will do no harm.

BOVRIL LTD.

27 St. Peter Street, Montreal

Disposal of Produce by the Country Merchant

How One of Them Finds a Ma rket for Butter and Eggs and Attracts Extra Trade From the Farmers by Accepting all They Offer—Has Educated the Farmers' Wives to Put up Butter in Uniform Style.

By Walter Kidd.

The other day I was talking to a brother country merchant, and upon my enquiring "how is business?" he said: "Oh! this time of year our trade is not so good as it is in the summertime. We refuse nearly all butter, as we always lose on it and now the farmers take it to market and get their goods there."

What a pity! what a loss! A man's trade falling off when it should be the best; and yet I have no doubt there are many in the same predicament; and others who take the butter wish they did not have to do so as they find it somewhat of a "white elephant" on their hands.

After the factory closes in the autumn, and again in the spring before it starts, farmers make a great deal of butter which must be disposed of, and the merchant who can pay a good price for all that comes along and can "trade it out," certainly has something over the competitor who cannot do so.

To any merchant situated within easy reach of a railway service, where trains are passing through into the larger centres such as Montreal or Toronto, there is a way open. Get acquainted with the brakeman, baggagemen, express messengers, etc., on the trains. Tell them you have good butter at such a price, and fresh eggs at so and so. Put the price down at the start sufficiently low to get them interested; they will buy. These men are employed by the railways who depend on the Canadian people, and hence upon us merchants to a certain extent, for their profits. Therefore, I think we have a perfect right to do business with them so long as we do not ask them to carry produce to others in the distant cities free of charge. They are, of course, not supposed to buy for speculative purposes.

Soon if your article is good, you can get your price and the whole question is solved. You will have daily orders coming in and instead of frowning when a customer comes to the door with butter you can wear your most pleasant smile.

Although I have been in business here only a little over a year, I already have customers in different places who require weekly or monthly large supplies of butter and eggs. This with the local demand enables me to accept all the butter that comes my way. Of course eggs are more easily disposed of, but often a cent or two extra on a dozen can be made in this way, which always counts. Last autumn, besides the eggs I packed myself, I had to buy a number of cases of cold storage eggs, paying 24c and getting 28c, making a profit of 4c a dozen.

Educates the Farmers' Wives.

Again one can educate their country customers to do up their butter in the most attractive style and in such shape that it will ship readily and command the top price.

At first the butter came along in 1 lb. rolls, 1 lb. bricks, 1 lb. round prints, ½ lb. squares, ½ lb. round prints, rolls of any weight, and crocks, with and without butter paper. We told our customers early in the season that we would dock them in price unless the butter was put up in 1 lb. bricks in butter paper. A stock of butter moulds was kept on hand and sold to those who did not have them. This has caused the butter to come in good shape for shipping and it was surprising how readily the customers fell in line.

Almost every day now, farmers drive in, whose trade really belongs to other stores, bringing large supplies of butter and also eggs, and they are quite ready to trade it all out. Instead of trade going behind on account of the butter problem, it is going ahead.

All this requires energy and push, but in these days most merchants are well satisfied as long as the reward is forthcoming.

DESICCATED COCONUT
and COCONUT FAT

FINEST QUALITY MANUFACTURED

J. H. VAVASSEUR & CO., Ltd., CEYLON HOUSE, 15-16 AMERICA SQ., London, Eng.

Factories—Ceylon Telegrams—Citronella, London

Those Animal Biscuits

You would be astonished did you but know what a big demand there is for them. They come in the form of horses, cows, pigs, and are sold freely at a popular price to all classes. You surely should have SOME stock.

A FREE SAMPLE FOR THE ASKING

THE CANADIAN BISCUIT COMPANY, LIMITED
LA PERADE, QUE.

The causes which lie behind Christie reputation.

For over half a century our whole efforts have been concentrated in the making of better biscuits.

We have paid no attention to any side issue—all the ability we possess and every hour of our experience has been utilized for the purpose of bettering Christie biscuits.

Every ounce of raw materials is selected and tested—the flour used is a blend of the best flours milled—butter, eggs, sugar and lard must all be high-grade table quality.

Our factory is the biggest, brightest and cleanest in all Canada. Our employees are all healthy and happy and imbued heart and soul with Christie ideals.

Christie ideals—that's the real source of Christie reputation. It's this constant effort to better the product of yesterday—this striving after excellence that has made the name *Christie* a household word all over the Dominion.

Are you making the most of Christie reputation?

Remember, *"Christie biscuits do sell more than biscuits."*

CHRISTIE, BROWN & CO., Ltd.

Get the Habit

of indenting regularly for

"White Lily" Brand

Cream Sodas, Havelock Lunch, Cottage Mixed & People's Fancy

Each line is of excellent quality, and a distinct feature of these goods is the crisp, fresh condition in which they reach the retailer. No "soggy" biscuits in

"White Lily" Brand

Sold in bulk, tins and boxes. Write to-day for prices.

J. A. MARVEN, Ltd.

Moncton, - - N.B.

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER

Our VILLAGE Biscuit retails 3 lbs. for 25c.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,

ST. GEORGE, - ONT.

Haven't you dozens of customers, now making their own cake icings, whom you could easily induce to try

Cowan's
Cake Icings

Once they find out how easy these icings are to use, and how thoroughly satisfactory you will get plenty of repeat orders from them.

The Cowan Co., Ltd.

Toronto, Canada

Canadian made Licorice
Y&S BRAND
All Druggists.

Manufactured by
NATIONAL LICORICE Co.
Montreal.

Grocers, Confectioners and Druggists

should not fail to handle a full range of our

Licorice Speialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

Send To-day

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES, W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
PROVINCE OF ALBERTA, Tees & Persse Calgary and Edmonton

By Royal Letters Patent

NELSON'S
POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S
Gelatine and Liquorice
LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S: No better Chocolate

All the year round

Mott's
"Diamond" and "Elite"
brands of
Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.
Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Cereal Markets Advance and Flour is on the Verge

Chicago and Winnipeg Wheat Markets, However, Show Declines—Demand for Both Flour and Cereals is Good.

There is a good export demand for flour and at better prices than are paid for home consumption. If this continues our prices must advance. In fact they have already done so in Montreal. The prices of wheat are, however, about 4c lower in Chicago, and 2c lower in Winnipeg than last week. The only thing that even the most experienced flour dealers can do in regard to the future price is to make a guess.

Oatmeal and other cereals have been advancing somewhat, owing to a better demand which is always to be expected at this season of the year.

MONTREAL.

FLOUR—Flours are 10c higher. According to most millers there will be if any further change, a still higher quotation in the near future. Trade continues fairly brisk locally and the general market tone is good.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 80
Glenora, bbl	5 30
Manitoba spring wheat patents, bbl	5 80
" strong bakers, bbl	5 30
Five Roses, bbl	5 80
Harvest Queen, bbl	5 30

OATMEAL—All lines of oatmeal are higher and strong at the advance. Increased shipping demand is the cause. Local sales have also been good and there seems no immediate chance of a weakening.

Fine oatmeal, bags	2 62½
Standard oatmeal, bags	2 62½
Granulated " "	2 62½
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
Rolled oats, bags	2 40
" barrels	5 05

TORONTO.

FLOUR—The wheat market has been restless this week, but in spite of all this the local flour market is not affected. The local flour market will not respond to every movement in the wheat market. Flour as a rule exists when sold, which is not always the case in wheat.

Manitoba Wheat.		
1st Patent	5 50	5 60
2nd Patent	5 00	5 10
Strong bakers	4 90	5 00
Winter Wheat.		
Straight roller	5 20	5 40
Patents	5 40	5 50
Blended	5 40	5 50

CEREALS—In sympathy with the strong tendency of the grain market last week, several lines of cereals have made a small advance. The demand is good and business is brisk.

Rolled wheat, car load	2 95
" oats "	2 15
Rolled wheat in barrels, 100 lbs	3 05 3 15
" oats in bags, per bag 90 lbs	2 30
Oatmeal, standard and granulated, in bags 98 lbs	2 55

GROCERS IN MUNICIPAL LIFE.

In addition to the grocers, general merchants and those connected with the manufacture of grocery articles, who were announced in the last two issues to have been elected to fill municipal positions, the following extra have come to hand :

W. L. Innes, of the Simcoe Canning Factory, Simcoe, Ont., was elected a councillor ; in Preston, Ont., E. B. Reist, a grocer, is one of the 1910 aldermen and in Prescott, Ont., Jas. H. Bradley, grocer, is one of the new councillors. In Picton two grocers, Fred Newman and Ernest F. Case were elected to the council, and two general merchants, Louis Gignac and Robert Gendron, Penetanguishene, Ont., are among the 1910 councillors there.

Practically all the Wiarton, Ont., council for 1910 is composed of business men. The general merchants elected were Jas. Symon, T. C. Allan and R. E. Trout.

EARLY CLOSING IN HUNTSVILLE.

Bracebridge Merchant Offers Words of Praise for its Progressiveness.

Editor Canadian Grocer,—The early closing by-law in Huntsville, Ont., is working out satisfactorily. True, a great many kickers at first strongly advocated the turning down of the by-law for the reason that Huntsville, being one of the many summer resorts among the highlands of Ontario, tourists making it their purchasing centre would be handicapped even if the stores closed at seven o'clock excepting Saturdays.

But this idea is gradually dying out and we find that in passing the by-law, the newly elected council for 1910 will find almost every ratepayer in favor of it. Citizens of Huntsville should by all means support this by-law. It will show other places that a progressive town can advance towards the status of a city by adopting progressive measures—and this is one of them. In slow, dead towns we find merchants open late every night waiting for the dollar that never comes. In up-to-date towns, we find the stores closed at six or not later than seven o'clock and everyone looking prosperous.

The early closing will do Huntsville no harm, and every grocer should, I think, work to secure it.

H. T. D.

Bracebridge, Ont., Jan. 18, 1910.

The United States government is said to be proceeding on the theory that selling agreements exist now or have existed among some of the large sugar refineries there whereby they could control prices contrary to the Sherman Anti-Trust law. This does not mean that the government has relaxed its efforts in regard to the weighing frauds, but that alongside of this is going on an investigation to learn whether or not competition has been suppressed by an actual or nominal agreement between some of the largest refiners.

Fortify Your Position

as a Grocer, by only handling lines that have made good.

In the line of crackers, you can't go wrong if you are handling

Mooney's Perfection Cream Crackers

The kind that always reach you in the same crisp and fresh condition as they leave our ovens.

A little extra care in the selection of the materials, and a little extra skill in mixing and baking have made the "Mooney" the best flavoured cracker and the most profitable to handle.

Cox's Gelatine

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL

Canadian Agents: J. & G. Cox, Ltd.
C. E. Colson & Son, Montreal
D. Masson & Co., " Gorgie Mills
A. P. Tippett & Co., " EDINBURGH

WHEN THEY SAY IT IS "GOOD BUSINESS" TO STOCK A CERTAIN LINE, YOU UNDERSTAND THAT REFERENCE IS MADE TO A PROFITABLE SELLER —AN ARTICLE OF QUALITY, POPULAR WITH THE CONSUMER AND A REPEATER.

Isn't That Right?

Well, when we say that it is "Good Business" to feature our

"CHOCOLATE BORDO"

You know that we are telling you in two words that your best interests will be served by selling the most saleable chocolate on the market — the confection with the 24-year reputation for originality and quality.

The Montreal Biscuit Company

Manufacturing Confectioners

MONTREAL

FREE—To all who inquire we will mail a neat 1910 Pocket Calendar.

TRUMILK

A full-creamed Milk in soluble powder form.

MILKSTOCK

A separated Milk in soluble powder form.

These products are unequalled in quality by any other milk, whether in powder or condensed form. Pure, healthful, digestible, convenient. Guaranteed free from preservatives or adulteration. Dissolve easily in cold water and make perfect liquid milk.

MADE IN CANADA

Canadian Milk Products, Limited

Head Office: TORONTO. Plant: BROWNSVILLE, ONT.

Strength in Every Cupful

A Delicious Food and a Drink in One. A Cup of

Epps's Cocoa at Breakfast

Warms and Sustains You for Hours. As a Supper Beverage it is perfect.

Special Agents, G. E. Colson & Son, Montreal

Nova Scotia, E. B. Adams, Halifax. Manitoba, Buchanan & Gordon, Winnipeg

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

SALT

Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS, 128 Adelaide St. E., Toronto

G. J. CLIFF, Manager.

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance.

WRITE TO

P. POULIN & CO.

39 Bonsecours Market, - Montreal

WE SELL FEATHERS TOO

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

MAPLE SYRUP

"Your syrup is superior to anything I have seen on the market."—H. Mockford, Charlmond Road, London

It is STANDARD. Get Prices.

CANADA MAPLE EXCHANGE

Montreal

TRADE MARK. Smalls

Mr. Merchant,

Are you handling

Royal Purple Stock and Poultry Specifics

the largest advertised goods of this nature on the market? If not, write us for price list and our plan of advertising to bring you direct results.

The W. A. Jenkins Mfg. Co.,

LONDON : : : ONT

Shoe Boils, Capped Hock, Bursitis are hard to cure, yet

ABSORBINE

will remove them and leave no blemish. Does not blister or remove the hair. Cures any puff or swelling. Horse can be worked, $2.00 per bottle, delivered. Book 6 D free.

ABSORBINE, JR., (mankind, $1.00 bottle.) For Boils, Bruises, Old Sores, Swellings, Goitre, Varicose Veins, Varicosities, Allays Pain.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.

LYMANS Ltd., Montreal, Canadian Agents.

What the Grocer Said to Mrs. Brown

One day, Brother Grocer, last November Mrs. Brown while out on a shopping tour found herself out in the cold, facing a 10 by 20 blizzard of sleet and rain.
Did she run into Jones' store? She did.
Was Jones glad to see her? Tickled sick.
And they had quite a confab.
Maybe, Brother Grocer, you'd like to hear what Jones said.

* * * *

Well, the FIVE ROSES Advertising Department has in preparation a little 16-page booklet in the form of a monologue, or grocer's selling talk.
Just the right size to enclose in an envelope, you know.
Tells what Jones said to Mrs B.
You see, Brother Grocer, it rained so hard outdoors Mrs. Brown *couldn't* get away—so she listened

* * * *

Printed in *three* colours with a cover in *four*—we did ourselves proud this time.
Cover represents the inside of Jones' store, with picture almost big as life of Brother Jones gushing to interested Mrs. B.
Inside the booklet there's a dinkey little bunch of illustrations in colours to explain just what Jones is chirping about.
That artist certainly deserves a bigger salary.

* * * *

To finish up this wonderful booklet of ours we've added a series of FIVE ROSES flour recipes and household hints in order to prolong its life a little longer than usual.
You know, Brother Grocer, the soft spot the women have for *good* recipes.
Well, these are the *genuine* article.
Your customers will all sit up and beg for them—you watch.
Then on the back cover there's a neat little panel (blank) to put in *your* name and address, *so that the booklet is really YOURS.* Don't believe we have mentioned ourselves more than *twice all told.*

About Getting Flour wise—a Booklet

What, Brother Grocer, you'd like to see this little offspring of ours?
Just write *at once*—the edition is really *limited.*
If you like it, tell us how many you'd like to have and we will do our best to let you have them IMMEDIATELY we get them from the printer.
Costs you nothing, you know.
DO IT NOW, while you think of it—*first come first served.* *Ask for booklet "G".*

LAKE OF THE WOODS MILLING COMPANY, Limited
MONTREAL

Business Matters to Receive Greater Attention

Toronto Retail Grocers' Association to Consider Matters Affecting the Trade and Causing Drawbacks—Officers for 1910 Elected—Arrangements for At Home and Presentation to Retiring President.

Staff Correspondence.

Toronto, Jan. 19.—Some opinions expressed at the regular monthly meeting of the Toronto Retail Grocers' Association held on Monday night indicate that the members intend to pay a great deal more attention to the ills and drawbraks affecting the trade than they have done in the past. In fact the keynote of the expressions of opinions after the officers were elected and installed, showed that all were keen on making the association of a greater financial benefit to its members, and to the trade in general.

Apart from this there were many interesting features to the meeting. The nomination of officers was concluded; officers were elected and installed; the

D. McLEAN,

The New President of the Toronto Retail Grocers' Association.

final arrangements for the At-Home on Wednesday, January 26th, in the Temple Building, were made, and a presentation was made to the retiring president.

The officers for 1910 decided upon are as follows:

President—D. McLean.
Vice-President—W. C. Miller.
Treasurer—Bailey Snow (re-elected).
Secy.—J. C. Beaumont (re-elected).

Executive Committee—J. S. Bond, David Bell, R. W. Davies and C. F. Thorne.

In assuming the reins as president for 1910, D. McLean in his inaugural address, expressed the desire that the association would do more this year from a business standpoint. There were too many petty jealousies in the trade which should be eliminated so that retailers could work together. "It seems strange," he said, "that every year there should be a new co-operative bill crop up and if we only all get together this would not be occurring."

W. C. Miller, the vice-president, stated that he would do all he could in 1910 to further the interests of the association and hoped it would enjoy a year of prosperity.

"I'm not a speech-maker," remarked Bailey Snow on being called on for a speech. "No, you're a candy-maker," interposed one of the members before Mr. Snow could conclude. Other officers and members pledged themselves to assist as far as they could with the advancement of the association.

F. W. Johnston advocated leaving a little snow on the sidewalks in order to protect pedestrians and D. W. Clark submitted that the present system of electing men to look after Toronto's municipal affairs was at fault, claiming that the city's business should be looked after by a paid commission. Mr. Clark also maintained that the association should consider questions of more benefit to its members and the trade in general. He cited the London and Hamilton Retail Grocers' Associations as being more up-to-date in this respect.

J. S. Bond believed, too, that more time should be spent in business. "We are not friendly enough with our neighboring grocers," he said. "As a rule they are not so narrow-minded and jealous as we often think, and if we could all meet more often we could accomplish a great deal more instead of cutting each other's throats by cutting prices. We would do well to unite with other associations to fight this Co-operative Bill now before the House of Commons."

This opinion was concurred in by David Bell, who maintained that union

Tell Your Customers That:

SHAMROCK
BIG PLUG
SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

McDOUGALL
Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scotland.
CLAY PIPES

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Black Watch
The Big Black Plug Chewing Tobacco
"A Trade Bringer"
Sold by all the Wholesale Trade

with other associations would generate a great strength that would be felt. C. F. Thorne referred to the low license of the pedlars in Toronto, contending that the association should go after the council at once and have it increased.

Before the close of the meeting Thos. Clarke, the retiring president, was presented by J. S. Bond, on behalf of the association, with a quarter-cut oak rocking chair which he acknowledged briefly.

The association has a substantial balance to its credit in the bank, the finances being in a healthy condition.

PRICE MAINTENANCE.

That moral suasion is better than sworn statements seem to be the idea of the Johnson Educator Cracker Company, of Boston, Mass., which concern some months ago cut off the supply of a large New York jobber on charges of cutting prices. The manufacturing concern now holds that it is wiser to put the handlers of its product on their honor than to require sworn statements that the price will be maintained. The company still insists that it will sell only to those who maintain the selling policies as outlined, but figure that a friendly conference is due befor final action is taken.

Damage to the extent of $12,000 was caused by fire in the general store of Bjorndson and Brickson, Wyanard, Sask.

Advices from Patras, Greece, indicate that in all parts of the Greek olive district there will be a good yield of olives this season, and that olive prices may be lower.

TOBACCO GROWING IN B. C.

Vancouver, B.C., Jan. 19.—The British Columbia Tobacco Company, Ltd., has been organized with a capital of $100,000, with the particular object of acquiring from John Hector Inkster, land owned by him in the Okanagan district, with the personal property now in the possession of Lewis Holman and used by him in the business of raising, curing and manufacturing tobacco. Generally, the company will engage in the tobacco business, and its incorporation forecasts the development of the tobacco industry in the district about Kelsun and Vernon. The next season will see a large increase in the crop. Behind the company are some Vancouver people, Mr. Holman, who has been experimenting in tobacco culture in the Okanagan for some years, being also connected with it.

7-20-4

You can remember this easily. Remember, also, that it is the name of one of the best cigars on the market, and is a very profitable line for you to handle.

Hammer home **"7-20-4"** and **Quality.** There's nothing like this combination for boosting trade. Write us.

The **SHERBROOKE CIGAR CO., Sherbrooke, Que.**

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

Marmalade Oranges

¶ Boxes and Chests have arrived; they are good color, prices right. Do not forget California Celery in your next order. Are today in receipt of car extra fancy late Howes (cranberries). Lots of Oranges, Lemons, Nuts, Figs, Dates, etc., etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

1909

In years to come, as in years past, ST. NICHOLAS and HOME GUARD Lemons will be the

Bright Spot

in the business of every fruit dealer who handles them—why not you?
Start the new year right.

J. J. McCABE, Toronto
AGENT

1910

Approach of Lent Stimulates the Fish Trade

The Season Begins Feb. 9th—Prices Generally Firm — Market in Fruits and Vegetables in Somewhat Sluggish Condition Since the Holidays—Plenty of Apples on the Market.

MONTREAL.

GREEN FRUITS—Limes are scarce and the few appearing have brought higher prices, $1.50 per box being paid for some. Good pines are also higher. Strawberries are beginning to come in more plentifully, and are down to 70c. Tangerines are also somewhat weaker. Other lines remain steady with only a fair demand.

Apples—			Grapes, Almeria, per keg	5 50	
Baldwins, bbl	4 00		Kumquats, qt.	0 25	
Greenings, bbl	4 00		Lemons—		
Russets	4 50		Verdillis, box	3 25	
Kings, No. 1	5 00		Maoris, box	3 25	
Spies, per bbl	5 00		Limes, per box	1 50	
Fameuse, bbl	4 00	4 50	Oranges—		
Mackintosh reds	5 00		Late Valencias	5 20	
" No. 2	4 50		Floridas	4 50	
Tallman Sweets	2 50		California navels	3 00	3 50
Wealthys, 1, bbl	4 50		Porto Ricos	2 50	
" 2, bbl	4 00		Mexicans	2 40	
Bananas crated, bunch	1 75	2 75	Jamaica, crate	4 50	
Cranberries, bbl	9 00	9 50	Pineapples—		
Cocoanuts, bags	4 25		Floridas, box	4 00	
Grape fruit—			Strawberries—		
Florida	4 50		Florida, qt.	0 70	
Jamaica	3 50	4 00	Tangerines, strap	5 75	

VEGETABLES — Chateauguay rhubarb is now on the market, selling for $1.25 per doz. Florida tomatoes at $5.50 per crate and Cubans at $4, are also appearing. Cabbage is dear, selling from 25c to 50c higher per bbl. Demand for all lines is dull.

Beets, bag	0 50	0 60	Onions—		
Carrots, bag	0 50	0 60	Spanish, ½ cases	1 65	
Cabbage, bbl	1 00	1 25	" crates 50 lbs.	0 90	1 00
Celery—			Potatoes—		
Canadian, doz	0 75	0 90	Montreal, bag	0 65	0 75
California, crate	5 50		Sweet, per bbl	2 50	3 50
Cauliflowers, doz.	1 50	4 50	" basket	2 00	
Cucumbers—			Parsley, dozen	0 40	0 90
Boston, doz	1 75	2 00	Parsnips, bag	0 90	1 00
Garlic, per lb	0 17½		Rhubarb, doz.	1 25	
Green Peppers, basket	0 75		Spinach, bbl	4 00	
Lettuce—			Tomatoes—		
Curly, box	1 60		Floridas, crate	5 50	
Boston	0 75	1 00	Cubans, crate	4 00	
Onions—			Hot-house, lb	0 35	
Red, per bag	1 00		Turnips, bag	0 40	0 75
Spanish, cases 150 lbs	2 75		" Quebec, per ton	7 50	9 00

FISH — The frozen fish market is strong, and prices are bullish. Haddock is active and herrings are following the movement. Rumors are circulating that the fishing in Newfoundland is a comparative failure. Halibut and salmon are selling at stiff prices. Prepared and smoked fish are quiet at steady prices. Salt and pickled are starting to move in all directions to fill lenten demand, and a big turnover is expected for some weeks to come. Green cod prices are advancing.

FRESH

Market cod, lb	0 05	Haddock, lb	0 06
Steak cod, per lb	0 06		

FROZEN

Dore, winter caught, per lb	0 08	Pike, round	0 05½
Flounders	0 06	Steak cod, per lb	0 05
Haddock	0 04½	Salmon, B.C., red, lb	0 10
Halibut, per lb.	0 09	Salmon, Gaspe	0 18
Herring, per 100	1 75	Salmon, Qualla, lb	0 08
Lake trout	0 08½	Smelts, 10 lb. boxes	0 12
Mackerel	0 10	Tom cods, per bbl	2 50
Market cod	0 04	Whitefish, large, lb	0 10
Pike, headless and dressed	0 06½	Whitefish, small, lb	0 06

SALTED AND PICKLED

Green cod, No. 1 medium, per brl	7 00	No. 1 mackerel, brls	19 00
Green cod, small, brl.	5 50	Salmon, B.C., ½ bbls	8 00
Green cod, large, brl.	7 50	" " bbls., red	15 50
Labrador herring, bbl	5 25	" " pink	14 00
" ½ bbl	3 00	" Labrador, bbl	18 00
Labrador sea trout, bbls	12 00	" ½ bbls	9 50
Labrador sea trout, half bbls	6 50	" trcs., 300 lb	26 00
No. 1 mackerel, pail	2 25	Salt eels, per lb	0 08
" " ½ bbls	10 00	Salt sardines, 20 lb. pl	1 00
		Sardines, Quebec, bbl	5 50

SMOKED

Bloaters, large, per box	1 10
Haddies, 15 lb. bxs., per lb	0 07
Herring, new smoked, per box	0 13
Herring, boneless, per lb	0 10
Kippered herring, per box	1 20 1 25
Kippered herring, imported	1 25
Smoked salmon, sugar cured, per lb	0 25

SHELL FISH

Lobsters, live, per lb	0 18
Lobsters, cooked	0 20
Oysters, choice, bulk, Imp. gal	1 40
" "Sealshipt," standards, Imp. gal	1 75
" " select	2 00
" shell, per bbl	7 00 10 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Dry cod in bundles, per bundle	5 50
Skinless cod, 100 lb. case	5 50
Shredded cod, per box	1 80

TORONTO.

GREEN FRUITS—The fruit market is quiet and uninteresting. The ever occuring dullness after the holidays is still ruling the market. Apples are in abundance, and at reasonable prices. Oranges are plentiful, but the demand is light. It is easier to buy than to sell.

Apples—			Lemons—		
Snows	3 50	4 00	Messina	2 50	3 00
Spies	3 00	3 50	Oranges—		
Greenings	2 25	2 50	California navels	2 75	3 00
Bananas	2 00	2 25	Floridas	2 50	2 75
Cranberries, bbl	8 00	8 50	Mexican	2 00	2 25
Grapes, Almeria per keg	6 00	6 50	Pears, Canadian basket	0 75	1 00
Grape Fruit	3 25	3 50	Pineapples, case	3 75	4 00

VEGETABLES — Lots of Canadian cabbage is on the market, which is selling at $1.25 a barrel. The stocks of imported vegetables are light, but sufficient to meet the demand. The appearance of the market is sluggish and inactive.

Beets, bag	0 70		Spanish	2 50	2 75
Cabbage, Canadian, dozen	0 35	0 40	Green, per doz.	0 15	0 20
Cabbage, Can., per barrel	1 25		Spanish, ½ cases	1 50	
Carrots, bag	0 65	0 75	Parsnips, bag	0 85	0 90
Celery, Canadian, dozen	0 30	0 35	Potatoes—		
Celery, Cal., per case	5 00	5 50	Canadian, bag	0 60	0 65
Cucumbers, doz.	2 00		Bermuda, new, per barrel	9 00	
Lettuce, hamper	2 50		Sweet, hamper	1 25	1 50
Onions—			" barrel	3 50	
Canadian, bag	1 00	1 25	Radishes, doz.	0 35	0 40
Valencias, new, crate	2 75	3 00	Spinach, hamper	1 10	
			Tomatoes, hot house, lb	0 25	
			Turnips, bag	0 40	

FISH — There is nothing to grumble about in the fish trade, as was remarked by one of the dealers, yet he admitted that some lines are scarce and that the fish business will be quiet and slow until Lent, which will start in a few weeks (Feb. 9). Frozen trout are nearly sold out, owing to the short supply

at the time they go into cold storage. Haddie is also scarce.

LAKE FISH (FROZEN)			
Goldeyes	0 05½	Pickerel yellow	0 09
Herring, Lake Erie	0 06	Pike	0 06
" Lake Superior	0 05½	Perch	0 06
" Lake Ontario.	0 04	Trout	0 10
Pickerel, blue	0 05½	Whitefish	0 10
OCEAN FISH (FROZEN)			
Cod steak	0 07	Salmon, pink, per lb.	0 09
Halibut	0 10	" red	0 10
Haddock	0 06½	" sea dressed	0 13
Herring, per 100	3 00	Smelts, per lb	0 12
Mackerel, each	0 20	Shrimps, per gal	1 15
SMOKED, BONELESS AND PICKLED FISH.			
Acadia, per crate	2 40	Herrings, Labrador, half barrels	2 90
" tablets, box	1 60	Herrings, Digby, bndle	0 60
Bloaters, per basket	1 00	Herrings, Imported Loch Fyne, per kit	1 10
Codfish, shredded, box	1 80	Kippers, per box	1 25
" Bluenose, "	1 40	Quail on toast, per lb.	0 05½
Cod steak, per lb.	0 07	Trout, pickeled, 100 lb. barrels	6 00
Cod, Imperial, per lb.	0 05		
Ciscoes, per basket	1 00		
Haddie, Finnan	0 08		
SHELL FISH.			
Oysters, standards, per gal	1 65	Oysters, selects, per gal	1 85
		Oysters, extra selects	2 00

A FOURTH BRANCH OPENED.

The opening of a branch at Regina, Sask., by Nicholson & Bain, wholesale commission merchants and brokers is another evidence of the growth of business in Western Canada and of the importance of Regina as a distributing centre. This is the fourth branch this firm has opened, the others being at Winnipeg, Calgary and Edmonton. The west is growing rapidly these times and Nicholson & Bain are among the firms who are observing the trend of business there and acting accordingly. The establishment of a branch in Regina will enable them to keep better in touch with the trade in that city and district, and also permits them to give a better service than heretofore.

TRADE NOTES.

W. Barr, Hamilton, Ont., has patented an account register, the patent having been issued.

J. H. Todd & Sons, Victoria, B.C., have sold their wholesale grocery department to R. P. Rithet & Co., S. Leiser & Co., and Wilson Bros., which absorb into their own stocks the supplies of the seller.

A. B. Damude has purchased the business of A. Damude & Co., Fonthill, Ont. A. B. Damude was formerly manager for the general store in Ridgetown, Ont., of F. C. Williams, who will do the buying for him as well as for his own store in Ridgeville. They are believers in the co-operative buying plan, as a money saver.

BACK AGAIN AT THE OLD STAND

THIRTY-six days ago burned out. Since that time we have rebuilt the interior of our warehouse and made many improvements, so that we are now in a better position than ever to handle the business.

We thank our many customers for overlooking any shortcomings caused by our being handicapped during rebuilding.

WHITE & CO., Limited

Wholesale Fruit, Produce and Fish

Phone Main 6565 — Toronto and Hamilton

BUY THE BEST

We commence 1910 by offering

Golden Orange Brand

(Thompson's Improved)

The very best Orange grown.

Packed by

Arlington Heights Fruit Company,
Riverside, California.

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO

Why is a Lemon?

Buster says the good Lemons grow because they want to be packed by him. I guess he's right, for all good things are soon known and his pack of Lemons is well known. Mention in your order Buster Brown Brand. Sicily's Extra Fancy Lemons.

TIGE

FRATELLI FOLLINA, LTD., Packers — W. B. STRINGER, Canadian Agent

STORMS MAKE FISH SCARCE.

But at Present Prices Fish is a Cheap Food—The Value of Catch for Season of 1908-09.

In referring to the nature of the fish market in Eastern Canada at present, A. H. Brittain, Montreal, states that the severe storms which have prevailed along the Atlantic Coast have affected fishing operations to such an extent that the boats have been unable to get out to the fishing grounds, making supplies of staple lines, such as fresh haddock, cod, etc., extremely scarce. Not only have the fishermen been unable to attend to their business, but a great many of the boats and fishing gear have been destroyed, resulting in severe loss to the fishermen. The demand for Atlantic Sea Fish is increasing every year, the public realizing what an excellent article of diet this food is.

Even with the scarcity and somewhat higher prices this food is considerably cheaper than other foods and it is only a matter of time when the consumption will be greatly increased with the improved methods, larger fishing vessels and capital invested in the fishing industry.

The total catch of fish in our waters by Canadian fishermen for the year 1908-09 is valued at over $25,000,000, the Maritime Provinces contributing over $14,000,000 of this value. The lobster industry during this period was valued at $4,200,000, the cod industry $3,361,000, and the haddock, herring and mackerel industry, $5,523,000.

THE PACIFIC SALMON PACK.

Statistics Giving Comparisons With Other Years—The 1909 Shortage.

By B. E. Walker, President Bank of Commerce.

The salmon pack for the year was 920,000 cases, much larger, as usual, in the quadrennial year on the Fraser, than for 1906, 1907 and 1908, but quite unsatisfactory as compared with the pack of 1,167,000 cases in the quadrennial year 1905, or of 1,200,000 cases in 1904. The shortage was more than accounted for by the loss in the sockeye pack on the Fraser River, which was only 450,000 cases, against 837,000 in 1905. On the Puget Sound the sockeye catch was 962,000 cases, against 1,100,000 in 1905. Doubtless there were less fish actually running than usual, although there were other causes for the smaller pack, taking Fraser River and the Sound together. The fish came so late that at the end of the close season, on the 27th August, there had not been half the usual catch on the Fraser, and many fishermen stopped work at this time, so that the late run was partly lost. Again, on the Canadian side, the close season in each week was increased to 42 hours, and rigidly enforced with other restrictions, while on the United States side, whatever may be the federal regulations nominally, there were really no restrictions.

The weather also favored the Sound, causing the fish to remain there longer than usual, and thus enabling 25 to 30 per cent. of the Puget Sound catch, a much larger percentage than ever before, to be taken by purse seiners using power boats. Our own regulations seem to be both adequate and efficiently enforced, but unless the United States joins us both in making and in enforcing regulations looking to the preservation of salmon fishing in these waters, disastrous results, for which there will be no excuse whatever, must follow.

In salmon fishing in other Canadian waters, the catch was somewhat less than in 1908, and this is also true of halibut fishing, so far as Canadian vessels are concerned. Herring fishing is growing satisfactorily, and promises to be an important feature if properly cared for. Poaching by United States vessels still continues, although the Dominion Government has done something towards the protection of our waters. If foreign vessels are allowed to take immense catches of halibut in our waters, it is only a question of time when there fishing areas will be seriously depleted. We get precisely the same statement as to the facts, whether from Prince Rupert or from Vancouver, and there can be no doubt that we must act with greater vigor and employ a larger number of government cruisers. Elsewhere we give figures showing the enormous money value of the salmon catch of the Pacific Coast waters.

All that we lost in the salmon catch of the Fraser River, Oregon gained in Puget Sound, and the year was the largest on record except 1901. On the Columbia the catch was smaller than in 1908, and in the Alaska rivers it was also slightly less. But prices have been excellent, and although this is the quadrennial year in which part of the canned stock has usually to be carried over, this year's stocks are practically all sold. In order to emphasize the desirability of conserving our own fisheries, it may be well to give the quantities caught this year :

	Cases.
Alaska	2,332,806
Columbia and minor rivers	391,800
Puget Sound	1,561,574
British Columbia	967,920
Total	5,254,100

The value of the total pack is nearly $20,000,000.

TRADE NOTES.

Cowen & Hall have purchased the grocery business of James Clinkskill, Saskatoon, Sask. They are specializing in groceries and provisions.

Frank Menzie will leave on Saturday, Jan. 22, for the British West Indies on a business trip for the F. F. Dalley Co. Mrs. Menzie will accompany him.

APPLE

GROWERS SHIPPERS

Do you want a reliable address for making consignments of fresh apples? Please note:

G. C. Koopman
AMSTERDAM
ROTTERDAM

REFERENCES:

The California Fruit Canners Association, San Francisco, Cal.

The W. A. Gibb Company, Hamilton, Ont.

and further where you like to inquire.

After new year our domestic stock will be cleaned up.

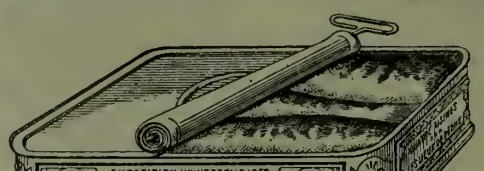
SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular



Ask for
"ALBERT & CIE"
French Sardines

This popular and world renowned brand is packed in FRANCE from specially selected fish only.

AGENTS: The SMITH BROKERAGE CO., LTD., St. John, New Brunswick. J. L. WATT & SCOTT, Toronto, Ontario. WATT, SCOTT & GOODACRE, Montreal. O. F. LIGHTCAP, 214 Princess St. Winnipeg, Man., Can., G. A. STONE, Vancouver, British Columbia.

To the Fruit Trade:

There is probably no business in the world where the margins are so small and where the risks are so great as in the grocery and fruit trade. Fruit will deteriorate, weather conditions may affect it materially and you know from first to last it is a hazardous line of business.

Every dealer knows that an adequate supply without overcrowding is the best for his trade. Every dealer knows that is when he makes the most money. Reasonable prices and a fair supply always give the jobber and retailer a good market. When the market is overloaded with any product, especially if it is perishable, prices are unsteady, the trade nervous, and there is no margin of profit for any one.

It was with the object of bettering distribution that nearly 5,000 growers of oranges and lemons in California decided to open distributing points in leading cities. They also had in mind the greater advantage in shipping entire fruit trains, thus securing faster time and more sure delivery to eastern points. Results have been such that the jobbing and retail trade have now a fair supply of oranges and lemons at all points at all times, thus enabling them to make a good margin of profit a certainty, which was impossible before the co-operation of the California fruit farmer.

These California farmers call themselves the California Fruit Growers' Exchange, and have distributing points in Toronto, Montreal, Winnipeg and Calgary to look after Canadian business. Every grower who is a member has an active part in the disposition of his fruit and a lively interest in the jobber and retailer on whom he depends for distribution.

You, as a jobber or retailer, must be ever mindful of your own interest. The California Fruit Growers Exchange, with perishable products to be disposed of to you, must first of all study your best interest, because you must be successful before we can hope to be.

We are advertising in a hundred Canadian papers to induce more people to eat more oranges. We are trying to bring customers into your stores for a fruit product in which there is a good margin, and the buyers of oranges or lemons will certainly need something else; therefore, if we influence them to go to your store for oranges or lemons it must materially assist your general trade.

We are always ready to co-operate with the jobber and retailer in improving our facilities to give them better fruit, thereby giving them a more satisfactory margin.

CALIFORNIA FRUIT GROWERS EXCHANGE

DISTRIBUTING POINTS:

TORONTO WINNIPEG MONTREAL CALGARY

Sardines in Oil

Brunswick Brand

ARE YOU BUILDING UP YOUR CANNED FISH TRADE?
YOU CAN DO IT BY THE BRUNSWICK BRAND.

THEY HAVE A FLAVOR DISTINCTLY THEIR OWN
THEY ARE UNSURPASSED IN QUALITY
THEY ARE PACKED IN SANITARY CANS.
THEY COME IN THE REGULATION—100—¼ CASES.
THEY WILL ASSIST IN BUILDING UP YOUR TRADE.
THEY ARE PACKED BY SKILLED HELP AND MODERN METHODS
THEY YIELD THE DEALER A LIBERAL PROFIT
THEY ARE WELL KNOWN AND GIVE SATISFACTION

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney; C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

Do you appreciate the satisfaction you derive from eating ***choice*** fish?

Your customers probably do. There is a difference in fish as marked as in any other line of goods.

From our wide and varied experience we have learned the ***best*** methods of conserving the flavor in ***frozen, salt*** and ***smoked*** fish, and are selling you our valuable experience at ***lowest possible*** prices.

Do you realize this, Friend Retailer?

The F. T. JAMES CO., Limited

Church and Colborne Sts. TORONTO

FISH

For Lent—Which Will Soon Begin

IF YOU ARE THE PROGRESSIVE GROCER WE TAKE YOU TO BE YOU WILL BE INTERESTED IN GLANCING OVER THIS LIST OF SEASONABLE LINES, WITH A VIEW TO ORDERING IMMEDIATELY FOR PROMPT SHIPMENT.

FRESH	FROZEN	SMOKED	PREPARED	PICKLED
Cod	Halibut	Haddies	Boneless Cod	Labrador Herring
Haddock	Salmon	Fillets	Skinless Cod	Labrador Salmon
Pike	Smelts	Smelts	Boneless Fish	B. C. Salmon
Pickerel	Whitefish	Kippers	Green Cod	Sea Trout
Mackerel	Herrings	Red Herring		Mackerel

FROZEN SEA HERRINGS

and all other kinds in season **BULK OYSTERS BY THE GALLON**

Get our new price list, by writing to P.O. Box 639. Use one of our 4 Long Distance Telephones. Whatever else you do, be sure to immediately get into touch with

CANADA'S LARGEST FISH AND OYSTER WAREHOUSE

LEONARD BROS.

Montreal, St. John, N.B., Grand River, Gaspe.

FREEMAN & COBB CO.

INCORPORATED

Wholesale Commission Dealers and Distributors of

Fresh, Frozen and Smoked

FISH

ALL VARIETIES OF THE SEASON

Wachusett Brand Finnan Haddie

3 T Wharf - BOSTON

Lent begins February 9th. - Send for our quotations.

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.

SEALSHIPTCASE
SEALSHIPT OYSTERS
Direct from the Oyster bed free from water ice or preservative
A PURE FOOD natural flavor and freshness guaranteed
THE SEALSHIPT OYSTER SYSTEM INC.
SOUTH NORWALK, CONN

The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

The Sealshipt Oyster System, Inc.

SOUTH NORWALK, Connecticut.

How to Figure Profit on the Stock Turnover

The Importance of a Right Percentage Basis—Error in Figuring Gain on Cost Instead of Selling Price—Net Profit to the Dealer—Examples Which Prove the Process—A Table Descriptive of Proportions.

By Howard R. Wellington.

A merchant is obliged to do business under a very heavy expense, say 25 per cent., and decides that for the present he cannot add more than 25 per cent. to the net cost of his goods. He is under the impression he will come out all right and can increase his margin from time to time. He is under the impression that he will neither make nor lose on this basis, but will break even. He does not stay in business very long, and the reason why will be found in the following illustration: Supposing the cost of his goods to be $100, he will add 25 per cent. for profit, making his selling price $125. But his expenses are 25 per cent., and as these must always be figured upon selling price, he realizes that from the $125 must be taken $31.25 (or 25 per cent.). The net proceeds of sale are, therefore, $93.75, a loss of $6.25, or 5 per cent of his sale price.

Again, supposing his cost of doing business is only 10 per cent., and that he advances cost of goods 25 per cent. for profit. It will work out this way: Cost, $100; add 25 per cent. for profit, gives $125 selling price; less 10 per cent. of selling price for expenses, $112.50 net proceeds; $12.50. net profit, or 10 per cent of selling price.

Another example, to make the process of calculation still clearer: Cost of doing business, 10 per cent.; advance on cost for profit, 50 per cent; selling price, $150; $15, or 10 per cent. for expenses: net proceeds, $135, less cost, $100, makes profit $35. Selling price divided decimally into profit gives 23½ percentage profit.

The accompanying table may be of value to merchants. The top row of figures represents the cost of doing business, while at the right side is percentage to be added for profits. The horizontal columns show profit percentage on selling price as figured from top and side figures. Take the first example. Say that the cost of doing business is 10 per cent., and that 25 per cent. is added for profit. Selling price $125, less 10 per cent., or $12.50, for cost of doing business, gives $112.50 net proceeds. The selling price divide decimally into the net profit gives percentage of profit, which in this case is 10 per cent.

Goods advanced 25 per cent., and selling at an expense of 25 per cent., show a loss of 5 per cent.

If an article costs $100, and is sold for $150, the cost of doing business being 25 per cent., the result is not a profit of 25 per cent., but 8⅓ per cent.

The process is this: Subtract cost from selling price the difference, of course, being profit. Divide the latter decimally by the selling price and the result will be the true profit. In other words, ascertain what proportion of sale was or would be profit—never try to arrive at percentage of profit by adding to cost a percentage of that cost equal to the amount of profit desired, or, by adding 50 cents to a dollar, assuming that the profit will be 50 per cent. The profit must be reckoned on the selling price.

To effect a given profit on the sales, the percentage to be added to cost is as follows:—

5 per cent. added to cost is 4½ per cent. profit on selling price; 10 per cent. added to cost is 9 per cent profit on selling price; 20 per cent. added to cost is 16 2-3 per cent. profit on selling price; 33 1-3 per cent. added to cost is 25 per cent. profit on selling price.

Any criticisms of the plans suggested will be welcomed.

—Cost of doing business—

ADD FOR PROFIT.	10%	11%	12%	13%	14%	15%	16%	17%	18%	19%	20%	21%	22%	23%	24%	25%
25%	10	9	8	7	6	5	4	3	2	1	00	Loss 1	Loss 2	Loss 3	Loss 4	Loss 5
33⅓%	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1	00
40%	18 3/5	17 3/5	16 3/5	15 3/5	14 3/5	13 3/5	12 3/5	11 3/5	10 3/5	9 3/5	8 3/5	7 3/5	6 3/5	5 3/5	4 3/5	3 3/5
50%	23 1/3	22 1/3	21 1/3	20 1/3	19 1/3	18 1/3	17 1/3	16 1/3	15 1/3	14 1/3	13 1/3	12 1/3	11 1/3	10 1/3	9 1/3	8 1/3
60%	27 1/2	26 1/2	25 1/2	24 1/2	23 1/2	22 1/2	21 1/2	20 1/2	19 1/2	18 1/2	17 1/2	16 1/2	15 1/2	14 1/2	13 1/2	12 1/2
75%	32 6/7	31 6/7	30 6/7	29 6/7	28 6/7	27 6/7	26 6/7	25 6/7	24 6/7	23 6/7	22 6/7	21 6/7	20 6/7	19 6/7	18 6/7	17 6/7
100%	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25

A Table That Will be Found of Service in Figuring Cost of Doing Business and Profits. The Top Line of Figures Represents Percentage to be Added for Expense in Selling, While the Vertical Column on the Left is the Amount to be Added for Profit. The Horizontal Columns Represent the Net Profit Resulting From Practical Application of These Figures. For Further Explanation see Article.

THE GROCER HELPED HIM OUT.

A little boy bustled into a grocery store one day with a memorandum in his hand.

"Hello, Mr. Smith," he said. "I want thirteen pounds of coffee at thirty-two cents."

"Very good," said the grocer, and he noted down the sale, and put his clerk to packing the coffee. "Anything else, Charlie?"

"Yes. Twenty-seven pounds of sugar at nine cents."

"The loaf, eh? And what else?"

"Seven and a half pounds of bacon at twenty cents."

"That's the Arrow brand. Go on."

"Five pounds of tea at ninety cents; eleven and a half quarts of molasses at eight cents a pint; two eight-pound hams at twenty-one and a quarter cents and five dozen jars of pickled walnuts at twenty-four cents a jar."

The clerk bustled about, and the grocer made out the bill.

"It's a big order," he said. "Did your mother tell you to pay for it, or is it to be charged?"

"My mother," said the boy, as he pocketed the neat, accurate bill, "has nothing to do with this business. It is my arithmetic lesson, and I had to get it done somehow."

A physician, prescribing quinine for a German patient, gave it to him in capsules. In a few days the man returned and handing the doctor the empty capsules, said: "Here are your little bottles, Doctor. I took all the medicine."

WALKER
PATENTED
—BINS—

If Interested in Modern Grocery Equipment write for Our Illustrated Catalogue.

The Walker Bin & Store Fixture Co., Ltd.
Berlin, - - Ontario

WILL IT PAY?

This is the first question that is asked by any merchant when considering the purchase of modern store fixtures. The fundamental question is one of

ECONOMY.

A device is economical if

It adds cleanliness,
It is a convenience,
It makes labor lighter,
It makes labor more efficient,
It reduces the labor item,
It saves time,
It adds safety,
It adds neatness.
It helps the appearance.

IT SAVES MONEY.

Considered from these standpoints the

BOWSER

Self-Measuring Oil System is the greatest economy.

The question is not "Can I afford it?" because it will pay for itself with money that was before wasted. It's simply up to you to investigate. The merchant who tries to see how much he can really get by adopting modern methods is the one who pulls the largest trade.

WRITE FOR BULLETIN 5.

S. F. Bowser & Co., Ltd., Toronto, Ontario

WARNING!

Your profits are in danger, Mr. Grocer, unless your credit customers pay up. And you can't jump on them "rough shod," because that will drive them away entirely. The safe way is to use.

Allison COUPON BOOKS

They systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.
Manufactured by
ALLISON COUPON CO., Indianapolis, Ind

Opening New Accounts

Your business will not grow unless you do add new customers constantly. The old ones will drop out with surprising regularity and those that remain will not increase their purchases materially.

Have a good live talk about your goods in THE GROCER every week. All the best grocers in Canada will read it, and if what you say is worth while, they'll steadily be influenced in your favor.

You will find THE GROCER the most powerful agent at your disposal in the cultivation of new accounts.

Classified Advertising

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30	00
" " "	6 months...	17	00
" " "	3 months...	10	00
50 " "	1 year.....	17	00
" " "	6 months...	10	00
25 " "	1 year.....	10	00

AGENCIES WANTED.

A WHOLESALE FIRM in Vancouver, B.C., with an established connection is open to handle one or two first-class agencies in the grocery and confectionery line. Highest references. Box 349, Vancouver, B.C. (9p)

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

BUSINESS OPPORTUNITY.

GROCERY BUSINESS FOR SALE IN TOWN of Berlin. Splendid location. Stock and fixtures $2,000. Annual business $12,000. Good reasons for selling. Box 331, CANADIAN GROCER, Toronto. (6)

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

SITUATIONS VACANT.

GREAT OPPORTUNITY FOR SALESMAN visiting the drug or grocery trade in and west of Winnipeg. Firm established on eastern market several years wants salesman who can invest $300. All profits from his territory will be turned over to him until his investment is paid back. Commission and half the profits thereafter. Profits very large. L.C.M. Co., 506 Union Trust Building, Detroit, Mich.

SITUATIONS WANTED.

ACCOUNTANT desires change, age 30, qualified to take charge of store or office. Correspondence solicited. West of Port Arthur. Box 328, CANADIAN GROCER, Toronto.

GENTLEMAN, long experience in tea trade, London, England, particularly in blending and as salesman, open for engagement in Canada. Thoroughly conversant with Western conditions; now resident in Alberta. Letters, "Blenda," THE CANADIAN GROCER, Montreal. (3p)

SITUATION WANTED—Competent male grocery stenographer (employed) wants position offering better opportunity for advancement. A worker. "Steno," care H. Hodgson, 11 Hartney Chambers, Vancouver, B.C. (6p)

MISCELLANEOUS.

A BOOK-KEEPING STAFF IN ITSELF—DOING the work with machine-precision and accuracy. The National Cash Register Co., 285 Yonge St., Toronto.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

BUSINESS MEN, Professional men, merchants, church workers, find innumerable uses for the Fulton Sign and Price Marker. The Fulton Rubber Type Company, of Elizabeth, N.J., are makers of Ink Pads, Daters and business outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

MISCELLANEOUS.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

DOES ANYONE OWE YOU MONEY? Let us collect it. No collection—no pay. National Collecting Co., 619 Hastings Street, Vancouver, B.C. (2p)

DOES YOUR FIRE INSURANCE POLICY protect you? There are points in connection with fire insurance policies that need expert handling to secure proper protection. We are Fire Insurance Experts. We can safeguard your interests, and procure the lowest rates. Mitchell & Ryerson, Confederation Life Bldg., Toronto.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Toronto. (tf)

FIREPROOF WINDOWS AND DOORS made strictly to the fire underwriters' requirements reduce your insurance rates and protect your building. We are experts in this line and guarantee you really fireproof goods and the maximum insurance allowance. Let us give you our figure. A. B. Ormsby, Limited, Sheet Metal Workers. Factories—Toronto, Winnipeg.

GET the 1910 Canadian Almanac. Information on Customs Tariff; Bank Stocks; Foreign Exchange; Post Offices; Insurance; Assurance; Patents; Weights; Measures; Newspapers; Magazines; Succession Duties. Paper cover 50 cents; Cloth 75 cents. At all dealers or postpaid on receipt of price. Copp, Clark Co., Ltd., Dept. C., 68 Front St. West, Toronto.

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

INSURE HEALTH by Installing Pullman system of natural ventilation. Simple, inexpensive. All foul air in room expelled through special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co., Saturday Night Building, Toronto; Board of Trade Building, Montreal. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Ramingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KAY'S furniture catalogue No. 36 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery with cash prices. It brings you into close touch with the immense stocks and splendid manufacturing facilities of John Kay Company, Ltd., 36 King St. West, Toronto. Write for a copy to-day. It's free. (tf)

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us TO-DAY. Sterling Electric Supply Co., Ltd., 369 Yonge St., Toronto, Ont.

SAVE 50% OF THE COST OF HANDLING merchandise by Installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Tarauley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE money you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Company, 285 Yonge St., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

USE the best carbon paper. Our "Klear-Kopy" carbon gives clear unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S" The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

$75 buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit: Acme Duplicating Machine, one tubular stand fitted with type cases, compartments plainly lettered and arranged like universal keyboard of the standard make of typewriters, one drawer for accessories and forms, 20 lb. font of typewriter type, one chase, one Acme ribbon any color with typewriter ribbon to match, one pair tweezers, two quoins, one key, one oil can and one set of regleta. Sold with a guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 85
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams	Per doz	Peach	1 80
		Pear	1 70
Strawberry	1 90	Jellies	
Raspberry	1 90	Red currant	2 40
Black currant	1 80	Black currant	2 40
Red currant	1 80	Crabapple	1 70
Raspberry & red currant	1 80	Plum	1 70
		Grape	1 70
Raspberry and gooseberry	1 80	Marmalade	
		Scotch	1 40
Damson plum, stoneless	1 70	Orange Jelly	1 75
		Green Fig	2 25
Greengage plum, stoneless	1 70	Lemon	1 80
		Pineapple	2 25
Gooseberry	1 80	Ginger	2 25

Pure Preserves—Bulk.

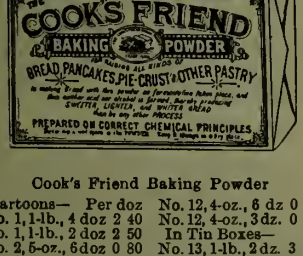
	6's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

Cartoons—	Per doz	No. 12, 4-oz.,	6 dz 0 70
No. 1, 1-lb.,	4 doz 2 40	No. 12, 4-oz.,	3 dz. 0 75
No. 1, 1-lb.,	2 doz 2 50	In Tin Boxes—	
No. 2, 5-oz.,	6 doz 0 80	No. 13, 1-lb.,	2 dz. 3 00
No. 2, 5-oz.,	3 doz 0 85	No. 14, 8-oz.,	3 dz 1 75
No. 3, 2½-oz.,	4 dz 0 45	No. 15, 4-oz.,	4 dz. 1 10
No. 10, 12-oz.,	4 dz 2 10	No. 16, 2½-lbs.	7 25
No. 10, 12-oz.,	2 dz 2 20	No. 17, 5-lbs.	14 00

Cereals

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per dos., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per doz., $1.00

White Swan Wheat Kernels, per doz.. $1 40
White Swan Flaked Rice, per doz..... 1 00
White Swan Flaked Peas, per doz..... 1 00

Blue

Keen's Oxford, per lb..... 0 17
In 10-box lots or case..... 0 16
Gillett's Mammoth, ¼ gross box..... 2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED

Cocoa—	
Perfection, 1-lb. tins, per doz	$4 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Soluble, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22
Special quotations on Cocoa in bbls. kegs, etc.	
Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90
Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 3

JOHN P. MOTT & CO.'S.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz 0 90

Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 35
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 32
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda 1-lb. tins	0 35
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 32
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails	and 10, 25 and 50 lb. Pails.	Tins.	Bbls.
White Moss, fine strip		0 19	0 21	0 17
Best Shredded		0 18	....	0 16
Special Shred		0 17	....	0 15
Ribbon		0 19	....	0 1
Macaroon		0 17	....	0 17
Desiccated		0 16	....	0
White Moss in 5 and 10 lb. square tins, 21o.				

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins

Club House	$0 32	Ambrosia	0 25
Nectar	0 30	Plantation	0 22
Empress	0 28	Fancy Bourbon	0 20
Duchesz	0 26	Bourbon	0 18
Crushed Java and Mocha, whole			0 17½
" " ground			0 17½
Golden Rio			0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

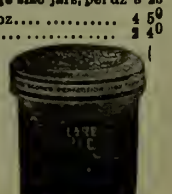
Presentation, with 3 tumblers, $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, per doz	$ 25
Medium size jars, per doz	4 50
Small size jars, per doz	2 40
Individual size jars, per doz	1 00



Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 35
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 26
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40
These prices are F.o.b. Toronto.	

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95 dozen
Medium, cases 2 dozen	1 80 "
Large, cases 1 dozen	2 75 "
Tumblers, cases 2 dozen	1 35 "
25-lb. pails	0 15 lb.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles			
1-oz.,	case of 2 doz		$3 20
" 2 "	" 1 "		3 00
" 4 "	" 1 "		4 50
" 20 "	" ½ "		4 75
" 20 "	" 1 "		9 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors),	doz.	½	00
2 "	"	1	75
2½ "	"	2	00
4 "	"	3	00
5 "	"	3	75
8 "	"	5	50
16 "	"	10	00
32 "	"	18	00

Discounts on application.

Milk Powder

CANADIAN MILK PRODUCTS, LTD., TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 8 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½

Compound Fruit Jellies—

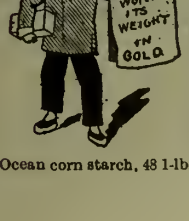
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
7 wood pails, 8 pails in crate, per lb.	07

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds, doz. $1.20. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. $1.40. Tomato Ketchup—Bottles (10c. size only) doz. $1.40. Tabasco-Ketchup—Bottles (10c size only) doz. $1.40. Chili Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (new) doz. $1.40; No. 80 jars, doz. $1 40.

OCEAN MILLS
Montreal



Chinese starch, 48 1-lb., per case $4.00; Ocean Baking Powder, 48 3-oz., $1.40; 48 4-oz., $1.80; 60 8-oz., $4.50; 36 1-lb., $3.75; 48 1-lb. pkg., $4; 10 1-lb. tins, $5; loose 25 lbs., $1.75; Ocean blanc mange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 26 6-oz., $6.00; 36 8-ounce, $7.20

Ocean corn starch, 48 1-lb. $3.60.

A GROCER'S CO-OPERATION

RISING SUN Stove Polish in Cakes gives a lustre which far outlasts all others under the heat of the stove, and that is why it has so many friends that call for it over the grocery counters the world around. We believe that the real live grocer wants to push the goods that please his customers, and that is why we have the hearty co-operation of thousands upon thousands of grocers everywhere. It pays you to push it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

An exclusive special feature of THE

Elgin National Coffee Mills

is the adjuster by means of which the mill can be regulated, when running, to grind coarsely or finely. Every ELGIN NATIONAL has steel grinders, and is a very attractive piece of furniture (apart from its profitableness) in any store.

A high-grade mill at a LOW COST

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

NEW BRANCH

When you come to Toronto our Toronto Branch is at the corner Colborne and Leader Lane. The King Edward Hotel is in the same block with us, which is quite an advantage to the K.E.H.

Call and see us. We will show you

Bradley Stencil Machines

BRASS STENCILS, RUBBER STAMPS

and a great many other things in the Stamp Line.

TORONTO BRANCH

Hamilton Stamp and Stencil Works, Ltd.

Orders addressed to Toronto Branch will receive prompt attention. Phone, Main 5841.

DOME LEAD

There is no better stove polish to be had in the world than

James Dome Black Lead

Pays both Jobber and Retailer a Good Profit.

W. G. A. LAMBE & CO. - Canadian Agents.

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants,

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

LAMBE & MacDOUGAL, London
H. & A. B. LAMBE, Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax

GREEK CURRANT CO.
95 Broad Street - NEW YORK
THE LARGEST CURRANT HOUSE IN GREECE

Washing Day

loses half its terrors when

WONDERFUL SOAP

helps to lighten the housewife's work, and she will have this soap and no other when once she has used it.

It is an honest soap, such as you like to handle, and it performs all we say.

It whitens clothes and saves time and labor.

Recommend "WONDERFUL." It will pay you well.

Let us send you quotations.

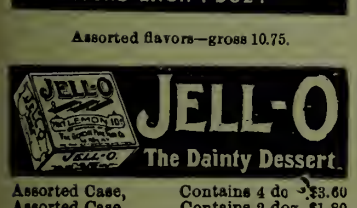
THE GUELPH SOAP COMPANY
GUELPH ONTARIO

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.

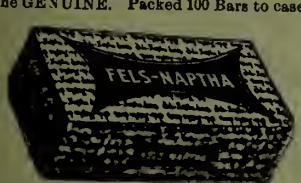


Assorted Case,	Contains 4 do ..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight, 8 lbs. to case. Freight rate. 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95

List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 13
½-bbls.	0 13½
Tubs, 60 lbs.	0 13½
20-lb. Pails.	2 70
20-lb. tins	2 60
Cases 3-lb.	0 14
" 5-lb.	0 13½
" 10-lb.	0 13½

F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12½
Tubs	0 12¾
20-lb. pails.	0 13
20-lb. tins	0 12½
10-lb. "	0 13¼
5-lb. "	0 13¾
3-lc. "	0 13¾
1-lb. cartons	13¾

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

Licorice lozenges, -lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case ....per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Sbredded"—	
1-lb. glass, doz	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00

ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream family size, per case	$3.50
Baby size, per case	2.00
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb. tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen	0 45 dozen
Medium, cases 2 dozen	0 90 "
Large, cases 1 dozen	1 35 "

Olive Oil

LAPORTE, MARTIN & OIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda

OOW BRAND

Case of 1-lb. containing 60 packages, per box, $3 00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs	
1 case	2 85
5 cases	2 75

Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. **Montreal**

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	13 00
Straw hat polish	"	10 20

3 doz. to box..... $3 60

6 doz. to box..... $7 20

30 days.

1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lot

Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 8-lb. "	0 07
Canada lanndry	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Lanndry, boxes of 48-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 50 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	08
	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	0 07½
Canadian Electric Starch—	
Boxes of 48 fancy pkgs., per case	3 00

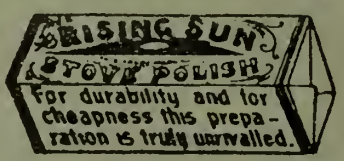
Royal Purple Stock and Poultry Specifics

THE W. A. JENKINS MFG. CO.
London, Ont.

One case, 30 fifty cent packages (assorted)	$10 00
Six pails (retail $1.50)	6 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 60
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼-barrels, 175 lbs	0 03¾ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "
Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

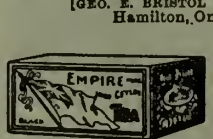
(5, 10 and 20 lb. tins have wire handles.)

Teas

THE "SALADA" TEA CO.'

	Wholsale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

[GEO. E. BRISTOL & CO.,
Hamilton, Ont.

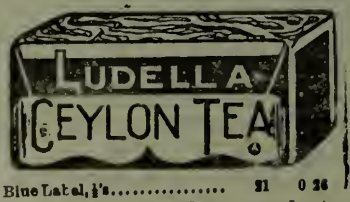


EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s	$1	0 24
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 50

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 80 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ½'s	18c ea. 72 lb.	25c ea. 1.00 lb.

MELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ¼s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c	$0 26	
" " ½-lb., " "	0 21	
Blue Label, retail at 30c	0 23	
Green Label. " 40c	0 30	
Red Label, " 50c	0 35	
Orange Label, " 60c	0 42	
Gold Label. " 80c	56	

Pure Gold Jelly Powder } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.

THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 50
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

OILLETT'S CREAM TARTAR

	Per doz
¼-lb. paper pkgs., 4 doz. in case	0 90
½-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ¼-lb. paper pkgs. / 2 doz. ½-lb. paper pkgs. } assorted	7 20
	Per doz
¼-lb. cans with screw covers, 4 doz. in case	1 95
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ¼ doz. in case	0 28½
10-lb. wooden boxes	0 26½
25-lb. wooden pails	0 26½
100-lb. kegs	0 25
360-lb. barrels	0 24½

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 6s	46
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar.	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	59

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Tell your Doggy Customers that you Stock

Spratt's MEAT "FIBRINE" Dog Cakes

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch. 13 St. Therese Street, St. Gabriel's, Montreal.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

With good winter roads, why not order your **SALT** now?

VERRET, STEWART & CO.
LIMITED
MONTREAL

WETHEY'S
CONDENSED MINCE MEAT
(in Cartons)

Just as staple as sugar

No Grocer's Stock is Complete Without It

If your jobber cannot supply you —write us direct.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.

Telephone Orders

have long been a distinctive feature of this business, with free phone service provided for the use of our customers. The idea is to facilitate business and ensure

Immediate Shipments

of all goods wanted in a hurry.

We'll give you demonstration of quick service, and a selling force trained to look out for your interests.

GEO. E. BRISTOL & CO.
WHOLESALE GROCERS
HAMILTON - - ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building
London, Eng.: 88 Fleet St., E.C New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV. PUBLICATION OFFICE: TORONTO, JANUARY 28, 1910 NO. 4

KEEN'S

BLUE OXFORD

has for years proved the easiest seller in blue, owing to the uniform excellence of its quality. Every jobber sells it.

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

Agents for the Dominion of Canada

There Are Syrups and Syrups

and when purchasing such a consistently rapid selling line as syrup, be sure you buy right.

"Crown Brand" Table Syrup

is made from the finest selected white corn only, and is more healthy and nourishing. Order through your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

BE WISE

Sell Them

EAT MORE CHEESE

MEAT cannot compare in nutritive value with well-made, whole-milk cheese. "Imperial" Cheese is wholesome and nourishing. It sustains and stimulates. It is easily digested and assimilated. It is a perfect food.

Mac Laren's Imperial Cheese

has a rich, appetizing, delicate flavor that satisfies and delights the most exacting taste. It adds a zest to any dish it is served with. There is nothing so good in the way of cheese as Mac Laren's "Imperial" Cheese.

Packed in dainty, sealed opal jars, it is protected from every source of contamination. Always clean, fresh and soft. It spreads like butter. Will not dry, sour or become stale. Good all the way through. Ready to serve at any time, from hasty lunch to finest feast. Your grocer has it from 10c. up.

Mac Laren Imperial Cheese Co., Ltd.
Detroit, Mich., Toronto, Can.

Sell Them

Manufactured and Guaranteed by
MacLaren Imperial Cheese Co., Ltd., Toronto

Profits from Purity

The satisfied customer assures a *permanent* customer, yet without purity satisfaction of the lasting sort is not possible—or probable. Profits from Purity, therefore, command regular trade. *Profits from the articles advertised below are business builders.*

Made pure for sixty years—as pure as pure oil and skill and experience can make it. The most sensitive complexion or most delicate lingerie is safe with "Shell" Soap. Antiseptic, sanitary, clean. Not a *Pure Oil* "tallow soap"—no decaying animal matter in it. Absolutely pure.

"Shell" Soap

Bramwell's Epsom Salts show a noteworthy absence of moisture from top to bottom of package. They are absolutely free from foreign substances. They never have been and never will be classed with ordinary "salts" *"Bramwell's"* of commerce. They are in a class by themselves.

Epsom Salts

Pastacaldi's Peel is prepared from the finest Corsican Citrons and you get what you pay for every time. No excess of sugar, but highest quality selected *"Peels"* peel—drained. Pastacaldi's name on every box.

PASTACALDI'S **Leghorn** CITRON PEEL

ARTHUR P. TIPPET & CO., AGENTS
Montreal, Canada

Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

Winnipeg Office

Face-to-Face Business

Are you satisfactorily represented in this district. If not, write?

G. WALLACE WEESE

Manufacturers' Representative 30-32 Main East

HAMILTON

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

Representing Morris Packing Co.

Pork and Lard—Finest Quality

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.

52 Nicholas Street, - Ottawa

J. R. Routh, Manager.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON, Western Canada

WRITE TO

10, Garfield Chambers, Belfast, Ireland

For sample copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

If you are interested in Irish Trade

E. H. BOWEN

Manufacturers' Agent and Broker

SHERBROOKE, QUE.

Solicits representation of another first class firm putting up high grade goods. Eastern Townships thoroughly covered by three travellers. Highest references. Write immediately if you desire to have your line well introduced.

E. T. BUSINESS.

Are you getting your share of trade from the rich Eastern Townships of Quebec, Mr. Manufacturer? If not, you should. To get it you need a good agent, one with a strong connection. We are the brokers you require—15 years on the ground. Write us about your line.

S. ROBITAILLE & CO., Sherbrooke

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

Finest

Fraser River Sockeye Salmon

On Spot

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

77 York Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

SPOT GOODS

Muscavado Sugar Sultana Raisins

Two and Three Crown Shelled Almonds

Rolled Oats Flaked Wheat Split Peas

Pot, Pearl and Pinhead Barley

Prices on Application

DOMINION BROKERAGE CO.

73 Front St. E - - - Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

Canadian Agencies Wanted

E. SAVILLE WEBB

7 St. Stephens Street

BRISTOL, :: ENGLAND

TO

Brokers and Manufacturers' Agents

—Your business card on this page will keep
—your name and field of operations before
—Manufacturers, Importers and others
—looking for responsible representatives.
It costs you little and means much to you
if you are looking for agencies.

Write for particulars to

The Canadian Grocer

Montreal Toronto Winnipeg

A Splendid Opportunity to Fight the Meat Trust

Retailers should sell

"Meat of Wheat"

A more nourishing, delicious and wholesome food than MEAT

THE WESTERN MILLING CO.
Selling Agents : : : TORONTO

A SNAP—

A well made and particularly heavy bodied, flavory

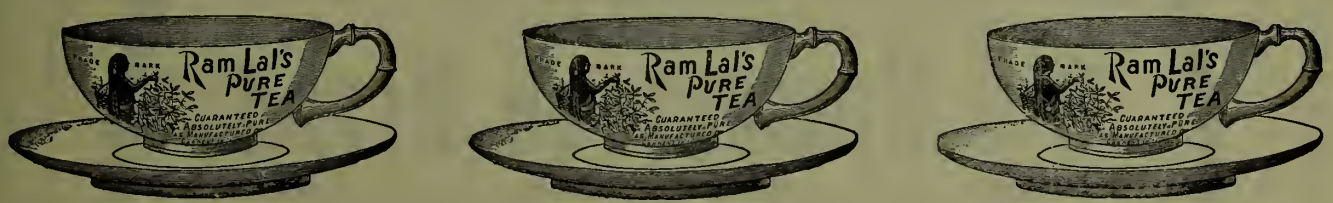
JAPAN TEA—

Half chests, 80 lbs., to retail for **25c lb.**

Get Samples and Quotations

EBY-BLAIN, LIMITED
Wholesale Grocers TORONTO

A PHENOMENAL SELLING LINE



40c.	Grade	costs you	30c.	per lb.	in lead packages.
50c.	"	"	35c.		" "
50c.	"	"	35c.	"	in 5lb and 3lb fancy tins.
50c.	"	"	36c.	"	1lb and ½lb " "
60c.	"	"	42c.	"	in lead packages
75c.	"	"	50c.	"	" "
1.00	"	"	70c.	in	½lb fancy tins
1.00	"	"	72c.	"	¼lb "

In the 40c and 50c grades (lead packages only) we can supply you in Black, Green or Mixed; other grades all Black.

A card to us will bring you all the information required.

RAM LAL'S PURE TEA CO., Limited
266 St. Paul St., MONTREAL

OLD HOMESTEAD BRAND

Canned Fruit and Vegetables

FOR

Unequalled **PURITY**

All-round **SATISFACTION**

DO YOU KNOW

that the Canned Goods you stock have a mighty large influence on the general trade of your store? They can literally make you or break you. Be on the safe side by selling

Old Homestead Brand

the kind that is of unimpeachable quality and uniform excellence. The freshest of choice fruit and vegetables only employed. All canning done in an up-to-date, sanitary factory by the highest-skilled workmen.

ORDER TO-DAY

Old Homestead Canning Co.

Picton, - Ontario

Our Advertising and Its Relation to You

We want you to be in touch with our plans Mr. Dealer---we want you to know them as intimately as we do ourselves. Co-operation is the only possible way to success for both of us.

Now the sooner you know our plans the sooner you will put in your stock of

Pure Gold Goods

(Trade Mark Registered)

The sooner you put in this stock the sooner you will begin getting your profits on the sale of the goods.

Frankly, we don't care how small your initial order is. In fact, we don't want you to load up on the goods at the start---it's a poor way to prove our case by trying to fill your shelves.

Make your order small---but make your order. What we want is that you be in a position to deliver the goods when they are called for.

We will trust to the quality of the goods, the advertising and your good judgment as to what quantity will constitute an active stock to bring us repeat orders---larger and larger as time goes on.

And this leads up to our original point---*write* us for sheet illustrating and describing our advertising campaign. Ask us any questions you will about our plans---we will gladly inform you.

These goods can be had of all jobbers and can be shipped frem Pure Gold stocks at Victoria, Vancouver, Winnipeg, Montreal, Toronto and Calgary.

PURE GOLD MANUFACTURINC CO., Limited, Toronto

We pave your way to greater profits

Apart from the undoubted excellence of

"E.D.S." Brand Jams and Jellies

you must realize how profitable it is to handle a line of goods backed by regular consumer advertising. This is what we are now doing—creating a demand for you.

Any proposition that brings trade to your store is worth investigating, isn't it? Give "E.D.S." Brand a trial. There's money in it for you.

Made by E. D. SMITH at his fruit farm

WINONA - ONTARIO

Stock our newest line—UNFERMENTED GRAPE JUICE

MONEY TALKS

You can give your customers better satisfaction and make more money by stocking

KITCHENER BRAND PORK and BEANS

Quality guaranteed. If you are not satisfied, return the goods at our expense.

This is the best value in canned beans on the market to-day. Write us direct if your wholesaler cannot supply you. Put up in 1, 2 and 3 lb. tins, and 3-lb. Flats—Plain or Tomato Sauce.

THE OSHAWA CANNING CO., Ltd.
OSHAWA, ONT.

White Moss Cocoanut

Is the acme of purity in cocoanut manufacture. It is known to be such from coast to coast and is consequently highly thought of by every housewife. So it pays the grocer to sell this brand.

The Canadian Cocoanut Co.
MONTREAL

HONEST TOIL

means soiled hands, and hands dirty with grease, tar or paint can be instantly cleaned with

SNAP

THE MAGIC HAND CLEANER

Luckily there's a good deal of honest toil, which accounts for the enormous demand for SNAP. It is antiseptic and beneficial to the skin. See you are ready to supply the demand.

Buy from your jobber.

SNAP CO.
LIMITED
MONTREAL

The easy seller and the steady profit maker

Quaker Oats

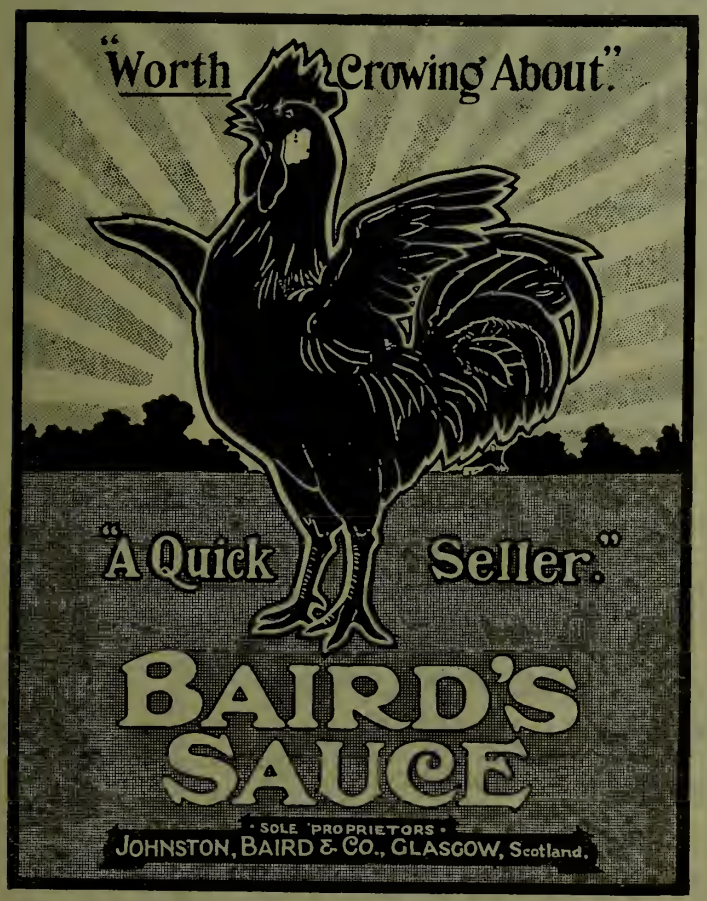
The leader of all oatmeals

The family size package of Quaker Oats is the only advertised family size package; that's why it sells so easily.

No grocer who wants easy and steady profits will be without a full line of Quaker Oats.

Pure Clean Wholesome

Made in the finest mills in the world.



COUNTER CHECK BOOKS

F. N. BURT COMPANY, Limited

Successors to

THE CARTER-CRUME COMPANY, LIMITED

Better Service. **No Advance in Price.**

Write for samples, or telephone repeat orders at our expense.

TORONTO and MONTREAL

Phone Main 2511 Phone Main 2511

To the Trade:

You Should in Stocking

CEYLON TEA

Be Ever Careful to Buy

The Better Grades.

IT IS

The Most Profitable

Policy in the Long Run.

Selling Cheap Teas at Fine Tea Prices Might Show Big Profits Temporarily, but It Would Eventually Kill Trade. and It Would Discourage Growing Fine Teas.

Government analyses prove its superiority. Every test showed absolutely pure maple syrup.

Order "Pride of Canada" New Maple Syrup at Once

You will ensure prompt delivery of your NEW "PRIDE OF CANADA" Maple Syrup in the Spring by ordering immediately.

You gain absolutely nothing by waiting. You may be unable to secure "PRIDE OF CANADA" if you order late.

This year "PRIDE OF CANADA" will be as notable for its purity as in the past.

It is the genuine, pure article—the true sap of the maple tree—bought and bottled in the Eastern townships, where the best maple syrup in Canada is secured.

Will be packed in usual attractive bottles and tins.

Let us know your requirements NOW. Write if you want information.

Above all things, ACT AT ONCE.

Maple Producers Association, Ltd. - Waterloo, Que.

Every farmer is compelled to give a guarantee of purity of the syrup he sells us. In return, we guarantee the purity of the goods to you.

Montreal Office : 58 Wellington Street

There Are 24 Reasons Why You Should Handle

A LEADER FOR 50 YEARS

Cook's Friend Baking Powder

ONE IS :—Because it is made from absolutely pure ingredients and contains no alum or other harmful acids.

That's Enough Without the other 23.

MANUFACTURED BY

W. D. McLAREN, LIMITED

BAKING POWDER SPECIALISTS - - - - - - - MONTREAL

"Keep up with the Twins"

"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

JAPAN TEAS

Closing-out prices on our balance of stock will be interesting to Jobbers.

See Samples

S. T. NISHIMURA & CO.
MONTREAL

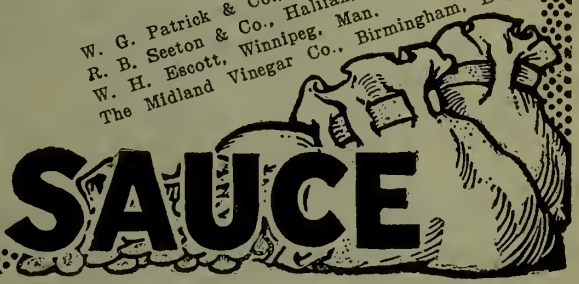
HOW MANY CUSTOMERS HAVE YOU

who have not asked for H.P. Sauce? Our new extensive advertising is exciting a large demand, and your customers are buying it—SOMEWHERE.

WIDE-AWAKE GROCERS ARE MAKING A LEADING LINE OF

H.P. SAUCE

W. G. Patrick & Co., Toronto and Montreal.
R. B. Seeton & Co., Halifax, N. S.
W. H. Escott, Winnipeg, Man.
The Midland Vinegar Co., Birmingham, Eng.

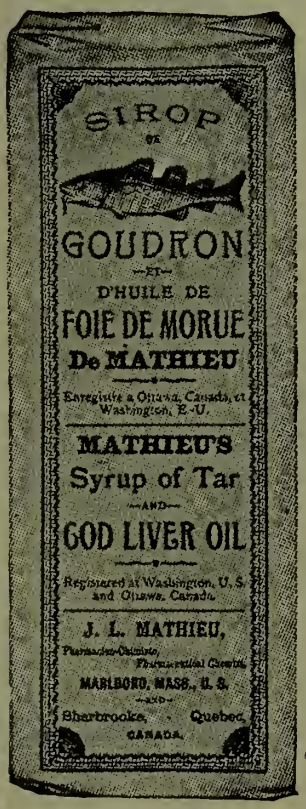


St. Lawrence

GRANULATED
and
GOLDEN YELLOWS

Made only from Pure Cane Sugar

The St. Lawrence Sugar Refining Co., Ltd.
Montreal



MATHIEU'S SYRUP

of Tar and Cod Liver Oil

AND

MATHIEU'S NERVINE POWDERS

are the safest sellers amongst all the cold cure and cough remedies on the market.

The sale has increased enormously—
Thousands of testimonials attest their wonderful value—
They never become dead stock—
They afford dealers a good profit
Those who once use them make them a household remedy—
Dealers who do not carry them simply lose sales that go elsewhere.
As the demand will be continuous for some months order a good supply now.

Sold by all wholesale dealers.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

GOOD COFFEE

Coffee better than the average. Coffee superior to others. Coffee so exquisite in flavor.

That people want it again—and again. That's what

AURORA COFFEE

is. The best that money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO. Wholesale Grocers Coffee Importers **HAMILTON**

BRANCH HOUSE: SAULT STE. MARIE

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

Manzanillas, Queens, Club House, Nutoliv
Pitted, Celery Stuffed, Pimento Stuffed

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE. **WINNIPEG**

QUAKER SALMON

Certainly, in the end, you will stock, and make your leader, this most famous of all salmons.

WHY NOT NOW?

MATHEWSON'S SONS--Montreal

When You Buy

Redpath

Extra Granulated Sugar, you secure the results of the latest process, of modern machinery, and of years of experience.

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

It is to your own profit and credit

to handle a superior brand of Jelly Powders, and you have solved this problem of what to stock if your shelves hold

SHIRRIFF'S JELLY POWDERS

This well-known brand is always reliable, easy and quick to handle, and retains in a large degree the natural flavor of the fruit.

ORDER FROM YOUR JOBBER

Imperial Extract Co., 8, 10, 12 Matilda St., Toronto

1910

Tartan BRAND

Our Annual Tea Sale

January and February Bargains

Black Tea, 14c to $1.00 per lb.
Green Tea, 14c to 60c per lb.

Samples mailed on application. See our travellers.

BALFOUR, SMYE & CO. WHOLESALE GROCERS... HAMILTON

The Grocer's Big Seller

There's a reason for the large sale reached by

STERLING BRAND PICKLES

They're good pickles—a pickle that pleases the customer, and when you please your customers you're well on the road for good business.
See that your stocks are well assorted and always nicely displayed.

Made in Canada by

THE T. A. LYTLE CO., LTD.
Sterling Road, TORONTO

FINE OLD ENGLISH

Pure Orange Marmalade

SEASON 1910
NOW READY FOR DELIVERY
100% PURE

No color or preservative used. Finest Seville Bitter Oranges and best granulated sugar only.

WAGSTAFFE, Ltd.
PURE FRUIT PRESERVERS
HAMILTON, - ONTARIO

EWING'S HIGH GRADE HERBS

It is ever your aim to please your customers—it is most profitable for you to do so. By selling EWING'S

Sage, Savory, Thyme, Mint, Marjoram

you please the most critical users of herbs. Do not wait until you are out before stocking up again.

S. H. EWING & SONS

Montreal Toronto

From COW to CAN, the preparation of

CANADA FIRST EVAPORATED CREAM

is one long tale of care and cleanliness. Each can is guaranteed pure and fully sterilized.
THE FINEST SUBSTITUTE FOR FRESH MILK.
ORDER FROM YOUR JOBBER.
Children thrive on it. The best for invalids, convalescents and household use.

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

THE MILK

Everywhere Acknowledged to be

Richest and Best

Reindeer Condensed Milk

The dealer wins customers by selling reliable goods that give satisfaction.

The Truro Condensed Milk Co., Limited, Truro, N.S.

EVERY GROCER
WHO HANDLES

WHITE SWAN

BRAND
OF

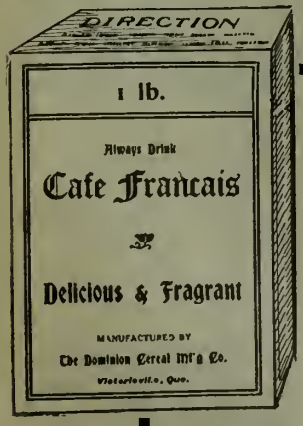
COFFEE—SPICES

EXTRACTS

CEREALS OR LYE

HANDLES

ABSOLUTE PURITY



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¶ A quick seller and a repeater, a line that will bring you in more profit than almost any other grocery specialty.

¶ It is "coffee with the after-effects taken out."

¶ Write us to-day for a free sample.

Dominion Cereal Mfg. Company

Also Makers of Imperial Self-Raising Flour VICTORIAVILLE, QUE.

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR

LONDON, ENGLAND

Commands a Preference over all others.

IS THE BEST

Made from the finest malted barley.

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We are open to do business on easy consignment terms

Write our Agents for Particulars

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come across a woman who wasn't glad to save labor on wash day? Sell her

ASEPTO
Soap Powder

The Enemy of Dirt

Asepto will lighten her labor and earn for you the housewife's goodwill.

Order from your jobber.

Asepto Manufacturing Co.

St. John, N. B.

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The Merchant Must Have a Register That Will Fit His Safe.

The interior of the Huber takes out and WILL FIT ANY SAFE. Besides—it cuts out Book-keeping; does your collecting; pleases your customers and increases your trade. Hundreds of Canadian merchants have used it for over three years.

WRITE FOR PARTICULARS.

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Manufacturers

178-180 Victoria Street - - Toronto

The Successful Grocer knows that handling a full range of

RICHARDS PURE SOAP

means substantial soap profit for him. Follow the lead of those who have made good, and stock

RICHARDS

QUICK NAPTHA SOAP SNOWFLAKE SOAP CHIPS

AMMONIA POWDER 100% PURE LYE TOILET SOAPS

CHEAP COFFEES

are dear at any price. They are usually made from screenings and poorly cured berries. All our standard grades of coffee are made from sound, properly cured berries and are sold at lowest possible prices consistent with quality.

Chase & Sanborn, Montreal

THEY STAND ALONE

Goodwillie's Pure Fruits
in Glass are Highest Quality Packed

Agents: ROSE & LAFLAMME, Limited, Montreal and Toronto

The Name of

JOSÉ SEGALERVA

MALAGA, SPAIN

Means that the goods bearing it are of superlative quality. It is also a guarantee of very attractive packing in

Malaga Table Raisins
Malaga Loose Muscatels
Jordan Shelled Almonds
Valencia Shelled Almonds

Each of these lines you can stock with the assurance that you are buying goods which will please your most particular customers.

We Shall Be Pleased to Furnish Prices and Full Particulars.

Agents

ROSE & LAFLAMME, LIMITED

MONTREAL AND TORONTO

Please Your Customers

and they come back.

When they ask for Baked Beans, give them the kind that are really *baked.*

HEINZ
BAKED BEANS

(In the Heinz Improved Tin)

are oven baked, dry and mealy—like the Boston home-made kind. That's the reason there are more Heinz Baked Beans sold than any other kind.

Anything that's HEINZ is safe to sell.

H. J. HEINZ COMPANY.

New York Pittsburg Chicago London

MADE IN CANADA

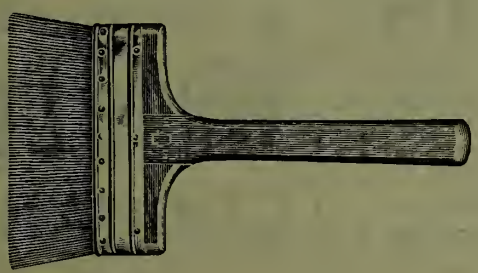
IS YOUR TIME WORTH MONEY?

DO YOU ?

Spend any time keeping books
Copy and post charges—one book to another
Make out statements at the end of the month
Spend any time trying to collect your accounts
Write up pass-books for your customers
Know how much you sell for cash
Know how much you sell on credit
Know how much you receive on account
Know how much stock you have on hand
Have disputes with your customers over accounts
Ever forget to charge goods sold
Ever forget to make proper credits

CAN YOU show a correct proof of loss in case of fire?
WOULD YOU investigate a system that will handle all accounts with only one writing, and eliminate the many losses of time, labor and expense?
The McCASKEY REGISTER SYSTEM gives you complete information.
Information is free—drop us a postal.

DOMINION REGISTER COMPANY, Limited
Successor to The McCaskey Register Co. in Canada
96-104 Spadina Avenue TORONTO, CANADA



The day of the leather-bound Whitewash Brush is past. When you can get

Metal-Bound Brushes

to retail at 15c. and 20c. there is no excuse for offering your customer old fashioned leather-bound Brushes. We have four lines which every dealer should handle :

"POLAR"
"ARCTIC"
"KRACKER"
"KLINKER"

Stevens-Hepner Company
Limited
Port Elgin - - - - Ont., Can.

GINGERBREAD
BRAND
Creates the Demand

This well-known Molasses is packed in tins—2's, 3's, 5's, 10's and 20's; in pails—1's, 2's, 3's and 5's, 10 gallon kegs, half-barrels and barrels.

When ordering from your wholesaler mention the above brand.

The Dominion Molasses Co., Limited

HALIFAX - NOVA SCOTIA

UNSWEETENED

Borden's Brands are standard—

IT takes goods of known quality - standard goods like Borden's---to build strength into a retail business---the sort of strength that endures throughout the years, and by means of which a large volume of profitable trade is attracted---and held.

Always give prominent display to Borden's Brands. They'll repay you handsomely for your attention.

Borden's Condensed Milk Co.

A Leader in the best stores—always

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Mason & Hickey, Winnipeg, Man.
Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

CANADIAN PACIFIC

WESTERN EXCURSIONS

Single Fare

Plus $2.00 for the Round Trip

From all stations in Ontario, Port Arthur and West, Manitoba, Saskatchewan and Alberta, to

VANCOUVER VICTORIA and WESTMINSTER

Also to OKANAGAN VALLEY and KOOTENAY POINTS

Tickets on sale December 16, 17, 18, 1909; January 21, 22, 23 and 24; February 15, 16, 17 1910; good to return within three months.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

CHINESE STARCH

Money Maker
Known Everywhere
Repeat Seller
Best Value

Get Prices

OCEAN MILLS
MONTREAL

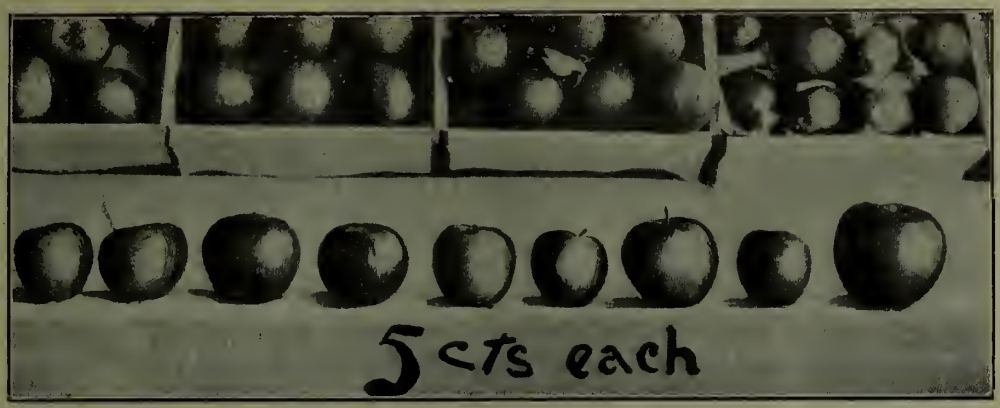
MONTHS YOU CAN SELL

White Dove COCOANUT

December
January
November
February
October
March
September
June
August
May
July
April

AND THEN SOME

W. P. DOWNEY
Maker MONTREAL



Which Would You Choose?

IF you saw a row of apples, everyone differing in size, ripeness and color, and all for sale at the same price, wouldn't you choose the **BEST.**

Why not do the same then when you appoint **AGENTS?** You require the best and we are at your service—the **Largest and Most Progressive Wholesale Commission House in Canada.**

We reach all over the **GREAT WEST.**

Write us to Winnipeg, or at our branches at **REGINA, CALGARY** or **EDMONTON.**

Nicholson & Bain

Wholesale Commission Merchants and Brokers

WINNIPEG REGINA CALGARY EDMONTON FORT WILLIAM

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

Are You Carrying the Empress Brand?

Coffees, Spices, Flavoring Extracts, Pure Jams and Jellies

WE WANT YOU to do so.
IT WILL PAY YOU to do so.
YOU WILL do so if you try them once.

WRITE US

Empress Manufacturing Co.

Limited

VANCOUVER, B.C.

Bargains for Grocers!

Announcement:

OWING to February 1st being Civic Election Day, and further, in view of the fact that we will take stock on that day, our offices and warehouses will be closed all day. We wish to state, however, that the closing will be for the benefit of all retail grocers, for, as soon as we open, we are going to announce some bargains such as will be a surprise. Numerous lines that you require will be offered at enticing figures. So watch our advertisements.

Laporte, Martin & Co., Limited

Montreal

Get the habit

of ordering from your wholesaler

Boston Brand Baked Beans

They are the very finest Canadian Beans grown, and are baked in a careful and scientific manner. Their flavor is exceptional and "Boston" Brand is a quick and ready seller throughout the year. Plain or with Tomato Sauce. Sample can free. The only "Boston" Bean on the market.

Eastern Canning Company - - Port Canada, N.B.

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Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto
Agents for Quebec:
Messrs. F.L. Benedict & Co., Montreal

SYMINGTON'S COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOMAS SYMINGTON & CO. EDINBURGH

ROWAT'S 2 WINNERS

Two time-tried, merit-proved staples of quite unparalleled popular favor, gained through many years of uniform satisfaction-giving.

The wise grocer, in business for profit, never lets run low his stock of

Rowat's Pickles and Olives
and
Paterson's Worcester Sauce

PROPRIETORS:

ROWAT & CO. - Glasgow, Scotland

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Money Lost by Methods of Unscientific Grocers

How Two Grocers in One Town Made Different Profits on Their Yearly Tea Sales —The Business of One Decreases While That of the Other Increases, all of Which Depended on the Methods of the Two Men—One Specialized on a 25c and the Other on a 40c Tea—The Result in Dollars and Cents.

Jas. Smith, a retail grocer living in the town of X, has 100 customers representing the same number of households, to whom he sells tea. He is one of the many unscientific grocers so far as tea is concerned.

He tells his customers that his 25-cent tea is a fairly good one. He has a 40-cent tea as well, but he is desirous of garnering in as much of the tea trade in that town as he can and he sells a cheap tea at 25 cents per pound.

Smith's customers purchase on an average half a pound of tea each per week. That makes 50 lbs. of tea altogether during the week.

A simple calculation shows that in 52 weeks, or one year, Smith sells 2,600 lbs. of tea ; at 25 cents per pound he receives for it $650 during the whole year.

A tea that sells for 25 cents costs anywhere from 18½ to 21 cents.

Smith buys his tea at 20 cents per pound ; therefore buys the 2,600 lbs. for $520.

His outlay during the year for tea alone is $520, and he sells it for $650, making a gross margin of $130 ; this is ¼ of his outlay or 25 per cent., without considering the cost of doing business.

While Smith made a profit on his year's sales of tea of $130, he did not do as he expected—get a greater share of the tea trade than he had at the beginning of the year.

The fact was, the quality of the tea he sold did not satisfy many of his 100 customers ; some of them had tasted teas sold by other grocers in the same town and at the end of the year they began purchasing tea from those other merchants.

The good-will of Smith's business was weakened ; he lost custom because many of his customers did not like his tea.

To make it worse, Smith didn't understand anything about how tea should be kept in the store in order that its flavor should not be impaired to any appreciable extent.

He did not know that it readily absorbed the flavors of many articles in the store which spoiled it.

One week he would place it on the shelf next to soap, in fact with soap all around it, because he didn't know any better. The next week his tea display on the shelf would be next to a pile of matches.

Again he would have a quantity of tea piled near a box of lemons, a coal-oil barrel or coffee and spices.

All these things helped to destroy its natural flavor and some customers of Smith—they didn't like to tell him about it—stopped buying his tea.

He had never been educated to the fact that tea deteriorates with age and when he got in a new consignment of tea he used to push the old stock to the back of the shelf and pile up the new arrival in front.

Now and again he used to place a few samples of his tea in the window along with a dozen other articles ; but it never entered his mind to occasionally put in a whole window display of tea in order to attract new business.

In short, Smith's methods of handling tea belonged to the past ; they were unscientific because he was not a scientific grocer and he made little profit on his tea business and gradually lost custom.

In that same town of X., there is another grocer, Henry Hale by name, who does business two blocks away from Jas. Smith. He is one of those up-to-date merchants who applies scientific methods in selling tea.

Hale was desirous of getting as much of the tea trade in his town as possible. He wanted to make a good profit on his investment and decided to specialize on quality.

In order to do this he bought tea to retail at 40 cents per pound ; that is, while he kept in stock some cheaper teas, he decided to advance the sales of the 40 cent tea as much as he could.

Mr. Hale had 100 customers to whom he sold his 40 cent tea. At the beginning of the year each of these customers purchased on an average a ½ pound of tea per week.

Altogether this made 50 lbs. each week or an average of 2,600 lbs. per year.

At 40 cents per pound, Hale received $1,040 for tea from those 100 customers during the year.

Tea that retails at 40 cents costs the retailer 30 cents, more or less.

The outlay for the 2,600 lbs. was $780, since Hale purchased his tea at 30 cents per lb., his gross margin of profit was therefore $260.

Since he did his business on a sound basis it did not cost him as much as it would an unscientific grocer to do business.

His gross profit was one-third of his outlay or 33 1-3 p.c.; it was just twice as much in money as if he had bought a 25 cent tea for 20 cents per lb.

Hale had figured on increasing his tea business by selling a good quality of tea—and he did.

He calculated like this : If I sell a good tea to these 100 customers—a better tea than they have been using—each member of the family will probably use more tea ; they will probably drink two cups where formerly they drank but one. Some of them did.

The result was, Hale gradually increased his sales per customer and at the end of the year he was selling on an average ⅝ of a pound per week to each.

Besides being careful in buying his tea, he took pains to place it in proper places on his shelves and in his warehouse. None was left exposed to the air and never did he allow his salesmen to sell off new stock before all the old was disposed of.

He was careful not to place tea on the shelf near soap, coffee, spices, lemons or any other grocery article, the flavor of which was liable to be absorbed by the tea. By this precaution few of his customers found it necessary to complain about the flavor of the tea.

Combined with this, Hale carried on a systematic advertising campaign in the daily newspaper in his town and occasionally he advertised his tea and its quality.

This, together with tea window-displays at the same time, brought in new business.

At the end of the year Hale had 150 regular customers buying tea from him, and his profits were worth while.

He had handled his tea business scientifically and the results were just what could be expected.

Better Understanding Between Merchant and Farmer

This is Needed if Mail Order Competition is to be Overcome—Opinion of a Deputy Minister of Agriculture — Catalogue Houses a Continual Drain on Wealth of Country Districts.

It is admitted by the merchants in general that the greatest menace to the trade and the growth of our country is the mail order business from the departmental stores in large cities. It is also a well understood fact that the mail order business is not in the best interests of the country.

The remedy to correct this lies in a better understanding of the relation between the buyer and seller. Wherever there is a wrong that affects a community, it will always cure itself in proportion as the people understand the right.

It is for the merchants to take the lead in instituting an educational campaign that will enlighten the public on economical trade conditions. The object, however, must be mutual; any effort which is made to enhance the interests of retail merchants at the expense of the buying public is not sound and could not hope to succeed, but an effort to bring out the fairness, as well as the best advantages of the best system of mercantiling service, will meet with the desired response from the general public.

That the catalogue trade is contrary to the interest of the country is even admitted by those who deal with them, and the only reason is that they think they can save a little on some of their purchases. They do not take into consideration, neither do they understand, how the sending of their money away from home affects them in many other ways. They do know that they must have town stores for their convenience, but they do not know that by every dollar they send away they weaken the power of the local merchants to give them the best service.

The farmers have their institutes, through which they derive invaluable information and help; the merchants have their organization for their benefits, and the laboring people have their meetings for improvement, but the links which connect these different lines of industry have been entirely neglected.

While these institutions did wonders for their own classes, the time has come when the different organizations must work out harmonious relations to each other.

If this is done, then our country will assume its natural growth and instead of the money being sent to the large centres to make land worth four million dollars an acre, it will circulate in their own localities, make both town and farm property more valuable and bring back to them many times over what they are led to believe they make on the goods they buy.

Advice From Deputy Minister.

Speaking with C. C. James, Deputy Minister of Agriculture of Ontario, who fully realizes the immense drain on the country through mail-order houses, endorses the idea that it would be well if the merchants would attend the "farmers' institutes" and secure permission to discuss trade matters and perhaps have a speaker who is prepared to go into the details of the relation of the farmer and the merchants. Farmers and the consuming public should sometimes be invited to the meetings of the merchants so that they will learn that their interests are mutual. If this question were fairly understood and the merchants gave the proper service the mail order business would decrease.

Institute meetings are reported by the district newspapers and these will be only too glad to give as much publicity to this phase of the question as possible. Some of them are slow to take the initiative by advocating home buying but will give plenty of space to any address along the lines of keeping trade at home.

In this way those farmers who do not attend the meetings will be given the proper education as well as the townspeople who read the reports.

Three things must be grasped about mail-order houses.

They are continually stretching out their arms for new business;

They employ legal, up-to-date methods which need energetic merchants to overcome;

Unless these methods are overcome the country trade will gradually fall into their hands.

Why not adopt Mr. James' suggestion and meet their competition? If every farmer who attends the institute meetings can be won over—and there is nothing to prevent this becoming the case—there will be a mighty force working for the good of home-trade and against the catalogue competition. This force will increase of its own accord but every year the merchants should be alert to see that they are again represented at the farmers' meetings.

It is the business of the merchants to take the initiative.

PERSONAL NOTES.

R. A. Ross, a London, Ont., retail grocer has recently returned from a pleasure and health trip to British Columbia.

In connection with the Food Congress, which was held in Paris, France, in October last, a beautiful medal, from the design of Daniel Dupuis, has been presented by the White Cross Society of Geneva, to Loudon M. Douglas, of Edinburgh Scotland, who acted as Honorary Secretary to the English speaking section of the Congress.

A WOMAN ADMIRER.

Canadian Grocer, Toronto.

Gentlemen,—Enclosed please find money order for $2, my subscription for Grocer up to April, 1910. I might say I enjoy The Grocer very much and could not get along without it. I remain.

MRS. C. E. HARKNESS.

Iroquois, Ont., Jan. 13, 1910.

Things That Shouldn't Be

A Grocer Behind the Counter With His Hat on Serving a Woman.

Wins Christmas Advertising Contest a Second Time

Prize Goes to Forsyth Jr., a Dartmouth, N.S., Grocer—Judges Consider His Ad.-Copy a Model to go by—Several Splendid Runners-up and Others Deserving Special Attention—Increased Interest From a Year Ago.

The winner of the Christmas Advertising Competition of The Canadian Grocer and the five runners-up in their order of merit are:

FORSYTH JR., DARTMOUTH, N.S., written by Jno. Forsyth.

GEO. MABEN, ELORA, ONT., written by Geo. Maben.

THE W. H. STONE CO, WINNIPEG, MAN., written by A. E. White.

T. A. ROWAT & CO., LONDON, ONT., written by R. J. Donaghy.

KIRKUP & WILKIE, FORT WILLIAM, ONT., written by W. H. Thompson.

THE G. W. ROBINSON & CO., HAMILTON, ONT., written by A. P. Rogers.

Jno. Forsyth, of Dartmouth, N.S., evidently knows the fundamental prineiples of advertising. Last year he carried off the prize in the Christmas contest and now he duplicates the performanee. In the contest ending 1907, his ad. was considered among the leaders, although first prize went to R. J. Donaghy with T. A. Rowat & Co., London, Ont. The honor this year therefore goes to Nova Scotia, and more particularly to Jno. Forsyth.

The number of advertisements received for the contest this time was beyond all expectations. They came, like the window photographs, from all provinees of Canada.

The pleasing feature of the competition to The Canadian Grocer was the evident increased interest that is being taken in retail store newspaper-advertising. This The Grocer has been advoeating continuously and the results are plainly visible.

The judges, who by the way, are men doing nothing but writing advertisements for some of the most successful firms in business in Canada, and who judged last year's contest, maintain that generally speaking there has been a great improvement in the writing of copy, as well as in the type displays. They found merits in every ad. submitted, and many in some, and outside of the prize winner found difficulties in deciding the runners-up.

An advertiser in writing copy and displaying it, who is desirous of getting good results—and it is to be assumed that every advertiser works to that end—should ask himself the following questions:

Does it attract the attention of the reader?

Will it hold the reader's attention until it is carefully read?

Does it make the reader want to buy the articles advertised?

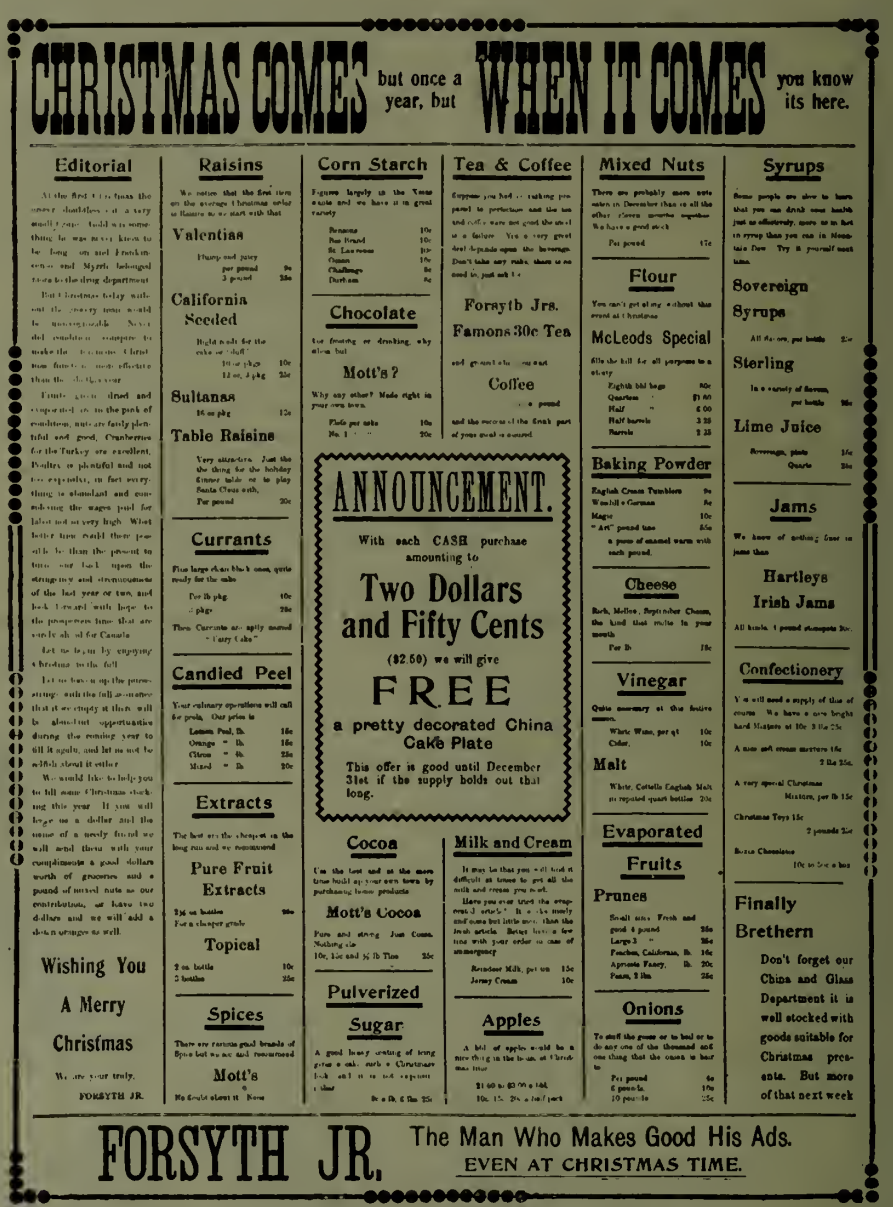
Unless the reader's mind passes through the three stages indicated above, there is something lacking in the copy or its manner of display. These were the points upon which the judges based their decisions and upon these the prize was awarded to the ad. of Forsyth Jr.

Points About Winning Ad.

On reading this advertisement, which is here reproduced, one is struck with its educative and entertaining nature. You can tell from it that the writer puts his soul into the work, that he is a bright, observant man and that he gets close to his readers.

Take for instanee the heading across the top and particularly the editorial down the left hand side, which begins: "At the first Christmas the grocer doubtless cut . . . . ." This is all interesting, and if Jno. Forsyth writes this kind of copy all the time, one would think that the people of Dartmouth would watch for The Dartmouth Patriot and the ad. with every issue.

Then there is a little talk given before the price of each article is mentioned, which should hold the attention of the reader, and in fact, make her want to buy those articles. He begins with raisins, because raisins seem to have been first in the minds of purchasers of gro-



First Prize Advertisement Written by Forsyth Jr., Dartmouth, N.S.—The Original Newspaper Ad. Occupied a Full Page.

ceries every time they gave their orders for Christmas goods.

Consider the talk on syrups. It reads. "Some people are slow to learn that you can drink one's health just as effectively, more so in fact, in syrup as you can in Mountain Dew. Try it yourself next time." This should create the desired effect upon a reader of this ad. who is kindly disposed to syrup, and who is out of a stock of it.

Nothing in the Christmas goods line seems to have been forgotten—not even the onions for stuffing the goose.

The wind-up in the words: "The man who makes good his ads. even at Christmas time," is convincing and gives the public confidence in the store.

Another good feature about this ad. is its size. The original from the Dartmouth newspaper occupied a full page space.

Sample of a Neat Display.

As an example of an ad. display pleasing to the eye, and with a small space used to the best advantage, the advertisement reproduced from the Elora Express, Elora, Ont., must be carefully considered.

A space 2-column in width and a third of a column in length was utilized. The general appearance, as the judges remarked, is artistic, the cut at the top is appropriate and artistically treated and the talks are good. For instance in speaking of icings it reads: "Our cake

We Have a SMALL STORE With a
BIG CHRISTMAS STOCK
HAVING made our purchases for our Christmas and Holiday Trade in the largest and best markets, and from the places of production we have secured every advantage, both as to Quality and Price, so that if favored with your orders we cannot be undersold in any line of equal quality.
ORANGES — Choicest Navel and Florida Oranges, the best oranges grown Special, per dozen ..... 25c to 50c
CANDIES — Choice, Dainty, and Delicious. Mixed, 4 lbs for 25 cents. Creams, per lb 20c. Chocolates 20c to 50c per lb.
Pure MAPLE SUGAR— 3 Cakes for 25 cents
NUTS—All Kinds.
FRUIT—Don't spoil your Cake with poor fruit. Get the Best. Choice Currants and Raisins.
FIGS—6 lbs. for 25c
DATES—3 lbs. for 25c
ICINGS—Our Cake Icings are absolutely pure and wholesome, and cannot be equalled for Quality, Flavor and Satisfaction.
Choicest West India ARROWROOT unexcelled as a Family Dessert. 3 Tins for 25c
Our EXTRACTS should be in every Home. Put up expressly for us by the White Swan Mills.
PIPES—Say, don't forget Grandpa's Pipe! 10c, 15c, 25c, 50c, $1.00
CHINAWARE
Austrian, Tuscan, German, English, CUPS & SAUCERS, each 5c to $1 50
Opal, Sapphire, German, Austrian PLATES, each, from ..... 20c to $2
Don't put off getting a LEMONADE SET till your friends come. From ..... $1.25 to $2
SALAD SETS—In endless variety. Very best quality. Just the thing for a Christmas Gift.
CREAM PITCHERS and SUGAR BOWLS to match.
Don't Fail to get a CHOCOLATE SET. From ..... $1 50 to $3 50
FREE—A Handsome Bronze Wall Pocket with a Christmas Order
Give us a Call and be convinced. No trouble to show goods.
MABEN - The Grocer - ELORA

An Attractive Ad. Written by Geo. Maben, Elora, Ont., and Reduced From Two-Column Space.

icings are absolutely pure and wholesome and cannot be equalled for quality, flavor and satisfaction." The ad. also shows an eagerness on the part of the groced to give good service. While the Maben ad. may be small in comparison to some others it is particularly attractive and well written.

A Western Winner.

The advertisement of The W. H. Stone Co., Winnipeg, Man., is attractively set up. The reading matter is suggestive of Christmas times and conducive to making a person purchase who reads the ad. A feature of this advertisement is the heavy type used in naming the prices. The holly border, emblematic of the season, is good. While the lists of articles mentioned are somewhat crowded, yet the many educative talks and the general appearance of the whole ad. should be sufficient to hold the attention of the reader. The original in the Winnipeg Telegram was 14" in length and 3-column wide.

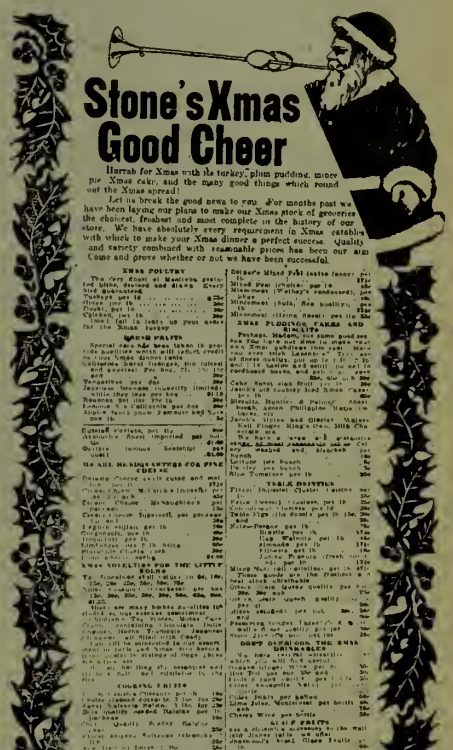
T. A. Rowat & Co., London, Ont., always present splendid advertisements to the public and their Christmas ad. is no departure. It begins with reasonable display type: "It's the good things to eat that your grocer supplies — which helps so much to make the Christmas season the happiest of all the year, etc." The copy is good, the prices are named with black-faced type and the ad. is not over-crowded.

The advertisement of Kirkup & Wilkie, Fort William, Ont., was another well written one, and if it had been better displayed it might have been more effective. The contrast between the heavy black type at the top and the smaller type in the panels was probably a little too great. The catch lines read: "Get these with our Christmas groceries—quality service, satisfaction," with heavy black rules under the last three words. The ad. has a distinctive style and is effective from a selling standpoint once the attention of the reader has been riveted.

There is a unique feature about the ad. of the G. W. Robinson Co., which begins: "Old time Christmas grocery sale Thursday." This has the tendency of awakening an interest in the reader as to what an old time sale is, and induces her to study it more closely. In refering to plum duff, the old-time mother's cake, etc., it adds—that it always tastes better when kept for a while. It is well written and well displayed and according to the writer sold the goods well. It was written more than a month before Christmas, with a view to inducing purchasers to buy early.

Deserving of Special Mention.

Space does not permit going into the merits of the various others sent in for the competition, but special attention was given by the judges to the ads. of the following: Jno. O. Carpenter, Hamilton, Ont., small but well written; Thomas Lawson, Ltd., Kelowna, B.C., written by Geo. S. McKenzie, who sent five good samples of his work; Share & Campbell, Halifax, N.S., who advertised in one of their six advertisements in the competition a unique bon-bon contest; Woodman & McKee, Coaticook, Que.; Robson, Lindsay, Ont.; C. A. Farmer & Son, Perth, Ont.; J. H. Fleury, Lindsay, Ont., who might have featured a new



One of the Runners-up in the Contest—An Ad. Written by A. E. White of the W. H. Stone Co., Winnipeg, Man.

idea to good advantage—bring us your recipe and we will weigh out each ingredient, which will save you the time; Geo. A. McCullough & Co., Stoughton, Sask., which by the way, advertised general store goods more so than groceries; Wm. T. Patterson, Belleville, Ont., and Prentice & Sproule, Collingwood, Ont.

A great improvement over previous years in writing copy was noticeable to the judges, which is a pleasing feature to The Canadian Grocer. It shows an appreciation of the efforts of this paper in its work during the year to give as many modern ideas on retail advertising as possible. This will be continued during the coming year, and it is hoped that the readers of The Grocer will continue to let us have their ideas on the subject and take a greater interest in it than they have done in the past.

M. S. Waters, formerly of Craven, Sask., has opened a grocery store on Hastings Street, E., Vancouver, B.C.

The Canadian Grocer

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - PRESIDENT

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Address: Macpubco, Toronto. Atabek, London, Eng

OFFICES

CANADA—
MONTREAL - - Rooms 701-702, Eastern Townships Bank Building
Telephone Main 1255
J. J. Gallagher
TORONTO - - - - 10 Front Street East
Telephone Main 7324
W. H. Seyler, Manager
WINNIPEG - - - 511 Union Bank Building
Telephone 3726
F. R. Munro
VANCOUVER - H. Hodgson, 11 Hartney Chambers
ST. JOHN, N.B. - - - - - W. E. Hopper
UNITED STATES—
NEW YORK - - - - R. B. Huestis
Room 1109-1111 Lawyers' Title, Insurance & Trust Co. Building, 160 Broadway, New York, N.Y.
Telephone, 1111 Cortland.
GREAT BRITAIN—
LONDON - - - - - 88 Fleet Street, E.C.
Telephone Central 12960
J. Meredith McKim
FRANCE—
PARIS - - - - - John F. Jones & Co.,
31bis Faubourg Montmartre
SWITZERLAND—
ZURICH - - - - - - - Louis Wolf
Orell Fusali & Co.

Subscription, Canada and United States - $2.00
Great Britain, 8s. 6d. - - Elsewhere, 12s.

PUBLISHED EVERY FRIDAY

JOHN BULL'S BUSINESS.

The sunshine of prosperity seems to be rising above the horizon in Great Britain, if we can take the figures of its foreign trade for the last calendar year as a criterion.

It is true that there is not a great deal to boast about in these figures. Their importance chiefly lies in the fact that they indicate a recovery in trade.

Both in exports and imports increases are shown, the increase in the former being £1,275,620, and in the latter £31,787,000.

The chief increase in the imports is in raw materials, while in manufactured goods the appreciation is not so marked. In exports, on the other hand, raw materials show a decrease while in manufactured goods there is a slight increase. The chief increase in exports is in articles of food and drink.

The reason there is not much in the figures which permit of boasting is due to the fact that while the foreign trade increased over the previous year it is still a great deal smaller than that of 1907, which was the "top notch" year for the foreign trade of Great Britain, as well as other countries. The imports for 1909 were £21,000,000 less than in 1907, and the exports £47,655,000 less.

The trade of Canada has got back to the figures of 1907, and that of the United States is getting into line. It is to be hoped that during 1910 British trade will also reach the pinnacle of 1907.

There are a good many people in Canada who think that tariff reform would help British trade somewhat, and judging by the elections some of the people in Great Britain are beginning to think so too. What gives the average man the most assurance, however, is the knowledge that when "John Bull" wakes up and decided to do something, he usually does it, no matter what the forces against him may be. He is evidently wide awake to the fact that his prestige in the commercial world has been waning. He now seems to be on the point of deciding that it shall wax, and we may expect to see him ultimately employing the aggressive methods which will bring this about.

If he adopts tariff reform it is to be hoped that he will not forget the still more important factor of judicious advertising.

THE GROCER AND THE FUR COAT.

Some time ago a letter was received by a Toronto gentleman from a friend who runs a grocery store in the country, and the largest portion of the letter was made up in complaining about the unfair competition from catalogue houses. He found a good deal of fault with the people for not supporting the stores at home. The next letter came with a request to find out the prices of certain lines of fur coats. His wife would like to get one, and she thought she could buy it cheaper in Toronto than at home.

This shows inconsistency as well as the unbusiness-like men who call themselves merchants. There is a good deal of talk about the farmers buying from catalogue houses, but if the truth were known, the townspeople and even the merchants would in this respect be great sinners as well.

Unless the retail merchant rises above this smallness, sets an example and shows the buying public that he actually believes it is to his advantage to buy at home, the general public will never be converted.

As is shown in this case, the merchants are to blame for losing business which naturally belongs to them. The country needs larger men, men who can see beyond their own petty selfishness, in order to hold and build up their rights.

It is up to the merchants to decide whether they will do the business, or allow it to go to the large catalogue houses. A merchant has no moral right to be in the retail business unless he takes an interest in the welfare of his own town.

A HAVANA POTATO TRUST.

The shipment of potatoes from the port of St. John, New Brunswick, for the Cuban market, has been the subject of many conflicting statements lately regarding the state of the market in Havana. It is claimed that a trust composed of wealthy Spanish firms has been seeking to control the market and New Brunswick shippers are finding it difficult to secure a foothold there. Some of the dealers assert that owing to the methods of the trust in manipulating the market, they have been forced to sell their shipments practically without profit.

Reports from the island also state that the trust has tried to oppose the importation of New Brunswick tubers, and it is claimed by some that it discriminates in the matter of steamship lines.

However, there seems to be a good market in Havana for potatoes arriving in good condition, and as there are reported to be about 100,000 barrels still available for export, and there are plenty of steamers sailing, the shippers are likely to close the season with good results.

From now until the first week in March there will be eleven sailings and indications are that all will carry full cargoes.

POWER OF THE WINDOW.

The average retail merchant has by this time learned that there are few adjuncts to his business more important than the window display.

There is possibly nothing which exercises such a potent influence in selling goods as the window display. Anything that attracts attention, arrests the eye of the passer or of the prospective purchaser, is of inestimable value to the man who has merchandise to sell. This is true with reference to the man or woman who goes down town Saturday night for the express purpose of purchasing the Sunday dinner. The chances are very much in favor that the shopper will be attracted by the most appetizing display of goods in the market or in the store window, and that they will pass by the dark and unattractive window.

In every store of any importance there is always someone, some employe, if not the proprietor, who is up to date and quick to think and act. This is the man who can be depended upon to think of something new, original and up to date to place in the window, and of some original arrangement to make it effective.

The Weakness of the Combine Bill

The Bill is All Right as Far as it Goes, but it Does Not Go Far Enough---Should Provide for a Permanent Board such as the Railway Commission.

The bill introduced in the House of Commons by Hon. McKenzie King regarding combines, trusts, mergers and monopolies provides that six or more persons who are of the opinion that a combine exists which is detrimental to the public interests, can make an application to a judge of the High Court for an investigation. The judge having been convinced that a prima facie case has been made out reports to the Minister of Labor. The Minister in turn calls upon each party concerned to appoint a member to the board of investigation. The two members thus appointed select a third who must be a judge. The latter becomes chairman.

This board is to have all the powers of a court of record and can compel attendance of witnesses and the production of documents. The decision of this Board is to be published in the Canada Gazette, and in the newspapers. In addition to the publicity given the Bill further provides that the Governor-in-Council may either reduce or remove the duty on the article affected by the combine, trust or merger. A still heavier penalty is the provision which calls for a penalty not exceeding $1,000 and costs for each day that the combine continues to offend. The expense of the investigation is to be born by the government.

Under the old law as it stands to day the aggrieved parties must first of all bring the matter before a judge, who in turn reports to the Government, which may, if it sees fit, order an investigation by a judge. All the costs of the subsequent investigation must be borne by the complainants, whether the case is decided in their favor or not.

That this is a costly undertaking to the parties who are suffering from the effects of the combination is quite obvious. It is a decided obstacle to investigation, no matter how illegal the combination may be. The newspaper publishers who caused the investigation into the paper combine a few years ago know this only too well. They won, but as they had to "foot the bill," it was at great cost.

The essential features therefore, in which the new Bill differs from the present Act is that it first of all simplifies the procedure, puts the cost of investigating on the government instead of on the complainant and in addition to the publicity given and the possibility of the tariff being either reduced or removed altogether, imposes a financial penalty of $1,000 a day should noncompliance with the law continue.

As far as it goes the bill is an improvement over the law which it is designed to supersede, but while that is so, it is to be regretted that the government did not go still further.

Every fair-minded man, every business man and every student of economics recognizes that one of the conditions of modern business methods is the development of mergers and combinations ; in other words of agreements between various classes of mercantile enterprises.

Some combinations are no doubt based on illegitimate grounds. Their sole aim is to bleed the public. But they are not all of this type. On the contrary we believe that the majority of these mergers or agreements are not only based on sound business principles, but on sound moral principles as well. They are merely created with a view to rectifying evils or curtailing cost of doing business.

But as the law now stands the legitimate merger, combination, agreement, or whatever we may choose to call it, is subject to irritating, costly and unjust legal proceedings. This ought not to be, and could easily be obviated if the Government would provide proper safe-guards, and safe-guards which would at the same time protect the public as well as the members of the combinations which were legally and morally sound.

It appears to us that the most simple way of doing this would be for the Government to create a permanent board similar to that of the Railway Commission, which is doing such good work in the interests of the shippers and traveling public of the country. This board could make a tentative examination of any charges made, and if a prima facie case was made out take such steps as would lead to a thorough investigation and the punishment of the parties if found guilty.

No one denies to-day the right of labor to combine for legitimate purposes. No one would probably deny that in theory business men do not enjoy the same right. But in practice they do not enjoy the same right. Wherever and whenever business men combine, merge, or organize in any way the fact is heralded by the daily press as a menace to the public welfare, and the authorities are forced to prosecute and the members at the combination to protect themselves in a costly, and usually long-pending, suit, whether they are innocent or guilty.

A permanent board such as suggested would protect the public, and at the same time prevent pernicious and unjust prosecutions of business men, whose organizations are founded upon equity and justice.

The weakness of the bill now before the House of Commons, is that it does not provide for this much needed machinery.

NEW IDEAS THE LIFE OF TRADE.

The man who "never did business like that" is gradually weeding himself from the mercantile field. When confronted with the problems of the present and having suggested to him certain courses to pursue, he puts up the plea that he has never done business that way, has heretofore been successful and sees no reason why he should modify, change, or add to that which has made him where he is. He keeps on for a while in the way he is going, and although he insists that he is doing good business, he knows that something is wrong, somewhere, but he still sees no reason for adopting newfangled ideas.

If we can't make up our minds to do the things of to-day as the necessities of the day demands and shape our methods according to the particular requirements of the present, we'll sooner or later find that he who has a way of his own of doing things, and persists in doing things that way under any conditions, will get left far behind in the race for business.

A man goes to bed with a clear conscience that he has fixed his business properly for the problems he has contended with during the day, but he wakes up to his business the next morning with some new series or sets of trouble confronting him that demand other treatments.

Ignoring or passing over won't rid his business of the annoyances, and because he didn't have them to contend with 10 or 20 years ago, he fools himself expensively if he attempts to let them go unnoticed and unconquered.

It doesn't make any difference how we did business some other day ; the problems of to-day are the ones that demand our attention to-day, and if we don't know how to handle them, it is up to us to find out immediately.

Bear in mind that no manufacturer wants his goods lying on the retailer's shelves as dead stock. If he can make a live customer out of you by starting the goods, he wants to do it.

Practical Methods Used in Retail Grocery Stores

Winnipeg Grocer Evolves Profit-Sharing Idea With Customers—Advice on Handling Fish—Huckster Fined in London—A Day's Cash Sales Refunded to Promote Buying for Cash—Mid-week Business Improved by Guessing Device.

Profit-Sharing With Customers.

Winnipeg, Jan. 25.—A. Hendry, Winnipeg, celebrated the twentieth anniversary of his retail grocery business career on the New Year by adopting a profit-sharing plan for all his customers. His system is that six articles of daily use will be offered to customers at strictly cost prices, and these, with the prices will be printed on a circular issued each month for that purpose. At the end of each month the articles will revert back to their regular values, and a new reduced list issued.

Mr. Hendry claims that this is not price-cutting, but simply a profit-sharing idea which is a reward for past generous custom, and a means to solicit a larger patronage.

Advice on Handling Fish.

Bracebridge, Ont., Jan. 26.—Now that the fish season is here again some special attention should be given to the care and display of fish in the store. A grocer here believes in keeping the kegs of fish inside the store. He is opposed to the principle of piling up goods of any kind on the outside of the store in order to attract trade. They are left exposed to the sun, wind, rain and snow and often deteriorate in quality.

"Dressy windows are all that's needed," he says, "but, unfortunately, from now on in front of many grocery stores customers will be confronted with the annual barrel of salt herring, and the kegs of salmon and white fish. The way out of all the difficulties is to advertise that you handle all kinds of fish, but keep the fish in the background or else display them neatly and attractively."

Grocers Watch Huckster By-law.

London, Ont., Jan. 26.—The Retail Grocers' Association have the co-operation of the market clerk in trying to put down any infractions of the huckster by-law, and were successful last Friday. A man was fined $2 and $3.35 costs, with the option of a 10-days' sentence, for buying some potatoes on the market and selling them again. The case caused a great deal of interest in police court. The huckster bought four bags of potatoes at 60 cents and resold them to a grocer at 65 cents per bag, thus breaking the law.

One huckster here has a stall in the basement of the market house, for which he pays the "big" sum of $4 per month. He, with others, bother the grocers a great deal by buying market produce one day, which he stores in the stall, and then brings it up for sale off his wagon a day or two later. The magistrate severely criticized this method and likely the fine will have the effect of lessening infractions.

Refunding Full Day's Cash Sales.

Peterboro, Jan. 25.—An unique idea has been adopted by E. F. Mason & Co. to encourage cash payments. He advertises in his regular newspaper space that his customers will be refunded the amount of their cash purchases made on a certain business day in January and that the day will be announced after the first of February.

It will thus be seen that customers paying cash are sure to receive a rebate on some one day's cash purchase during January. All they have to do is present their bill for that day and the money will be refunded—a rather novel way of promoting cash sales.

Special Shelves for Canned Goods.

Toronto, Jan. 26.—Harry McClement, a West Toronto grocer, moves on the 29th inst. into new premises at 1717 Dundas Street. His new store is larger than the old one and fitted up in better shape. A metallic ceiling, newly papered walls and the fresh graining make a favorable impression. On the side wall Mr. McClement has a novel idea in the way of shelving for his canned goods. Shelves two tiers high are supported by brackets fastened to the wall, thus giving more room in the store and making a neater appearance. Mr. McClement has made careful selection in stocking his store.

When Patience Ceases.

Blenheim, Ont., Jan. 25.—Unique methods of "putting it up to" the delinquent debtor are many, but rarely if ever has it been told to that individual with more directness than in a little card recently published in a Blenheim paper by Geo. J. Gibb, a professional man here. Mr. Gibb's appeal reads thus

"Patience ceases to be a virtue when it allows people to impose on the patient one. I find myself in that position, and have therefore decided that after Jan. 31, the clerk of the court will be asked to interview all who have been imposing on my patience.—Geo. J. Gibb."

Getting Mid-week Business.

Leamington, Ont., Jan. 25.—S. G. Morse, a Leamington merchant, is giving considerable attention to the problem of getting customers out more in the middle of the week instead of on Saturdays. He has evolved an unique idea to help. In his window he displays a clock and the customer who guesses nearest to the time the clock will stop is awarded a cash prize. The customer second nearest also secures a cash prize. These prizes are given away every Thursday afternoon. The experiment has proven so successful that Mr. Morse intends continuing it.

An Attractive Confectionery Window.

Guelph, Ont., January 26.—Some exceptionally attractive window displays and store decorations were to be seen in Guelph grocery stores during the weeks of Christmas and Yew Year's. One of the prettiest windows in the city was a candy window in Williams' store. The manager of the grocery department there distinguished himself in the display he made. Fancy confections of all kinds, with bonbons and "crackers" taking a prominent part, were shown in such a manner that the attractiveness of the assortment caused much favorable comment.

Have Customers Buy Within Their Means.

Montreal, Jan. 26.—"Do not try to oversell a customer; take for instance, a customer whom you know cannot afford many luxuries," said William Currie, a Montreal retailer. "Many clerks and even store owners will try to sell them, though they realize that financially they are not in a position to buy such things. Sell them only what they really want and as their means increase you can increase your sales. None of us are in business only for a year or two. It will pay to nurse such people along and help, rather than hinder, their financial well-being."

To try a "dun wagon"—Ic

Doubles Sale of Fowl.

Guelph, Ont., Jan.—26. — One of the leading grocers of Guelph has during the past few weeks almost doubled his best records in the dressed fowl business.

"We find," he explained to The Grocer, who was asking how it had been accomplished, "that our customers greatly appreciate it when we draw the fowl they buy free of charge."

The grocer went on to state that they did not sell drawn fowl, but that they weighed and sold them as they were and only cleaned them free as an act of courtesy to the customers. They state that they had no idea when they commenced the practice, how popular it would be with their customers. Many new customers were secured also, as ladies would come in and ask if they were in the habit of cleaning fowl free, and when they replied in the affirmative it nearly always meant a sale..

Lay Plans for Housecleaning Stock in February

Appliances for This Work Will be Required Soon and Stocks Should be Early Laid In—Lenten Fish Trade Needs Attention Next Month—A Good Time to do Some Interior Cleaning Up.

Toward the end of January the careful grocer begins to look forward toward his next month's business and to plan in advance as far as possible what should be done to aid matters along the proper path—the path of increased volume of paying trade.

January has come to be pretty generally recognized as set apart for stock-taking and general inventory work. December is too full of business to allow sufficient time for such a purpose. Thus we see the average grocer approaching February with a pretty complete knowledge of what is in his store.

During the course of a year's business there is necessarily quite a collection of odds and ends of various lines, which have either been handled too freely or become misplaced until too old to be readily saleable. Some are past the selling stage altogether and the wide-awake man should rid his store of such dead stock as soon as possible. February is about the best time for such procedure. Advertise sales of such articles at reduced prices and "get rid" of them. They take up valuable space and only decrease in value the longer they are held. Labels become torn, cans dented, and in a hundred different ways articles left too long on the shelves deteriorate.

Such sales will be found of great assistance in booming general trade after the dull January season. People need a stimulant to rouse them from the reactionary period after New Year's. Cut prices on standard slightly damaged goods will often start general buying, thus working a double benefit for the grocer progressive enough to use them.

Plan for House Cleaning Times.

Spring house cleaning for everyone is not far off and the grocer must see that his stock of brooms, mops, soaps, etc., is complete. It is better to be in the field early than late. Remember that house cleaning is somewhat of a germ disease. One housekeeper decides to start, and either the sound of beaten carpets or some occult influence spreads the disease through an entire community in short order. For this reason it will pay to look ahead and be ready for any emergency.

One of Canada's largest retailers has a series of special orange sales throughout February. He claims it needs just such a sale to bring people back to the idea of buying again. The sale need not be of oranges but a sale of some kind seems necessary, or rather a series of them.

Regarding the store itself in February, not only should it be cleared of dead stock, but it should undergo a thorough housecleaning at the same time. Always somewhat of a dull month, the time can be used to good advantage in this spring trade.

Lent is coming soon. Fish will be in large demand. Do not fail to see that the fish stocks are kept up. If you don't it simply means money lost. As sure as Lent comes around the demand for fish of all kinds increases.

In general February should be made to open up the year's business with a clean store, a clean stock and an increasing trade produced by special sales.

Albert Hebert, of Hudon, Hebert & Co., Montreal, is back from Atlantic City, where he took his family for a holiday of a few weeks.

Tariff Changes Made by French-Canadian Treaty

General Effect is to Have Goods Coming From France Placed on Intermediate Tariff Basis—Peculiar Circumstances Under Which Duty on Shelled Almonds has Been Increased Instead of Being Decreased.

The French-Canadian treaty, which is soon to be enforced, with a view to bettering the trade relationship between Canada and the French Republic, shows some interesting changes in the tariffs on foodstuffs from France.

Among the most important in which the grocery trade is interested are macaroni and vermicelli, dates and figs, fruits in cans or bottles, various nuts, fish preserved in oils, castile soap, canned vegetables such as beans, anchovies, sardines, sprats and other fish and olive oil.

Speaking generally of the new tariff, it places these goods on what is termed the intermediate tariff, instead of on the general tariff. Strictly speaking, the new tariff will be known as the French treaty tariff.

The accompanying table shows the effect it will have on the above-mentioned articles:

		General Tariff.	French Treaty Tariff.
Macaroni and vermicelli	per 100 lbs.	$1.25	$1.00
Dates and figs	per 100 lbs.	.62½	.55
Fruits in air-tight cans or other air-tight packages, the weight of cans, etc., to be included in weight for duty	lb.	.02¼	.02
Almonds, walnuts, shelled peanuts, etc..	lb.	.03	.02
Nuts, shelled, n.o.p.	lb.	.04	.03 1-3
Fish preserved in oil, n.o.p.	Ad. val	35%	30%
Castile soap	lb.	.02	.01
Vegetables, tomatoes excepted, including baked beans, in cans or other air-tight packages, n.o.p.; the weight of the cans or other packages to be included in weigth for duty	lb.	.01½	.01
Anchovies, sardines, sprats and other fish, packed in oil or otherwise, in tin boxes, the weight of the box to be included in weight for duty—when weighing over 8 oz., and not over 12 oz. each	Per box	.03½	.02
Olive oil	Ad val.	20%	15%

Macaroni and vermicelli from France has been coming ino Canada under the general tariff, which is $1.25 per cwt. With the new treaty in force the duty will be $1 per cwt. Dates and figs will not over-rule the old French treaty, and shelled walnuts remained at 2 cents. The French-Canadian treaty places the duty at 3 1-3 cents, which, the broker explained, is an advance rather than a decrease.

The Markets—Beans Still Being Held by Farmers

Demand is Good and Prices are Firmer—Sugar Advance Maintained But Prices Are a Shade Easier—Evaporated Apples Weak—Firm and Active Tea Market.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Sugar—Firm at increase.
Coffee—Firm.
Cloves and Ginger—Slightly up in primary.
Walnuts—Better grades scarce.

Montreal, Jan. 27th, 1910.

This week has been a somewhat disappointing one to most dealers, after the exceptional sales made in nearly all lines for the previous three or four weeks. It is thought the slump may be partly due to the warmer weather that prevailed this week, which has caused many people to stay indoors rather than wade through water and slush. At any rate, nearly all lines are quiet this week. The market is practically featureless.

Sugar continues firm in spite of the advance which took place only a short time ago.

Roads in and about Montreal are in bad shape and very few people care to drive in under present conditions.

It is hoped that cold weather will come back within a day or so and prophecies are that if it does, trade will be back to its previous standard with a bound.

Sugar—There has been no further change in the sugar situation, though the firm condition of the raw market gives no indication of a weakening in the price of refined.

Granulated, bags	4 80
" 20-lb. bags	4 90
" Imperial	4 55
" Beaver	4 55
Paris lump, boxes, 100 lbs.	5 60
" " " 50 lbs.	5 75
" " " 25 lbs.	5 90
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 50
" " 100 lb. boxes	5 60
" 50 lb. "	5 70
" 25 lb. "	5 90
" 5 lb. cartons, each	0 37½
Extra ground, bbls.	5 25
" " 50-lb. boxes	5 45
" " 25-lb. boxes	5 65
Powdered, bbls.	5 05
" 50-lb. boxes	5 25
Phoenix	4 80
Bright coffee	4 75
No. 3 yellow	4 65
No. 2 "	4 55
No. 1 " bags	4 40

Bbls. granulated and yellow may be had at 5c. above bag prices.

Syrups and Molasses—Considering the time of year molasses is having a very good demand. Most of the orders are small, but their number keeps a handsome trade going. Syrups are somewhat quiet.

Fancy Barbadoes molasses, puncheons	0 40	0 42
" " " barrels	0 43	0 45
" " " half-barrels	0 45	0 47
Choice Barbadoes molasses, puncheons	0 38	0 41
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45½
New Orleans	0 27	0 28
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls.		0 03½
" ¼-bbls.		0 03½
" 38½-lb. pails		1 80
" 25-lb. pails		1 30
Cases, 2-lb. tins, 2 doz. per case		2 50
" 5-lb. " 1 doz. "		2 85
" 10-lb. " ½ doz. "		2 75
" 20-lb. " ¼ doz. "		2 70

Tea—Teas are having a fairly steady sale at current prices. The market presents no new features.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 27	0 30
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Coffee—Coffees are firm and are selling readily at present quotations. In fact, dealers seem anxious to load up before the expected advance takes place.

Mocha	0 18½	0 25	Santos	0 14	0 17
Rio, No. 7	0 10	0 12	Maracaibo	0 15	0 18

Spices—Cloves and ginger are slightly higher in the primary markets, but it is only thought temporary. It has, at any rate, not caused any rush of orders. Other lines are quiet, but prices remain firm.

	Per lb.			Per lb.	
Allspice	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20
" ground	0 15	0 19	Mace		0 75
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 22
Cream of tartar	0 23	0 32	" white	0 22	0 29

Dried Fruits—Figs are having a somewhat better sale, but other lines are quiet this week. No reason has been assigned, other than people have become tired of dried goods.

Currants, fine filiatras, per lb., not cleaned		0 05½
" " " cleaned		0 06½
" Patras, per lb.	0 07½	0 08
" Vostizzas, per lb.	0 08	0 09
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
Old seeded raisins		0 06
California, choice seeded, 1-lb. pkgs		0 07
" fancy seeded, 1-lb. pkgs		0 09
" loose muscatels, 3-crown, per lb	0 07½	0 08
" " 4-crown, per lb	0 08½	0 09
" sultana, per lb.	0 07½	0 10
Valencia, fine off stalk, per lb.		0 05
" select, per lb.		0 06½
" 4-crown layers, per lb.		0 06½

Nuts—Prices show great firmness throughout, particularly in the highest grades of walnuts and almonds. New York reports show the market is quiet there.

In shell—		
Filberts, Sicily, per lb.		0 13
" Barcelona, per lb.		0 10½
Tarragona Almonds, per lb.	0 12	0 13
Walnuts, Grenobles, per lb.	0 12½	0 14
" Marbots, per lb.		0 12½
" Cornes, per lb.		0 11½
Shelled—		
Almonds, 4-crown selected, per lb.	0 32½	0 35
" 3-crown " "	0 31½	0 33
" 2-crown " "		0 30
" (in bags), standards, per lb.	0 26	0 27
Cashews	0 15	0 17
Peanuts—		
Spanish, No. 1	0 11	0 12
Virginia, No. 1	0 12	0 14
Pecans, per lb.		0 65
Pistachios, per lb.		0 75
Walnuts—		
Bordeaux halves	0 25	0 27
Brokens	0 22	0 25

Beans and Peas—There has been a considerable increase in the export demand for peas. Beans are quiet and prices firm for both lines.

Ontario prime pea beans, bushel	2 10
Peas, boiling, bag	2 50

Evaporated Apples—Evaporated apples are more in demand at present than any other lines of dried fruits. Trade shows a considerable increase over last year. Prices remains firm at 9c.

Evaporated apples, prime	0 09

Rice and Tapioca—Dealers seem to be only trading for immediate requirements at present, and this gives a quiet tone to the market.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 85
" " pockets, 25 pounds	2 95
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½ 0 04¼

CANNED GOODS

MONTREAL—There is a continuously strong demand for vegetables. Other lines are not so popular, fruits and meats particularly, having a very slow sale. Pork and beans continues a good seller and fish show considerable improvement.

Peas, standard, dozen	$1 05
Peas, early June, dozen	1 07½ 1 10
Peas, sweet wrinkled, dozen	1 10 1 12½
Peas, extra sifted, dozen	1 52½ 1 60
Peas, gallons	3 87½ 3 92½
Beans, dozen	0 85
Corn, dozen	0 80 0 82½
Tomatoes, dozen (Ontario and Quebec)	0 82½ 0 90
Strawberries, dozen	1 37½ 1 40
Raspberries, 2's, dozen	1 75
Peaches, 2's, dozen	1 65
Peaches, 3's, dozen	2 65
Pears, 2's, dozen	1 60
Pears, 3's, dozen	2 30
Plums, Greengage, dozen	1 50 1 55
Plums, Lombard dozen	0 95 1 00
Lawtonberries, 2's, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb talls, per dozen	1 87½
½-lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 02½
Other salmon—	
Humpbacks, dozen	0 95 1 00
Cohoes, dozen	1 35 1 40
Red Spring, dozen	1 60 1 65
Red Sockeye, dozen	1 85 2 00

Compressed corned beef, 1s	1 50	Minced collops, 2s	2 50
Compressed corned beef, 2s	2 70	Corned beef hash, 1s	1 60
English brawn, 2s	3 00	Corned beef hash, 2s	2 80
Boneless pigs' feet, 2s	3 00	Jellied hocks, 2s	3 50
Ready lunch veal loaf ½s	1 20	Jellied hocks, 6s	10 00
Ready lunch veal loaf 1s	2 35	Paragon ox tongue, ½s	7 50
Roast beef, 1s	1 50	Paragon ox tongue, 2s	8 50
Roast beef, 2s	2 70	Paragon ox tongue, 2½s	9 50
Stewed ox tail, 1s	1 60	Paragon lunch tongue 1s	4 00
Stewed kidney, 1s	1 50	Tongue lunch, 1s	3 00
Stewed kidney, 2s	2 65	Sliced smoked beef, ½s	1 60
Minced collops, 1s	1 40	Sliced smoked beef, 1s	2 60

TORONTO—The canned goods trade is active, especially peas, corn and tomatoes, and all look for an advance. This feeling is not only among the wholesale men, but that the retailers are anticipating this is shown from the fact that they are buying freely and in quan-

tities that have a speculative appearance about it. The market opened low and it is admitted by all that after carrying them for so long, paying storage and insurance, a raise would be justifiable.

Beans	0 80	0 85	Red pitted cherries, 2's		1 75
Corn	0 80	0 85	Gallon apples	2 40	2 45
Peas	1 05	1 42½	Bartlett pears—		
Pumpkins	0 75	0 82½	Heavy syrups, 2's		1 65
Tomatoes, 3's	0 80	0 85	Light " 2's		1 15
Strawberries, 2's	1 40	1 50	Heavy " 3's		2 40
Raspberries, 2's	1 60	1 67½	Light " 3's		1 70
Peaches, 2's		1 65	Lombard plums, 2's	0 80	0 85
" 3's		2 65			
Lawtonberries		1 65			

Clover Leaf and Horseshoe brands salmon:

1-lb. talls, dozen		1 90	Red Spring, doz.	1 55	1 65
½-lb. flats, dozen		1 25	Red Sockeye, dz.	1 65	1 70
1-lb. flats, dozen		2 12½	Lobsters, halves, per dozen	1 85	2 20
Other salmon prices are:			Lobsters, quarters, per dozen		1 40
Humpbacks, doz	0 95	1 00			
Cohoes, per doz.	1 45	1 50			

ONTARIO MARKETS

POINTERS—

Beans—Prices higher.
Sugar—Advance maintained.
Evaporated Apples—Weak.
Dried Fruits—Firm.

The wholesale men report that business is rapidly improving and is quite satisfactory. Orders are up to their expectations and the good things expected after our bountiful harvest are materializing. Prospects are encouraging.

There have been few changes in prices since last week, the high price of beans being one of the features.

Sugar—The recent advance of 10c on sugar is maintained, but the market is easier and no further change is looked for, for some time. Cuban sugar, if the weather remains favorable, will be a big crop.

St. Lawrence "Crystal Diamonds," barrels	5 60
" " " ½ barrels	5 70
" " " 100 lb. boxes	5 80
" " " 50 lb. boxes	5 90
" " " 25 lb. boxes	6 10
" " " cases, 20-5 boxes	6 65
" " Dominos, cases, 20-5 boxes	7 65
Paris lumps, in 100-lb. boxes	5 90
" in 50-lb. "	5 80
" in 25-lb. "	6 10
Red Seal	0 55
St. Lawrence granulated, barrels	4 95
Beaver granulated, bags only	4 65
Redpath extra granulated	4 95
Imperial granulated	4 65
Acadia granulated (bags and barrels)	4 85
Wallaceburg	4 85
St. Lawrence golden, bbls	4 55
Bright coffee	4 85
No. 3 yellow	4 70
No. 2 "	4 60
No. 1 "	4 50

Granulated and yellow, 100-lb. bags 5c. less than bbls.

Syrup and Molasses—There is nothing special in these lines. The trade is fair and steady.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz. in case	2 50	Gallons, 6 to case	4 80
5 lb. tins, 2 doz. in case	2 85	½ " 12 "	5 40
10 lb. tins, ½ doz. in case	2 75	Quarts, 24 "	5 40
20 lb. tins, ¼ doz. in case	2 70	Pints, 24 "	3 00
Barrels, per lb	0 03½	Molasses—	
Half barrels, lb	0 03¾	New Orleans, medium	0 31 0 33
Quarter " "	0 03¾	New Orleans, bbls	0 29 0 31
Pails, 38½ lbs. ea	1 80	Barbadoes, extra fancy	0 45
" 25 " "	1 30	Porto Rico	0 45 0 62
		Muscovada	0 30

Tea—The tea market is firm and active, but no material change is expected in the prices.

Coffee—The demand for coffee, which is always the case in winter, is good, and orders are satisfactory.

Rio, roasted	0 12	0 13	Mocha, roasted	0 25	0 28
Santos, roasted	0 15	0 17	Java, roasted	0 27	0 30
Maricaibo, "	0 16	0 18	Rio green	0 08	0 09

Spices—Spices are at this time of the year in little demand, and therefore receive not much attention.

Peppers, black	0 15	0 18	Cloves, whole	0 25	0 35
" white	0 22	0 25	Cream of tartar	0 22	0 25
" whole, black		0 16	Allspice	0 14	0 16
Peppers, whole, white		0 23	" whole	0 14	0 16
Ginger	0 18	0 25	Mace, ground	0 75	0 80
Cinnamon	0 5	0 40	Mixed pickling spices, whole	0 15	0 16
Nutmeg	0 20	0 30	Cassia, whole	0 20	0 25
			Celery seed		0 24

Dried Fruits—Peaches and apricots are tightening up a little, but they are still sold without an advance. All other dried fruit are firm and in good demand.

	Per lb.
Prunes—	
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 10
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06

Same fruit in 50-lb. boxes ½ cent less.

Apricots—					
Standard					0 15
Choice, 25 lb boxes					0 15
Fancy, " "					0 17
Candied and Drained Peels—					
Lemon	0 09	0 11	Citron	15	18
Orange	0 11½	0 12½			
Figs—					
Elemes, per lb					0 08 0 10
Tapnets, "					0 03½ 0 04
Bag figs					0 03½ 0 04
Dried peaches					0 08 0 08½
Dried apples					0 07½
Currants—					
Fine Filiatras	0 06½	0 07	Vostizzas	0 08½	0 09
Patras	0 08	0 08½			

Uncleaned ½c less.

Raisins—					
Sultana				0 05	0 05½
" fancy				0 06	0 07
" extra fancy				0 08½	0 09
Valencias, new				0 06	0 06½
Seeded, 1 lb packets, fancy					0 08
" 16 oz. packets, choice					0 07½
" 12 oz. " "					0 06
Dates—					
Hallowees	0 06	0 06½	Fards choicest		0 08
Salrs	0 05		" choice		0 07½

Nuts—There is little call for nuts, and they are quiet, and prices unchanged.

Almonds, Formigetta	0 11½
" Tarragona	0 12
" shelled	0 32 0 35
Walnuts, Grenoble	0 13½
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 29 0 30
Filberts	0 12 0 12½
Pecans	0 16 0 18
Brazils	0 15
Peanuts, roasted	0 08 0 12

Rice and Tapioca—Nothing more than the usual regular trade can be reported in these lines with no change in prices.

	Per lb.
Rice, stand. B	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05½ 0 06½
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04½ 0 04¾

Evaporated Apples—It has often been demonstrated that every line of goods has a limit, beyond which it is impossible to boom it. An extra good demand sprung up, early in the season for evaporated apples and high prices were paid for them. Some held on for more, who would now be glad to take two cents less a pound for them if they could get it.

Evaporated apples 0 07½ 0 08

Beans—It is difficult to secure enough beans to supply the demand. The crop is considered a good one, but the farmers are not in a hurry to sell. If the labor men put their heads together and abstain from eating beans, the farmers might find out that they made a mistake. Prices are about 10c a bushel higher.

Beans, per bushel 2 00 2 10

FREE DEALS DISCOUNTENANCED.

The question of "free deals" was one of the most important which came before the conference in Chicago last week among the manufacturers, jobbers and retailers of groceries, with a view of correcting abuses in the trade. It is claimed that these "free deals and schemes" of manufacturers are introduced with the result that the retailer is called upon to stock more goods than his legitimate demands require and force a monetary obligation on both retailer and jobber, thereby operating against the best interests of both retailer and jobber, without advantage to the consumer. A resolution was passed, opposing and denouncing what was termed the practice of subsidizing jobbers' salesmen as employed by some manufacturers, because in some States it is contrary to law, tends to demoralize salesmen and influences salesmen to further the sale to the retailer of products for which there may be no demand, causing obligations on both the retailer and jobber.

NO COAL OIL AFTER DARK.

Guelph, Jan. 26.—A Guelph grocery firm have announced to their customers that they have definitely decided not to deliver coal oil after eight o'clock on Saturday nights.

"We have several good reasons for taking this precaution," said the grocer in whose store the notice was displayed. "In the first place it is dangerous to handle coal oil after dark and while the insurance companies do not raise any serious objection to it, if we had a fire caused by that we could not collect any insurance. Then there is the danger of the delivery man setting fire to coal oil in his waggon, while lighting his lantern or striking a match to look at the names on orders. Even if he does not set the oil on fire he is very apt to spill some of it by having the can upset, and in this way we have, on more than one occasion, had the worth of a good many coal oil orders lost in the damage to groceries. And even if there are no upsets, or mishaps of that kind, the driver is apt to soil his gloves while handling coal oil in the dark and consequently he is likely to give the grocery orders he has to handle a disagreeable odor or flavor."

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

The board of directors of the Canada Brokerage Co. met at the head office, Toronto, on Jan. 17, and declared the following dividends: Preferred stock, 7 per cent.; preference stock bonus, 3 per cent.; common stock, 5 per cent.

Because February 1 will be civic election day in Montreal, and in order that they may take stock, Laporte, Martin & Co. will not open their warehouse and office on the first day of the coming month. As a result of stock-taking they state they will be able to offer some especially attractive bargains to retailers.

"SALADA" is sold only in sealed lead packages, proof against odors and dirt. It can't be contaminated. ∴ ∴

EAST and West—North and South, wherever you may go—you find "SALADA" Tea. It comes to you direct from the tea-gardens of Ceylon—all its garden freshness and native purity perfectly preserved in sealed "SALADA" packets. It reaches you just fifteen weeks after being picked in far off Ceylon—twelve thousand miles away.

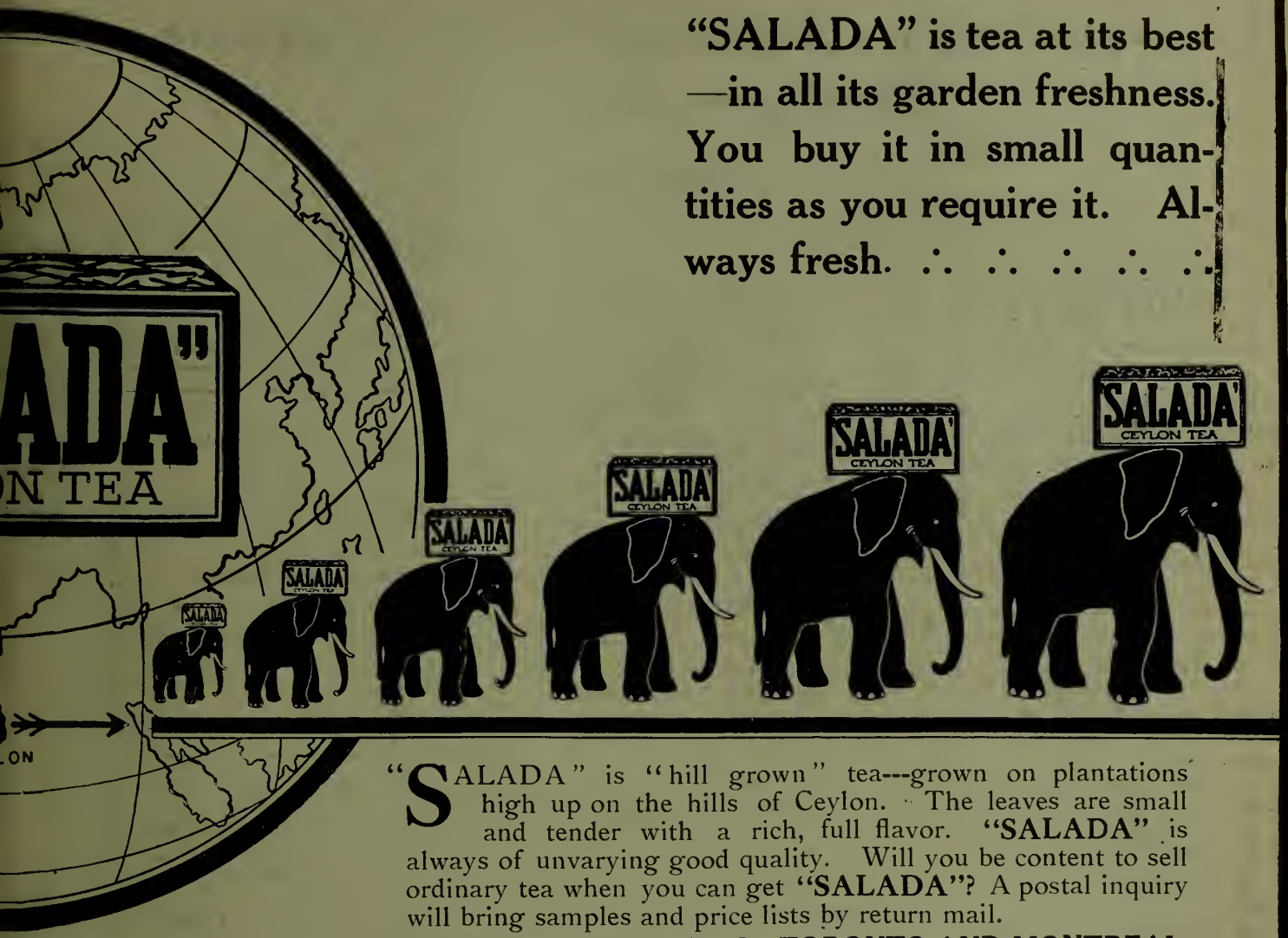
DETERIORATION OF TEA.

In last week's issue of The Canadian Grocer the "Salada" Tea Co. asked the wholesale and retail trade to return any tea they had in stock over six months. A leading retailer called upon Mr. Larkin to ask for further information. He replied :

"Yes, we are losing the freight, which we prepay, and also the return freight; then we have to empty the cases, open the packages, and sell the returns as bulk tea for whatever prices it will fetch, because of the fact that all tea deteriorates in quality at least one cent per pound in six months, and from two to four cents in the first year. Take a very fine tea, for instance, that costs, let us say, 37c. at auction ; this grade, especially in Ceylons, will during the first year lose at least five cents per pound in quality. A tea costing 10d., i.e., 20 cents, will lose about 3 cents in quality, so that by holding tea one not only loses interest, storage and insurance charged, but it can be fairly estimated that the tea loses in value ten per cent. or over during the first year. During the second year it loses still more, probably 15 per cent., during the third year an equal amount ; but after that it does not deteriorate. because, as a rule, it is about as bad as it can be.

"Tea is at its best the day it is fired in the gardens, and although in sealed lead packets tea keeps very much better than in bulk, still it does not retain its original flavor. The trouble lies in the fact that the flavor of tea is contained in an essential oil, which deteriorates and probably gets rancid no matter what precautions are taken with it. We consider it profitable, therefore, to have our tea go to the consumers as fresh as it is possible to let them have it."

Mr. Larkin was asked how the "Salada" Tea Company was fixed for stock when the enormous rise in the prices of tea took place three or four months ago. He said : "We were fixed as we usually are. We had enough stock in Toronto to last us about two or three weeks, and the usual quantities on the road between Colombo, London and here. We did not have a stock to carry us over for months without buying, neither would we want to have. The trouble is, that if we had, we would not be serving the consumer well. We would be serving them with tea that was old, and which, therefore, had lost its flavor. If we were positive now that the market was going to advance another five cents per pound, we could not speculate for our wants ; that is for the tea that we put in our packages. It would not pay us. The quality



"SALADA" is tea at its best —in all its garden freshness. You buy it in small quantities as you require it. Always fresh. ∴ ∴ ∴ ∴ ∴

"SALADA" is "hill grown" tea---grown on plantations high up on the hills of Ceylon. The leaves are small and tender with a rich, full flavor. **"SALADA"** is always of unvarying good quality. Will you be content to sell ordinary tea when you can get **"SALADA"**? A postal inquiry will bring samples and price lists by return mail.

THE "SALADA" TEA CO., TORONTO AND MONTREAL.

would not be "Salada" quality. There is only one time in the year that we have more than our normal quantity of tea in stock, and that is during the monsoon period, when all the tea coming forward is comparatively poor, but in this case we only provide ourselves with stock sufficient to last us seven or eight weeks. Fresh tea is all important, and, therefore, we cannot afford to speculate and hold.

"Many retail grocers, if they hear that the tea market is likely to advance buy heavily of bulk teas, forgetting all the time that if there is an advance in tea of even three or four cents per pound, in the course of a year their tea has deteriorated in value to fully that extent, besides the loss of interest, insurance, etc. I have known when I was on the road," continued Mr. Larkin, "tea to be in stock with some retailers for six or eight years, when it was positively unfit to send out at all. The moral is, speculate as much as you like in other goods, but buy your tea from hand to mouth, and the clever grocer always does this. He has no tea on hand to last him, at the outside, for more than three months. The grocer in England, as a matter of fact, seldom carries more than three weeks' supply."

AN UNPARALLELED RECORD.

An Extraordinary Increase in the Business of "Salada" and Why.

The "Salada" Tea Company, this city, point with justifiable pride to the steadily increasing trade in "Salada" tea. In 1892, the sales covered 63,290 packets, in 1900 there were 6,103,760 packets sold, in 1908 there were 19,146,505 packets, and in 1909 a total of 20,280,570, or over three times the volume of business done in 1900. Their claim that: "It has won its present position solely on merit," is sustained by the record. And while this is flattering, they believe it would be tremendously increased were consumers to pay greater regard to the flavor of tea and discriminate in favor of the higher grades. There is no doubt that consumption would double, treble and quadruple in a few years were tea distributed on a fair margin of profit, which should apply to service at the fashionable hotels and tea rooms, where 10 to 25 cents is charged for a pot of tea costing the fraction of a cent. Every grocer who deals in superior tea, such as invariably pleases the palate, builds up a very profitable part of his business. Good quality fosters the larger volume of business in tea. A little more enthusiasm, closer study of the leaf, a good but not exorbitant profit, will send a retailer's trade forward by leaps and bounds.

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Canners' Merger Arousing Great Deal of Interest

Interview With Garnet P. Grant, the Promoter — His Statements as to Why the Amalgamation was Effected—Some Ambitious Projects of the New Company — Refers to References in Daily Press.

A great deal of interest has centred in the Canners' Merger since the publication in last week's issue of the announcement that it was a reality. Since that time some contradictory statements have been made in the daily press to the effect that the merger had not materialized, but according to Garnet P. Grant, the promoter, the information as given in The Canadian Grocer was correct. The details of the organization are now under way, states Mr. Grant, and he says they will be completed about March 1st.

"A great many different statements are being circulated," he said to The Grocer, "throughout the press but that outside of merely corroborating in a general way the announcement appearing in last week's Grocer, I have no details to the press at all."

Mr. Grant was pressed for a list of all factories joining the merger, but his statements were emphatic in this respect. "It is neither fair to the companies who are joining the merger nor to those who are not, that their names should be made public, until such time as the merger was in active operation, because it would merely serve to disturb the operation of their businesses in the interval. No list of any sort has been given out and any such lists appearing in the public press are unauthorized, and more than that, the lists are all mixed up.

"What effect will this merger have upon prices?" he was asked.

"My best answer to that question is to merely say, what has been the result of high prices in the past? It is not so very long ago that prices were very high, and the result was that the consumption of canned goods dropped off tremendously. The consumer has to have canned goods at a reasonable price and the minute they get above that price other foods take the place of canned goods. I know that the canned goods business is hardly back on its normal basis yet from the effects of high prices.

"What are the real objects of the merger?" was another query.

"The merger has many objects," he replied. "One is to arrange the canning business on such a basis that the output will be marketed on a fair manufacturers' profit basis. Then again to arrange a large number of factories under one control, in order to effect economies in almost every item of operation. One of the plans of the merger is to instal a laboratory under the charge of expert chemists to develop the various processes to as high a degree of efficiency as possible and to devise new methods for bettering the quality of the goods produced.

"Another plan is to have a special department to carefully look after the propagation of seeds, etc., that will improve the quality for packing purposes of the produce from the grower. Many other plans along similar lines are being worked out and the adoption of these will, I maintain, result in the very natural increase in the consumption of canned goods. It will mean a steady improvement, if possible, in the quality of the goods, it will insure to the canning companies a steady and increasing output and will at the same time satisfy both the trade, the consumer and the grower."

Capital Not Yet Known.

When asked regarding the capital, etc., of the new company, Mr. Grant stated that it was impossible to say anything in this respect until all the appraisals were completed, etc. The Canadian American Appraisal Company were now appraising the various factories, and until these appraisals were completed the general financial plan could not be outlined. Mr. Grant said that the necessary financing for the merger will be in the hands of C. Meredith & Co., Ltd., of Montreal.

In conclusion he said that all the necessary details of organization were now being worked out and everything would be gotten into shape in the near future.

CANADIAN BUSINESS CHANGES.

Grocer Businesses Bought and Sold, Assignments Made and Losses by Fire.

Ontario.

A. E. Totterdell, grocer, Toronto, has sold to Jas. Brown.

The Wheat Nut Cereal Co., Ltd., has obtained a charter.

J. Read, general merchant, Dryden, Ont., has sold to D. W. Scott.

F. O. Diamond, general merchant, Queensboro, Ont., has sold to Sager Bros.

M. Karam, general merchant, Elk Lake, Ont., sustained loss by fire recently.

Geo. McDaid & Co., grocers, Port Arthur, Ont have assigned to J. C. Hunter.

A. S. Cain, grocer and crockery merchant, Dundas, Ont., is succeeded by Cain & Co.

G. A. Hicks & Co., general merchants, Ernestown Station, Ont., have assigned to R. E. Burns.

Quebec.

Morin & Frere, grocers, Montreal, has dissolved.

Assists of J. L. Leduc, grocer, Hull, Que., are to be sold.

A. Magnan, grocer, Hull, Que., is succeeded by Isidore St. Pierre.

Donat Charest, grocer, Hull, Que., has obtained an extension of time.

Assets of A. P. Chapleau, grocer, Montreal, are advertised for sale.

La Co-operative Societe de Shawinigan Falls, Que., has obtained a charter.

Alex Desmarteau has been appointed curator for A. P. Chapleau, grocer, Montreal.

Western Canada.

W. Wilson, grocer, Vancouver, has sold his business.

Ed. Maycock, grocer, Vancouver, has sold to Mary Hicks.

McPhee Bros., grocers, Vancouver, are selling to D. Finlay.

C. J. Logan, general merchant, Wilkie, Sask., has sold to A. Schaad.

S. J. Scovil, general merchant, Bethune, Sask., has sold to J. R. Duke.

Geo. Wood, general merchant, Kilwood, Man., has been succeeded by A. A. Wood.

Geo. Peters, general merchant, Didsbury, Sask., has been succeeded by Rietzel & Calfleist.

Frank McPhee, general merchant, Carcross, Yukon Territory, sustained loss by fire recently.

J. M. Hill & Co., wholesale grocers and produce merchants, Vancouver, B.C., have discontinued.

A meeting of creditors of Hopper Bros., general merchants, Alameda, Sask., has been held.

RUMOR OF CEREAL MERGER.

Montreal, Jan. 27.—There was some talk during the early part of the week of a merger of cereal manufacturers, but definite information is not yet forthcoming. Among wholesalers, nothing has been heard which would lead them to believe such a step was contemplated by manufacturers selling to them. Representatives of cereal makers did not give out anything in regard to the story.

The annual banquet of the London Retail Grocers' Association will be held on Tuesday evening, February 1st.

The Toronto R.G.A. held their annual "At-Home" on Wednesday evening, January 26th.

Telegraph reports from Florida at the time of the "big freeze" a week ago were rather more serious than told by later reports, according to New York handlers of citrus goods from the southern peninsula. There is no doubt as to the fruit being damaged, say the later reports, but the proportion which is still available is greater than was indicated by first reports.

A RELIABLE TRADE PAPER.

Hodgson & Bedggood, Blyth, Ont., writing to The Canadian Grocer, in paying their subscription say: "We feel we could not do without The Grocer it is so reliable."

MANITOBA MARKETS

Corrected by Wire.

Advances—Rolled oats, beans, coffee.

Stronger—Sugar, syrup, honey.

Declines—Foreign dried fruits, evaporated apples.

Winnipeg, Jan. 27, 1910.

Markets suddenly became turbulent this week, owing to the fact that wholesalers are making re-adjustments in keeping with stocks and trade conditions generally. During December the demand for all lines was so great that prices were naturally forced up. Supplies at that time also were short on many lines, which have since come on the market in good quantities. The demand for goods in comparison to last month is light, and several reductions have taken place. Foreign dried fruits are the most interesting in this connection and nearly all prices have been quoted lower. Notwithstanding this, however, the trade is excellent for this season in all lines. Wholesalers were never so busy during January before and they are finding it difficult to take stock systematically and at the same time to look after the orders that are coming in. The traveling staffs are being enlarged, as territory had to be limited. One traveler that formerly worked in Brandon and Portage la Prairie, has been kept several days overtime in the former city and an assistant had to be despatched to Portage.

Wholesale confectioners are likewise busy, and in this department also there are strong indications of an exceptionally heavy trade all season.

Collections keep up fair, and wholesalers are gratified with the way back payments are being made.

Local retailers have noted recently the growing demand for the better and higher-priced goods from the trade. This is characteristic of western custom. People are willing to pay for a good article and merchants are forced to talk quality.

SUGAR—The market is fairly strong this week in all sugars, and quotations are higher than they have been for some time. There are no indications of lower prices in sight in the immediate future.

Montreal and B.C. granulated, in bbls	5 40
" " in sacks	5 45
" yellow, in bbls	5 00
" " in sacks	4 95
Icing sugar, in bbls	5 75
" " in boxes	5 95
" " in small quantities	6 00
Powdered sugar, in bbls	5 55
" " in boxes	5 75
" " in small quantities	6 40
Lump, hard, in bbls	6 25
" " in ½-bbls	6 35
" " in 100-lb. cases	6 35

SYRUP AND MOLASSES—This market is quite unstable just now, and altogether one cannot quote higher prices. We may do so at an early date. The trade is heavy, as usual.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 25
" " 5-lb. tins, per 1 "	2 75
" " 10-lb. tins, per ½ "	2 55
" " 20-lb. tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 04
" " Sugar Syrup, per lb.	0 03½
Beehive Brand, 2-lb. tins, per 2 doz. case	2 25
" 5 " 1 "	2 75
" 10 " ½ "	2 55
" 20 " ¼ "	2 60
Barbadoes molasses in ½-bbls., per gal	0 50
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, 5-gal. tins, per tin	1 95
Challenger, 6 10-lb. tins, per case	2 15

HONEY—The demand keeps up well and the following prices are held strongly just now. It is reported that supplies are getting low.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb	0 12½

FOREIGN DRIED FRUITS—There have been many changes going on in this market during the past few days. Prices are being adjusted according to stocks. A general decline has been made in the prices that were high owing to local shortages a few weeks ago; stocks are light on large size prunes; 30-40 and 40-50 are bringing stiff premiums.

Smyrna Sultana raisins, uncleaned, per lb	0 08
" " " cleaned, per lb	0 09½
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 85
" " selects " 28's	1 95
" " layers " 28's	2 05
California raisins, choice seeded in ¼-lb. packages per package	0 06
" " fancy seeded, in ¼-lb. packages per package	0 06½
" choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08½
Raisins, 3 crown muscatels, per lb	0 06½
" 4 " " "	0 07
Prunes, 90-100 per lb	0 05
" 80-90 "	0 05½
" 70-80 "	0 06
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08½
" 30-40 "	0 08½
Silver prunes, acc. to quality	0 09 0 12
Currants, uncleaned, loose pack, per lb	0 06½
" dry, cleaned, Filiatras, per lb	0 06½
" wet, cleaned, per lb	0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08½
Pears, per lb	0 09 0 15
Peaches, standard, per lb	0 08½
" choice	0 09
Apricots, standard, per lb	0 15
" choice, per lb	0 15½
Plums, pitted, per lb	0 11 0 12½
Nectarines, per lb	0 09½
Dates, per lb., Hallows, bulk	0 06½
" Fard, 9½ lb. boxes	1 40
" packages, 30 in case	0 07
Figs, per lb	0 04½ 0 05
Peel, per lb., lemon	0 09½
" " orange	0 10
" " citron	0 13½ 0 18

ROLLED OATS—A slight rise in price is reported, but as yet only in the smaller lots.

Rolled oats, 80 lb. sacks, per 80 lbs	1 85
" 40 " " 40	0 95
" 20 " " 20	0 50
" 80 (8, 10s), per 8 lbs	2 20

BARLEY—Although there is little moving, prices are maintained rigorously. One wholesaler reported to-day that the barley market was as low as could be expected.

Pot barley, per bag, 100 lbs	2 40
Pearl barley, per bag, 100 lbs	3 50

CORNMEAL—Supplies on hand are quite heavy in anticipation of a revival in trade later on. The market is firm at the following quotations, and there is little indication of a decline:

Cornmeal, per sack	2 05
" per ½ sack	1 05
" per bale (10, 10's)	2 30

NUTS—Market is quiet in every respect and following prices are held today, with an inclination to weakness. Almonds may be quoted lower at any time:

Shelled Walnuts, in boxes, per lb	0 27
" " small lots, per lb	0 28
" Almonds, in boxes, per lb	0 35
" " small lots, per lb	0 36
Peanuts, Virginia, per lb	10 0 13

FRESH FRUIT AND VEGETABLES—The demand for the following lines is excellent and prices are being forced up as supplies on hand are necessarily limited.

Carrots, per lb	0 02
Potatoes, per bushel	0 50
Cal. cauliflower, per crate	3 75
Native cabbage, per lb	0 02
Native beets, per bushel	0 60
Native onions, per doz	0 40
Oranges	3 25 3 50
Lemons	5 00
Apples, Ontario, per bbl	3 75 5 00
Grape Fruit, per crate	5 00
Grapes, per keg	5 00
Bananas, per lb	0 06
Cranberries, per bbl	9 00 10 00

BEANS—The demand continues good and prices are being held firm. U. S. is taking a considerable quantity and there is also some export demand.

3-lb. picker, per bushel	2 25
Hand picked, per bushel	2 35

TAPIOCA AND SAGO—Last week's prices are maintained strongly and there is a slight revival in the demand for both commodities.

Pearl tapioca, per lb	0 04½ 0 05
Sago, per lb	0 04½ 0 04¾

RICE—The advance of last week to $3.75 per 100 lbs. is maintained, but not so strongly as at the time of the advance. It is expected that cleaners will endeavor to hold the market firmer.

COFFEE—Green Rio is going up. To-day the market is strong at 10½ to 11 cents, an advance of ½-cent over that of one week ago.

EVAPORATED APPLES—According to quality, quotations stand to-day from 8 to 9 cents, being a decline. It is believed that the market cannot go lower at this centre.

MEATS—

	Per dozen
Veal, beef and pork, 1-lb. tins	2 25
" ½-lb. tins	1 30
Mutton, boiled, 1-lb	2 10
" 2-lb	3 45
" roast, 1-lb	2 10
" 2-lb	3 45
Ox tongue, 1½-lb	7 60
" 2-lb	8 60
Pigs feet, 1-lb. boneless	1 60
" 2-lb. "	2 75
Sausage, Cambridge, 1-lb	2 30
" " 2-lb	4 25
" Geneva, 1-lb	2 30
" " 2-lb	4 25
Tongue, lunch, 1-lb	3 10
" potted, ½-lb	0 55
" " ¼-lb	1 05
Turkey, boneless, 1-lb	2 50
Loaf beef, 1-lb. tins	2 25
" ½-lb. tins	1 30
Loaf chicken, 1-lb. tins	3 00
" ½-lb. tins	1 75
Loaf cottage, 1-lb. tins	2 25
" ½-lb. tins	1 30
Loaf ham, 1-lb. tins	2 25
" ½-lb. tins	1 30

CHARLOTTETOWN MARKETS.

Corrected by Wire.

Sugar, standard granulated	4 90	5 00	Butter, dairy, fresh, per lb	0 22 0 24
Sugar, yellow	4 40	4 50	Butter, dairy, tubs, per lb	0 20 0 22
Flour, Manitoba	6 40	6 50	Eggs, per doz	0 22 0 23
Flour, Ontario	5 50	5 70	Potatoes, per bus	0 22 0 25
Cornmeal, bags	1 75	1 85	Turnips, per bus	0 12 0 15
Raisins, Val	0 06	0 06½	Beets and carrots, per bus	0 40 0 50
Raisins, California, seeded	0 07½	0 08	Parsnips, per bus	0 50 0 60
Currants	0 07	0 07½	Cabbage, dozen	0 25 0 50
Rice	0 03	0 03½	Cranberries, lb	0 04½ 0 05½
Beans, new, bus	2 00	2 10	Oats, bus	0 38 0 40
Cheese	0 12	0 12½	Hay, per ton	9 00 10 00
Lard, pure	0 16½	0 16½	Straw, per ton	5 00 6 00
Molasses, fancy Barbadoes, gal	0 35	0 36	Poultry—	
Oatmeal, 100 lbs	3 00	3 25	Geese, per lb	0 11 0 12
Rolled oats, per bag 90 lbs	2 70	2 80	Ducks, per lb	0 11 0 12
Butter, creamery per lb	0 25	0 26	Chickens, per lb	0 10 0 11
			Fowl, per lb	0 09 0 10
			Pork, medium, lb	0 09
			Pork, heavy, lb	0 08½ 0 08

NEW BRUNSWICK MARKETS.

Corrected by Wire.

St. John, N.B., Jan. 27, 1910.

There has been little change in the markets since last report. Beans have

advanced, and lard is quoted easier. Eggs are firm and butter shows a tendency toward higher prices.

Sugar—		
Standard gran.	4 95	5 05
Austrian "	4 85	4 95
Yellows	4 45	4 85
Flour, Manitoba	6 55	6 65
" Ontario..	5 85	6 15
Cornmeal, bags.	1 57	1 60
Rolled oats, bbls	5 35	5 40
Buckwheat, west. grey, bag	2 90	3 00
Val. raisins, lb..	0 05½	0 06½
Cal. raisins, seeded	0 07½	0 08½
Currants, lb	0 07	0 07½
Prunes, lb	0 05½	0 09
Rice, lb.	0 03½	0 03½
Beans, hand picked, bus	2 25	2 30
Beans, yellow eye, bus	3 60	3 75
Cheese, lb	0 13	0 13½
Lard, compound lb	0 14	0 14½
Lard, pure, lb.	0 17½	C 17½
Pork, domestic mess	28 50	29 00
Pork, American clear	28 00	28 50
Pork, clear backs	28 50	31 50
Beef, American plate	17 00	18 00
Beef, Canadian plate	16 75	17 00
Molasses, fcy. Barbados, gl	0 34	0 35
Butter, dairy, lb	0 25	0 28
Butter, creamery, lb	0 26	0 29
Eggs, doz	0 28	0 40
Eggs, new laid	0 35	0 45
Potatoes, bbl.	1 25	1 50
Canned goods—		
Peas, doz	1 10	1 50
Corn, doz	0 85	0 90
Tomatoes, dz	0 95	1 00
Raspberries, dozen	1 85	1 90
Strawberries, dozen	1 55	1 60
Salmon, case—		
Red spring	6 50	6 75
Cohoes	6 00	6 25
Peaches, 2's, dozen	1 70	1 80
Peaches, 3's, dozen	2 70	2 80
Baked beans, dozen	1 15	1 25
Fish—		
Cod, dry.	2 75	4 25
Herring, salt, half bbls	2 30	2 60
Herring, smoked, box	0 11	0 12

NOVA SCOTIA MARKETS.

Corrected by Wire.

Halifax, January 27, 1910.

The wholesale grocery trade is in a satisfactory condition, and there are good prospects for the spring trade. Some slight changes are noted in the price list. Sugars have been advanced 10 cents per hundred pounds all round, and rolled oats are up 25 cents, being now quoted at $5.25 to $5.40. Navel oranges are firmer and are now quoted at $3.50. This is an advance of 50 cents over the last quotation. Collections are better than they were at the same time last year.

Potatoes are in good demand, and the quality of the stock now being marketed is better than that offered for sale earlier in the season. Several cargoes arrived here this week from Prince Edward Island and they found ready purchasers.

Prices rule about as follows.

Creamery prints per lb	0 26	0 27
Creamery solids per lb	0 27	0 28
Dairy, tubs, lb.	0 23	0 24
Fresh eggs, doz.		0 32
Case eggs "		0 28
Sugars—		
Extra Standard, granulated		4 95
United Empire		4 85
Austrian, bags, granulated		4 85
Bright yellow		4 75
No. 1 yellow		4 60
Flour h. wheat per bbl	6 40	6 50
Flour, Ontario blends, bbl	5 75	5 85
Cornmeal, bag.	1 70	1 75
Oats	0 54	0 55
Pork, American per bbl		29 00
Pork, clear bbl		31 00
Beef, American plate per bbl.	16 50	17 50
Beef, Canadian per bbl		16 50
Hams smoked		0 16½
Pork, fresh	0 10	0 11½
Codfish, quintal		5 50
Herring, pickled per bbl		5 00
Apples, per. bbl.	1 50	3 00
Potatoes, P. E. Island, bag		1 25
Onions, Spanish per lb		0 02½
Onions, American, per lb		0 02½
Onions, Canadian, per bag		1 50
Molasses, fancy Barbados, bbl		0 38
Molasses, fancy Barbados, pun		50 35
Beans, bushel		2 20
Rolled Oats, bbl.	5 25	5 40

BRITISH COLUMBIA MARKETS.

Corrected by Wire.

Vancouver, B.C., Jan. 27, 1910.

The upward tendency of prices is still noted. Eastern butter in tubs, dairy, is now quoted at 25 cents, while choice eastern comes to the retailer at 30 cents.

There is talk of an increase in the price of sugar, following the advance in the east, but is has not yet been announced. Sugar now sells at $5.60, and the proposed increase is to $5.75. In the meantime, sugar imported from Scotland enables the retailer to meet complaints of customers, for this still jobs at $5.25.

Eastern eggs, which jumped to 35c, are back to 33c. Local dealers are fairly heavily stocked, and they cannot stand the higher figure if clearances are to be made before warm weather sets in, for a spring spell may come at any time now, and bring in larger quantities of locals.

Sugar, standard granulated		5 60
Val. raisins, lb..		0 05½
Cal. " "		0 07
Prunes	0 05½	0 07½
Currants	0 06½	0 07½
Dried aprioots..	0 11	0 13
Flour, Standard, bbl		6 90
Cornmeal, p. 100 lbs		2 60
Beans, per lb.	0 03½	0 04½
Rice, per ton	68 00	76 00
Tapioca, per lb..		0 03½
Evaporated apples		0 08½
Butter, Eastern dairy in tubs..		0 25
Butter, Eastern dairy, choice..		0 30
Butter, local creamery		0 40
Butter, Western	0 22	0 25
Eggs, Eastern ..		0 33
Eggs, local.		0 55
Cheese, per lb..	0 14½	0 15½
Bacon, premier.		0 29
Lard, pure	0 18½	0 19
Lard, compound		0 17½
Potatoes—		
Ashcrofts, ton..		25 00
Local, ton		20 00
Canned Goods—		
Peas		1 30
Tomatoes		1 27½
Corn	1 00	1 10
Apples		3 42½
Strawberries		2 15
Raspberries		1 65

ALBERTA MARKETS.

Corrected by Wire.

Sugars—	
B.C. granulated	5 74
Raymond "	5 64
Peels—	
Lemon	0 12
Orange	0 13
Citron	0 20
Dried fruits—	
Apricots, choice	0 16
" standard	0 15
Peaches, choice.	0 10
" standard	0 09½
Pears, choice.	0 12
Pitted plums	0 12
Prunes, 40-50	0 08½
" 50-60	0 07½
" 60-70	0 07
" 70-80	0 06½
" 80-90	0 06
" 90-100	0 05½
Evap. apples, 50's	0 11
Produce—	
Sugar cured ham 10-12 average..	0 18½
Sugar cured ham picnic	0 16
B. bacon bellies.	0 21
" back	0 20
Dry salt bacon..	0 15
Dry salt bacon, smoked	0 16
Eggs, fresh, case 30 dozen	9 50
Butter—	
Alberta creamery bricks	0 30
Alta. creamery solids	0 29
Alta. dairy	0 26
Alta. tubs	0 25
Cheese—	
Ontario, large	0 15
" twins	0 15½
" Stiltons	0 17
Beans—	
Ontario, hand-picked, bushel	2 40
California limas, per lb	0 06½
Canned fish—	
B.C. salmon, sockeye, 48-1's.	7 50
B.C. cohoes, 48-1's	6 25
B.C. pinks, 48-1's	4 00 4 25
Sardines, domestic, 100-4	4 00
Lobster, 48-1's	17 00
" 96-2's	18 50
Fin. haddie, 48-1	5 65

SELL TO GENERAL PUBLIC.

Nova Scotia Wholesalers Accused of Doing This—Mail Order Competition to be Watched.

Halifax, N.S., Jan. 25.—The Retail Merchants' Association of Nova Scotia have the same grievance against the wholesalers as many individual grocers in various parts of Canada, viz., selling to the consuming public.

The association held its first annual meeting last week in Halifax. It has now a membership of over one hundred, which is likely to be doubled during the coming year.

The grievance against certain wholesalers and jobbers who sell to the general public as they do to the retailers was discussed at length. One of the main objects in forming the society was to bring about better relations between the wholesaler and retailer, and if the offending wholesalers persist in continuing their present course, the members of the association talk of purchasing their goods from wholesalers who sell to the trade only. It is not the intention of the society to antagonize the wholesalers, but to get together for the benefit of all.

Another important matter dealt with was the rapidly increasing trade of Upper Canadian mail order houses. Definite action will be taken in this matter in the near future.

A proposal was received from the Dominion Retail Merchants' Association, that the Nova Scotia association affiliate with them and referred particularly to the obtaining of legislation against the Co-operative Bill.

The officers elected were:

President—C. H. Clement, Port Medway.

Vice-president—A. S. Burgess, Canning.

Secretary-Treasurer—Isaac McDonald, Halifax.

Executive—R. M. Lamont, Kings Co.; F. E. Bentley, Annapolis Co.; L. Shatford, Halifax Co.; F. A. Carter, C. Layton, Colchester Co.; A. W. Shatford, Halifax Co.; G. W. Silver, Lunenburg Co.; A. A. Morris, Richmond Co.; F. A. Carter, Guysboro Co.; H. J. Smith, Cumberland Co.; A. D. McIsaac, Inverness Co.; A. B. Deane, Pictou Co.

CHANGES FROM CREDIT TO CASH.

Method of Doing This Was by Circular —Pleased With the Outcome.

Toronto, Jan. 26.—J. S. Adamson, 1914 Dundas Street, has decided to run his business on a strictly cash basis and as the outcome of this decision, the following was the circular in part sent to all his patrons.

"We trust you have received entire satisfaction at our hands in all your dealings with us, our one aim having been to please you, both as to the quality of our goods and the price you have paid for same.

"During the year we have been greatly handicapped in having to pay strictly cash for nearly all of our goods, and we have decided, commencing on January 1st to do a strictly cash business. This new policy ought not to work as a hardship to our customers, but will prove a benefit to them, as we will be able to sell even more reasonable than ever before.

"Hoping we will receive your patronage in the future, we remain, etc."

The scheme has now been on trial for nearly a month and so far Mr. Adamson is perfectly satisfied with it. He has, of course, lost some customers, and among these some of his good customers, but the quicker returns and the elimination of worry over uncollected accounts, fully recompenses him for his loss in this way, he states.

The Meat Trust is oppressive, help to break it up by selling "Meat of Wheat," a more wholesome and nourishing food. —Adv.

TRADE NOTES.

W. J. Lappin, grocer, of High Park Avenue, Toronto, has assigned to N. L. Martin.

William Galbraith, of William Galbraith & Co., Montreal, was in Sherbrooke last week.

Walter J. Johnson has been appointed secretary to John A. Gunn, of Gunn, Langlois & Co., Montreal, taking the place of H. R. Gray, who has gone to Toronto.

The first annual banquet of the Hamilton District Fruit and Vegetable Growers' Association was held last week in Hamilton, Ont. Among the speakers were E. D. Smith and W. Waggstaffe.

Longeway & Christian have purchased the store formerly occupied by H. G. Smith, corner Fairmount and St. Urbain Streets, Montreal. They expect to equip it as a high grade retail grocery store.

Bullis & Co, Chatham, Ont., have purchased the grocery business of Wesley E. Parrott. P. B. McQueen, formerly manager for the Chatham branch of Bradley & Son., will manage the business.

Judgment for $1,138.93 was given by Justice Britton in favor of F. J. Castle Co., Ltd., Ottawa, wholesale grocers, against R. Baird, retail grocer. Baird disputed the claim, alleging that he had sold out to W. A. Neelin, but his Lordship held that both Baird and Neelin were liable.

Harper R. Gray, who has until recently been secretary to John A. Gunn, of Gunn, Langlois & Co., Montreal, has been promoted to the post of local manager of Gunns' Ltd., Toronto. He will be in charge of the all city distribution. Mr. Gray has been in Montreal for the past four years.

H. Donkin & Co., of Vancouver, have opened a branch at Calgary, Alta. This branch office is in charge of Mr. Tait. The firm is considering having another office in Edmonton, but have not yet finally decided about this. Donkin & Co. have now offices in Vancouver, Victoria and Calgary.

After February 1, the wholesale produce firm of Geo. W. Prout, & Co., of Winnipeg, will be known as Prout, Simpson & Co., with branches at Winnipeg, Calgary and Vancouver. The change results from the entry of Kenneth R. Simpson into the company, who for the past few years has been with Gunns Limited, Toronto.

John W. Goddard, agent in St. John for McCormick's biscuits and confectionery, was burned out on Sunday last. About $2,000 worth of stock was destroyed, against which there is $1.000 insurance. The St. John Mercantile Co., wholesale grocers, suffered about $1,000 damage to stock from water, but their loss is covered by insurance.

Timmins & Mitchell have opened a grocery store on Cordova Street, Vancouver, B.C. Mr. Timmins is known to many in British Columbia as an insurance man. Harry Mitchell has been connected with the grocery trade in that province for twenty-five years. He was formerly a traveling salesman for the Brakman-Ker Milling Co., and has also held positions with Kelly Bros., Oppenheimer Bros., and with W. Templeman.

A joint meeting of Brantford and Hamilton retail merchants was held last Thursday night in Hamilton, for the purpose of discussing the co-operative bill that will be dealt with by the House at Ottawa. A resolution was passed that the bill granted special privileges to co-operative societies and should not be passed. Owing to lack of space a full report could not be made this week.

An order has been granted by Judge McLeod, St. John, N.B., of the Supreme court, winding up the Phillips & White Company, who have carried on a manufacturing confectionery business on Dock Street there. The application to place the company in liquidation was made by Ganong Bros., St. Stephen. W. S. Clowson has been appointed temporary liquidator. Liabilities are placed at $18,000.

CALENDARS FOR 1910.

A pretty ocean scene is the illustration on the 1910 calendar of the T. Upton Co., Hamilton, Ont. It is attractively printed in colors and mounted on white cardboard making a calendar that will be a handsome wall picture in any home.

A full-sized package of Holland Rusk (The Dainty Dutch Delicacy) free to every grocer—

Read what a Newfoundland firm has to say about HOLLAND RUSK, the Dainty Dutch Delicacy:—

"We beg to inform you that the first shipment of HOLLAND RUSK, which we have introduced on this market, has met with an exceptionally brilliant sale for a new article of its kind.

"Repeat orders are now rapidly coming in, and we venture to predict that in a very short time HOLLAND RUSK, aided by a little judicious advertising, will be the only Rusk sold on this market. Being a superior article at a very reasonable price, it appeals to every purchaser of table necessities."

A general campaign of advertising is now being arranged. Some experts have told us our copy is about the strongest and most attractive they have ever seen. Every grocer should be prepared for the demand which it will create.

First of all, we want every grocer—and every grocer's wife—to taste Holland Rusk. We know you will find it unique and delicious—different from anything you ever tasted before.

Write a post-card—*now when you think of it*—and a full-sized package, together with prices, will be forwarded immediately.

700 stores in Toronto alone are handling—and pushing—Holland Rusk. Toronto people are delighted with "The Dainty Dutch Delicacy."

WRITE TO **MacGreegor Specialty Co., Toronto** *CANADIAN IMPORTERS*

HOLLAND RUSK CO., Holland, Mich.

SOLE MAKERS OF HOLLAND RUSK IN AMERICA

The absolute purity—the uniformly delicious flavor and the economy of

COWAN'S

Cocoa Perfection

is made known by liberal advertising. It is the strongest and best seller throughout Canada.

You can, if you will, have a good and profitable trade in the "Cowan" line yourself.

Why not do it?

The Cowan Co., Limited, - Toronto

GUNNS

"EASIFIRST"

LARD COMPOUND

Will enable YOU to win first place for
QUALITY GOODS

Figure your saving compared with pure lard and
ORDER TO-DAY

GUNNS LIMITED — Pork and Beef Packers WEST TORONTO

Dried Peas

in

Pound Packages

We are sole agents for the sale of "Lucky Pod" Brand of English Dried Peas. We can recommend them to you as the very finest quality and a very useful line. These are put up in cases of 3 dozen and 6 dozen packages, and retail at 10c. per package. We shall be glad to furnish you with particulars or send you a sample shipment.

F.W. Fearman Co.
LIMITED
Hamilton

LOGGIE'S LOBSTERS

There are no more wholesome, appetising and delicious brands of canned fish than

GOLDEN CROWN

and GOLDEN KEY

We only can the very finest and freshest of the fish, and pay every possible attention to sanitary details. These are lines to add to your reputation and increase your profit. Send for prices.

Sole packers

W. S. Loggie Co., Ltd.
CHATHAM, N.B.

MILD CURED

Breakfast Bacon
Skinned Backs
and Hams

Finest Quality. Made from Selected Hogs.
Made under Government Inspection.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Who is Making the Money out of the Hog Industry?

Farmers Getting Between $8 and $9 Live Weight and More Than $12 Dressed—Toronto Labor Men Talk of Boycotting Meat to Force Down Prices—Lay Blame to the Packers—The Butter and Egg Situation.

There is little Canadian bacon on the English market and as there is always some demand for our goods, it is expected that prices will go up to 68 or 70 shillings in the near future. But still at these prices there is nothing tempting to our packers when hogs are $8.50 live weight at country points.

The anti-meat agitators are not considered seriously by the packers. When they think they can lower the prices of cured meats without lowering the prices of hogs they are entirely mistaken.

The margin now, for the packers, is so small that nothing can be cut out at that end, and the retail trade is not getting rich in profits. The plain reason for the high price of hogs is the fact that the production of hogs is not sufficient to meet the demand, and consequently the farmers can command the unusually high prices. This is not only the case in Canada, but particularly so in the United States, where comparisons show a remarkable decline from last year.

The butter market in England has no inducements to offer to us. Australia seems to be the ruling power in the butter situation there.

Cheese, on the other hand, is firm and in good demand at slight advances. There is, however, as far as can be ascertained, nothing that bears heavily on the holders.

MONTREAL.

Provisions—Prices for all lines are firm and goods are having a fairly free sale. The weather has been somewhat disappointing to dealers, and a few weeks of old-time cold weather would quicken trade materially.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16¾
Cases, tins, each 10 lbs., per lb	0 16¾
" " " 5 " "	0 16¾
" " " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb	0 17
Pails, tin, 20 lbs. gross, per lb	0 16¼
Tubs, 50 lbs. net, per lb	0 16¾
Tierces, 375 lbs., per lb	0 16½
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 12¾
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12¾
" 5 " " " "	0 12¾
" 3 " " " "	0 12¾
Pails, wood, 20 lbs. net, per lb	0 12¾
Pails, tin, 20 lbs. gross, per lb	0 11¾
Tubs, 50 lbs. net, per lb	0 12¾
Tierces, 375 lbs., per lb	0 12
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	29 00
Bean pork	23 50
Canada short cut back pork, bbl. 45-55 pieces	28 50
Heavy clear pork, bbls. 20-35 pieces	28 50
Clear fat backs	33 00
Heavy flank pork, bbl	28 00
Plate beef, 100 lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 14½
Long clear bacon, heavy, lb	0 15
Long clear bacon, light, lb	0 15½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 15
Large sizes, 18 to 25 lbs., per lb	0 16
Medium sizes, 13 to 18 lbs., per lb	0 16½
Extra small sizes, 10 to 13 lbs., per lb	0 16½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 17½
" " " small, 9 to 12 lbs., per lb	0 18
Breakfast bacon, English, boneless, per lb	0 18
" " "	0 17½
Windsor bacon, skinned, backs, per lb	0 18½
Spiced roll bacon, boneless, short, per lb	0 15
Hogs, live, per cwt	9 50
" dressed, per cwt	13 50

Butter—Owing to the recent mild and unseasonable weather, there has been little activity in the butter market. Stocks are in small compass and there is a feeling that between now and April 1st there may be a pinch. Last year at this time stocks were reported larger, and a big break took place. This year, with reverse conditions, it is thought the market will continue upward. Receipts for the week are 1,780 packages, as against 1,215 same week 1909. For the season they are 394,941 packages, against 414,915 packages same season last year.

Fall creamery solids	0 26 0 26½
Fresh creamery solids	0 25½
Fresh creamery prints	0 25½
Dairy, tubs, lb	0 21 0 22
Fresh dairy rolls	0 22½

Cheese—Export cheese is active just at present, and dealers all agree that the end of this season will be a good one. An examination of recent sailing lists shows that many large exporters have gone to England to look the field over. Receipts for the week are 837 boxes, as against 165 same week 1909. For the season they are 1,968,437 boxes, as against 195,669 boxes same season last year.

Quebec, large	0 12
Western, large	0 12 0 12½
" twins	0 12½ 0 13
" small, 20 lbs	0 12 0 12½
Old cheese, large	0 15 0 16

Eggs—There is little or no surplus stock reported in Montreal, and dealers claim that next week will see the supplies of stored and pickled eggs exhausted, and in view of further winter weather prices should go higher. New laids are coming forward more freely, but still not nearly sufficient for the demand. Receipts for the week are 506 cases, as against 35 cases same week last year. For the season they are 194,458 cases, as against 196,648 cases same season last year.

New laid	0 40 0 45
Selects, dozen	0 30 0 32
No. 1, dozen	0 27 0 28
No. 2, dozen nominal)	0 25 0 26

Poultry—Business in poultry is now down to a more legitimate basis than during the holidays. Trade is good, with stocks continuing light. Prices are steady.

Chickens, per lb	0 15 0 16
Hens, per lb	0 10 0 11
Young ducks, per lb	0 15 0 16
Turkeys, per lb	0 19 0 20
Geese, per lb	0 11 0 12

Honey—Honey is quiet at former quotations. Orders placed are only for immediate requirements and stocks appear ample.

White clover comb honey (nominal prices)	0 14 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 11 0 11½

TORONTO.

Provisions—Receipts of hogs are fair this week and the prices are well maintained. In referring to the report in a local paper that the labor men were pledging themselves to abstain from eating meat in order to force lower prices, a packer stated that it would be a good thing for the industry. It would give a a chance to get some stock in hand, and the retailers might be able to get some of the money for the meat that is already eaten and not paid for. To say, however, that the farmer is not getting a decent price for his animals, is ridiculous. Hogs at country points f.o.b. live weight are $8.40 to $8.50 per 100 lbs., and dressed, delivered in the city for $12.25 to $12.50. The demand for cured meats is brisk and at full prices.

Long clear bacon, per lb	0 14 0 14½
Smoked breakfast bacon, per lb	0 18 0 18½
Roll bacon, per lb	0 14 0 14½
Light hams, per lb	0 15
Medium hams, per lb	0 15
Large hams, per lb	0 14 0 14½
Shoulder hams, per lb	0 13 0 13½
Backs, plain, per lb	0 18 0 18½
" pea meal	0 18½ 0 19
Heavy mess pork, per bbl	27 00 27 50
Short cut, per bbl	28 00 29 00
Lard, tierces, per lb	0 16 0 16½
" tubs "	0 16 0 16½
" pails "	0 16½ 0 16¾
" compounds, per lb	0 12½
Live hogs, at country points	8 25
Dressed hogs	12 00

Butter—The local butter trade is moving along quietly. The supply is somewhat in excess of the demand, but not so much as to affect the prices, with the stock in cold storage and no export demand there is nothing here to point towards higher prices.

	Per lb.
Fresh creamery print	0 28 0 29
Stored creamery solids	0 26 0 26½
Farmers' separator butter	0 24 0 25
Dairy prints, choice	0 21 0 23
Tub butter	0 21 0 22
Baking butter	0 19 0 20

Cheese—The local cheese market is firm, but cheese is still selling in small lots to merchants at the same prices as last week.

Cheese, new, large	0 12½ 0 12¾
" " twins	0 12½ 0 13

Eggs—While new laid eggs are easier to buy, they are, however, not in sufficient quantities to affect the prices of stored eggs, which are firm at last week's prices. The prices of eggs will depend entirely on what the weather will be during the next few weeks. A severe cold February would naturally stiffen the prices, but if the weather continues mild the receipts will likely increase.

Cold storage eggs	0 27 0 28
Select eggs	0 28 0 29
Strictly new laid	0 30 0 35

Poultry—Poultry is not coming in as freely, and the demand is also easier. The real season for poultry is practically over, and will be slack for some time. Farmers have only left what they intend to carry over, and the demand will have to be supplied from cold storage.

Spring chicken, dressed	0 16 0 18
Hens, per lb. dressed	0 11 0 12
Turkeys, per lb., large	0 18 0 19

Honey—The demand for honey keeps up well, which shows that honey is becoming more and more a common article of diet. Prices are unchanged.

Honey, extracted, 60 lb. cans	0 10¾ 0 11
" " 10 lb pails	0 11 0 12
" " 5 lb. pails	0 12 0 12½
" comb, per dozen	2 50 2 75

M. S. Trusler, Camlachie, Ont., is opening a retail grocery business there.

SEIZURES BY HEALTH OFFICER.

Dr. A. J. Douglas, health commissioner, of Winnipeg, reported recently the following seizures under the pure food by-laws, covering a period of three weeks: Beef, 1,880 pounds; figs, 900 pounds; fruit, 840 pounds; vegetables, 450 pounds; pork, 170 pounds; veal, 158 pounds; candy, 85 pounds; poultry, 18 pounds; sausage, 4 pounds. Total, 4,505. There were also five prosecutions for keeping unsanitary premises and convictions obtained in each case.

It was also reported that some dealers were selling "pound pots" of butter that do not weigh sixteen ounces, and the health committee are taking steps to remedy the situation.

A TRAVELER AGAIN.

J. T. Poulin is again covering the Eastern Townships for Laporte, Martin & Co., Montreal. Mr. Poulin, for eight years travelled over that district for the Montreal wholesalers. He was for some time engaged in the wholesale grocery business in Sherbrooke, but gave it up and is now on the ground over which he has travelled in all, for 18 years.

Be loyal, sell "Meat of Wheat," grown and packed in Canada, admitted by experts to be more delicious than a similar imported cereal, and at less money and a better profit to all concerned.—Adv.

WARNING!

Your profits are in danger, Mr. Grocer, unless your credit customers pay up. And you can't jump on them "rough shod," because that will drive them away entirely. The safe way is to use.

Allison COUPON BOOKS

They systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.
Manufactured by
ALLISON COUPON CO., Indianapolis, Ind

Are your shelves

well stocked with Fels-Naptha soap? Is it well displayed in your store—so that those who but glance may know at once that they need not go elsewhere for Fels-Naptha soap?

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 138 Front Street, NEW YORK

Butter Dishes

Use Ovals. No seam. No wire. No leak. Tear out this ad. and mail it to your dealer for prices of Canadian-made.

Graham Bros. & Co., Kinmount, Ont.

Nation's Celebrated
CUSTARD POWDER
THE BIG 5c. PACKAGE
Just the thing
WHEN EGGS ARE SCARCE
We stock it. Write.
W. H. ESCOTT
Broker
Winnipeg, - - Man.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

SUCHARD'S OOOOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal
Agents.

WHITE SWAN
100% PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS

Your Customers Know It!

¶ Magic Baking Powder insures such delightful results in baking that housewives most everywhere use it.

¶ The purity and wholesomeness of the ingredients that enter into its making have made it Canada's Standard Baking Powder.

Magic Baking Powder

is so splendidly advertised and yields such a lasting profit that it is everywhere sold by wide-awake Grocers.

¶ If you aren't handling it, hadn't you better begin now?

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

Clark's =Ox= Tongue

"PARAGON" in tins
"INGLASS" in glass containers

challenges comparison with the very best imported tongues. It is being extensively advertised in high-class magazines.

This is one of the satisfying meats that please the whole family—old and young. It can be recommended by every grocer.

Wm. Clark **Montreal**

Manufacturer of high-grade
—Food Specialties—

"Turn Your Spare Time Into Money."

When you read this paper do you ever think of the opportunity open to you if you have spare time to look up new subscribers.

We publish other trade papers and require representatives to push circulation.

If you show business-getting qualities, we can always offer you promotion. Consider the opportunity of further extending your business education, and adding to your income at the same time; because, to be successful in canvassing for trade papers, you must study and understand them; to study and understand them is to absorb practical information, and to increase your earning power, by getting a grasp of every day actual business happenings as they occur and are disposed of.

This work, while affording valuable experience in modern business methods, will substantially increase your income, as our commissions are liberal.

When applying give references and state your qualifications for the appointment.

THE CANADIAN GROCER
TORONTO, CANADA

Grocers Have to Sell the Bacon Without a Profit

Situation in England Not at all Encouraging — Comparisons of Prices During Past Two Years—Decrease in the Bacon Going Into England From the Great Hog-producing Countries.

The position of bacon is a matter of gravest concern to all distributors, both wholesale and retail, and we are guilty of no exaggeration in stating that a very large proportion of retailers are selling the article without profit, and many at an actual loss, says the London, England, Grocer's Gazette. How seriously prices have advanced can only be appreciated by a comparison of the figures, and appended are the prices ruling in comparison with those of the previous year:

	1909.		1908.	
	s.d.	s.d.	s.d.	s.d.
Irish lean	67.0	72.0	54.0	58.0
Irish, stout and heavy	64.0	71.0	52.0	58.0
Continental, sizable	64.0	70.0	52.0	58.0
Continental, 6-sided	65.0	69.0	51.0	57.0
Cont., stout and heavy	65.0	69.0	51.0	58 0
Canadian Sides .	64.0	68.0	47.0	58.0
U. S., Cumberland cut	63.0	65.0	42.0	48.0

The reason for this advance in prices is, as is well known, a decreased production all over the world, combined with an increased consumption, particularly in Canada and the United States, from which centres the Old Country has been accustomed to draw large supplies, but from which it now receives comparatively insignificant quantities. The Old Country has also produced less pigs, as will be seen by the following statistics, extracted from an article in the Journal of the Board of Agriculture, of the pig population in Great Britain for the past three years, viz.:—

	1909.	1908.	1907.
England	2,046,284	2,439,087	2,257,136
Wales	204,784	240,611	232,996
Scotland	129,819	143,784	146,634
Gt. Brit.	2,380,887	2,823,482	2,636,766

100,000 Less Hogs.

According to the agricultural statisties returns for Ireland, the total number of pigs in Ireland in 1907 was 1,317,-068, and in 1908, 1,217,840, a falling off of over 100,000. The total exports for the period from January 1 to November 20 of last year was 256,268, while the total for the corresponding period in 1908 was 318,905, a falling off in 1909 of 62,637. In 1907 the swine exported from Ireland numbered 481,907; in 1908 the number was 387,476, a falling off of 94,431.

The figures of the British imports of bacon for the last eleven months, compared with the same period of the two previous years, will enable our readers to thoroughly grasp the situation, and these are as follows:

	1909. Cwt.	1908. Cwt.	1907. Cwt.
Denmark	1,657,129	1,875,423	1,663,083
U. S. ..	2,005,598	2,618,555	2,446,602
Canada	405,720	633,549	801,061
Other C.	160,201	83,270	86,416
	4,228,648	5,210,797	4,997,162

The great reduction in the quantity of bacon sent from Canada in 1909 compared with that in 1907 demands attention. There were practically 400 cwt. less, showing that Canada is gradually losing her market for bacon in the Old Country.

What is the cause of this? It is the great reduction in the supply of hogs in Canada, the increased consumption in this country, and the high prices of the raw material, which scarcely allow the packers a profit at the present prices on the English market.

Canada's bacon is among the best produced in the world, and it is a pity that our connection with the best market in the world should be fading away, all because the production in a natural agricultural and hog-raising country is not competent.

J. H. VAVASSEUR & CO.
LIMITED
Ceylon House, 15-16 America Square
LONDON, E.C., ENG.
FACTORIES - - - CEYLON

MANUFACTURERS OF FINEST QUALITY
DESICCATED COCONUT
AND
COCONUT FAT
TELEGRAMS---CITRONELLA, LONDON

Those Animal Biscuits

You would be astonished did you but know what a big demand there is for them. They come in the form of horses, cows, pigs, and are sold freely at a popular price to all classes. You surely should have SOME stock.

A FREE SAMPLE FOR THE ASKING

THE CANADIAN BISCUIT COMPANY, LIMITED
LA PERADE, QUE.

The causes which lie behind Christie reputation.

For over half a century our whole efforts have been concentrated in the making of better biscuits.

We have paid no attention to any side issue—all the ability we possess and every hour of our experience has been utilized for the purpose of bettering Christie biscuits.

Every ounce of raw materials is selected and tested—the flour used is a blend of the best flours milled—butter, eggs, sugar and lard must all be high-grade table quality.

Our factory is the biggest, brightest and cleanest in all Canada. Our employees are all healthy and happy and imbued heart and soul with Christie ideals.

Christie ideals—that's the real source of Christie reputation. It's this constant effort to better the product of yesterday—this striving after excellence that has made the name *Christie* a household word all over the Dominion.

Are you making the most of Christie reputation?

Remember, *"Christie biscuits do sell more than biscuits."*

CHRISTIE, BROWN & CO., Ltd.

Good Condition

is indispensable if your biscuit trade is going to be a live business. Carr's biscuits, whose unexcelled quality is well known, reach you in a crisp, fresh condition, because they are packed right.

These are the kind to handle.

Carr & Co., Carlisle, Eng.

Order from Agents—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg; L. T. Mewburn & Co., Ltd., Winnipeg; Standard Brokerage Co., Ltd., Vancouver, B.C.; T. A. McNab & Co., St. John's, Newfoundland.

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER

Our VILLAGE Bisouit retails 3 lbs. for 25c.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,
ST. GEORGE, - ONT.

Canadian made Licorice

Y&S BRAND

All Druggists.

Grocers, Confectioners and Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

Send To-day

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES, W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
PROVINCE OF ALBERTA, Tees & Persse Calgary and Edmonton

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
Rich Mixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodeve, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Flour Situation Firm with Probable Advance

Wheat Goes up 1½ Cents Per Bushel — Market More Settled Than Usual—Cereals Creating Good Demand in Small Quantities.

In our report last week we intimated that the flour market showed signs of an upward movement, and this week we can report a substantial raise of 1½ cents per bushel on wheat, with a firm market. This is more than a bid in options, but the actual wheat changed hands.

The market has now a more settled appearance, and dealers are more confident that prices will hold their own, if not gradually go higher. There is nothing now in sight that will cause any excitement in the flour market until about June, when farmers will be done sowing and the balance left on their hands and the new crop will be the principal features to be considered.

MONTREAL.

Flour—There is a strong local demand for flour and a steady flow of export trade. Prices are firm, with a tendency toward higher prices. No changes are reported as yet, however.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 80
Glenora, bbl	5 30
Manitoba spring wheat patents, bbl	5 80
" strong bakers, bbl	5 30
Five Roses, bbl	5 80
Harvest Queen, bbl	5 30

Oatmeal—Demand for all lines is large and steady. Orders are somewhat small, but in such quantity as to form an imposing total.

Fine oatmeal, bags	2 62½
Standard oatmeal, bags	2 62½
Granulated " "	2 62½
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
Rolled oats, bags	2 40
" barrels	5 05

TORONTO.

Flour—The local flour market is still at the same old figures, but as flour is below the value of wheat to leave a margin for the miller, an advance would not be a surprise. In our opinion grocers will not make a mistake if they buy now.

Manitoba Wheat.

1st Patent	5 60
2nd Patent	5 30
Strong bakers	5 00

Winter Wheat.

Straight roller	5 40
Patents	5 50
Blended	5 50

Cereals—The demand for all kinds of cereals is good. This may be owing to the high prices of so many other lines of food.

Rolled oats, small lots, 90 lb. sacks	2 40
" " 25 bags to car lots	2 25
Rolled wheat, small lots, 100 lb. brls	3 10
" " 25 brls. to car lots	2 80
Standard and granulated oatmeal, 98 lb. sacks	2 65

USE MORE PRINTER'S INK.

It is observed in the Galt, Ont., Reporter, that if the local grocers would let the people know about the prices of their goods through printer's ink, as the traveling grocers and foreign merchants do by flooding the country with price lists, catalogues, etc., there would not be so many duped farmers or complaining merchants. The advertisers, who put their goods before the people and keep them there are the ones who sell their goods. They say when too late. "I should have duplicated that bill of goods," but they should have let the farmer who sent away and bought advertised goods of a foreign merchant, know it before he bought. That's the business of it. The Galt Reporter is correct. If the merchants of any place want to keep trade at home in the face of the mail-order catalogue they have to keep busy and advertising is one of the most important aids at their command. The house that advertises carefully and consistently is the house that gets the business.

UPROOTING CURRANT VINES.

Writing from Patras, Greece, on the currant situation, W. Meyer & Co. refers to a new feature now tending to strengthen the feelings of the market outside of the statistical position, which shows a shortage of some 7,000 tons in comparison to last season. The Chartered Company, which holds the currants of the growers against cash advances, decided to increase their capital by 12,000,000 francs. This has been subscribed in full and principally for the purpose of doing away with the over-production by rooting out the vines.

Other matters are in progress, which, Mr. Meyer states, would safeguard the existence of the Chartered Company for a long time and would no doubt have an immediate stimulating effect on the market.

It will be remembered that some time ago The Canadian Grocer referred to the matter of uprooting the currant vines with a view to curtailing production and raising prices, which were considered too low, and evidently this will occur.

W. J. Dack, Toronto, representing the Maple Tree Producers' Association, visited the Montreal office of the concern on Monday.

Let us give you a pointer!

Your cracker trade is well worth looking after, is it not?

Sometimes you receive your crackers in a soggy condition. That's poor stuff to try and sell!

Ever tried

Mooney's "Perfection" Cream Cracker

the kind that always reaches you in the same crisp condition as it leaves our ovens?

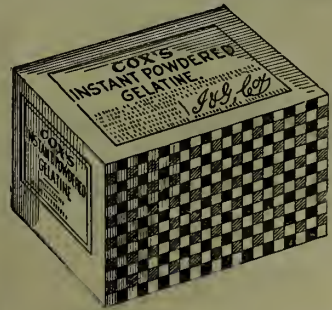
Surely this is the kind to feature. Try it!

The "Mooney" Cracker has an individuality that guarantees "repeats."

The Mooney Biscuit & Candy Co., Limited

Stratford - Canada

Cox's Gelatine



COX'S GELATINE is a STEADY SELLER; therefore should always be in your STORE

PURITY GUARANTEED BY THE MAKERS

Canadian Agents: J. & G. Cox, Ltd.
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippett & Co., "
Gorgie Mills EDINBURGH

WHEN THEY SAY IT IS "GOOD BUSINESS" TO STOCK A CERTAIN LINE, YOU UNDERSTAND THAT REFERENCE IS MADE TO A PROFITABLE SELLER, AN ARTICLE OF QUALITY, POPULAR WITH THE CONSUMER AND A REPEATER.

Isn't That Right?

Well, when we say that it is "Good Business" to feature our

"CHOCOLATE BORDO"

You know that we are telling you in two words that your best interests will be served by selling the most saleable chocolate on the market — the confection with the 24-year reputation for originality and quality.

The Montreal Biscuit Company

Manufacturing Confectioners

MONTREAL

FREE—To all who inquire we will mail a neat 1910 Pocket Calendar.

TRUMILK

A full-creamed Milk in soluble powder form.

MILKSTOCK

A separated Milk in soluble powder form.

These products are unequalled in quality by any other milk, whether in powder or condensed form. Pure, healthful, digestible, convenient. Guaranteed free from preservatives or adulteration. Dissolve easily in cold water and make perfect liquid milk.

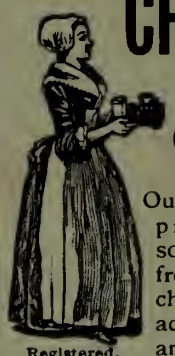
MADE IN CANADA

Canadian Milk Products, Limited

Head Office: TORONTO. Plant: BROWNSVILLE, ONT.

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

Mr. Merchant,

Are you handling

Royal Purple Stock and Poultry Specifics

the largest advertised goods of this nature on the market? If not, write us for price list and our plan of advertising to bring you direct results.

The W. A. Jenkins Mfg. Co.,

LONDON : : : ONT.

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance.

WRITE TO

P. POULIN & CO.

39 Bonsecours Market, - Montreal

WE SELL FEATHERS TOO

SALT

Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS, 128 Adelaide St. E., Toronto

G. J. CLIFF, Manager.

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

MAPLE SYRUP

"Your syrup is superior to anything I have seen on the market."—H Mockford, Charlmond Road, London

It is STANDARD. Get Prices.

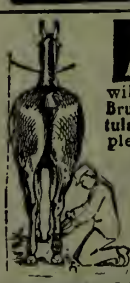
CANADA MAPLE EXCHANGE

Montreal

Smalls

TRADE MARK.

Smalls



ABSORBINE

will reduce inflamed, swollen Joints, Bruises, Soft Bunches. Cure Boils, Fistula or any unhealthy sore quickly; pleasant to use; does not blister under bandage or remove the hair, and you can work the horse. $2 per bottle at dealers or delivered. Horse Book 7 D free.

ABSORBINE, JR., for mankind, $1.00 per bottle. Reduces Varicose Veins, Varicocele, Hydrocele, Goitre, Wens, Strains, Bruises, stops Pain and Inflammation

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.

LYMANS Ltd., Montreal, Canadian Agents.

PLEASE, Brother Grocer, let me relate to you what happened to yours truly once upon a time both sad and dreary. I put a hundred of the "hard earned" into the bank and got me a cheque book, so that I might draw it out as I wanted and wax important the while. ¶ How happy was I then with a fountain pen to liquidate at a scratch all my liabilities. ¶ Alas, one day, to me a cheque came back with this legend on it—*No funds.* ¶ And now, Brother Grocer, every day of your business life YOU are drawing something out of the Bank of Public Confidence. Just so certain as you *keep* drawing out of your bank without making *fresh* deposits, something is bound to happen, you know. ¶ Then, where would YOU be, Brother Grocer?

FIVE ROSES FLOUR

We want YOU to handle FIVE ROSES flour—to sell *satisfaction.* Every sale means *your* currency, Brother Grocer, *fresh* deposits in the bank of your customers' confidence. ¶ We don't want you to *overdraw that account*—to hear the fatal words, *No Funds.* Then think that when you join the clan who handle FIVE ROSES, *you* benefit by the efforts of *all* those countless others who are praising the good stuff, those *unpaid salesmen* —the consumers. ¶ All are increasing *daily* the FIVE ROSES deposits in the Bank of Confidence and Goodwill. ¶ You *cannot* overdraw that account, Brother Grocer. Go the limit in selling enthusiasm, yet you'll never hear the phrase, *No Funds.* ¶ So sell FIVE ROSES *soon.*

—*E.M.E.*

LAKE OF THE WOODS MILLING COMPANY
LIMITED
MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES

The Saving of Your Wages Produces No Sacrifice

President of a Large Company Advises His Employes to Put By Twenty Per cent. of Their Salaries — Advance Usually Comes to the Thrifty Man—The Wastes That Count.

By Edward D. Easton in N. Y. Commer cial.

"Why don't you take a slip of paper now and write down something like this: 'Beginning to-day I'm going to put by twenty per cent. of my salary—that settles it!'"

In these words did the president of the Columbia Phonograph Company open a broadside upon his employes, recently, in the excellent and neatly gotten up little periodical called "The Columbia Salesman," issued by this company.

Mr. Easton, be it known, has taken this means of advertising his company to his own employes; and of preparing his employes to advertise their thrift and stability to the company,—a novel form of advertising that has been productive of remarkable results in this organization. Mr. Easton continues:

Try Writing it Down.

"I have noticed that it often makes a good decision ten times as good to get it down on paper. You try it.

"If you had done that three or four years ago, twenty per cent. wouldn't look like a hardship now—and you could have done it, you know you could.

"When you have stuck to it through the first straight year, that saving plan becomes an easy habit. You don't feel as if you had been denying yourself after all, when your savings have begun to accumulate.

"And you find you don't want some of those things that you would think you wanted if it were not for that bank book that stiffens your inside pocket. It makes you think twice to spend once, and the chances are you find yourself astonished to realize how many things you must have on first thought and wouldn't give a snap for on the second thought. But do your saving on a plan. Make it regular. Form the habit.

The Little Wastes That Count.

"It's the little wastes that count. Things like this have been said so often that they usually hit the extravagant man on a sore spot. Yet it is true the first time it was said, it's true now, and it will still be true later on when you are figuring how much you own, instead of how much you earn. You may say this is your private affair, not the company's affair; yes, but it is the company's concern, too.

"Every good manager of a corporation is sure to first demonstrate his fitness by a good management of his own affairs, and he cannot safely be trusted with the larger until he can master the smaller proposition. The same principles and the same methods are used in the successful management of a ten million dollar corporation as are employed in the right handling of a ten dollar salary.

"Our company is advancing men all the time, and is keenly anxious to advance others. All other things being equal, the man who is able to conserve his own affairs must always be the one chosen to handle the company's affairs. The thrifty man, whose savings are regular, and whose employers know him to be steady in habits and never in debt, is sure to get ahead of the man of brilliance who cannot live within his income.

Extravagance Decried.

"This is true everywhere—and, perhaps, especially true in this company. There is hardly any one thing more distasteful to the heads of this enterprise than extravagance and thriftlessness. Our head men have reached the top on a rigid plan of keeping expenses inside of income—even from the first week's salary of a very few dollars.

"The future success of the company depends on the men now growing up in the service. Those who are wasteful, extravagant, living up to their utmost cent, will surely fail to do valuable work and the company cannot long continue to employ them.

"Those who are not only efficient but careful and economical will be advanced and share with the company in that prosperity which is thus assured; and this applies to everyone—from the stock boy just starting, all the way up to the most responsible manager."

STILL ANOTHER BRANCH.

Fort William, Ont., Jan. 24.—Nicholson & Bain, wholesale commission merchants and brokers, are again branching out; this time it is Fort William. E. Nicholson has been here and states that definite arrangements have been made to locate and that work would be begun in the near future on the erection of a warehouse. He was much impressed with Fort William as an important business centre. This makes the fifth branch opened by this firm.

In connection with the Co-operative Bill being presented to the House of Commons, states the Ottawa correspondent, the Ottawa Retail Grocers' Association are not as yet taking any active part in opposition thereto, but have signified their willingness to lend all possible aid should the other associations desire their assistance.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
None Equal. Insist upon McDougall's.
There IS a difference.
D. McDOUGALL & CO., Glasgow, Scotland

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Black Watch
The Big Black Plug Chewing Tobacco
"A Trade Bringer"
Sold by all the Wholesale Trade

Investigation Into Changes in Grocery Prices

An Invoice of Goods Which Shows Little Change From 1890—Sugar Much Lower and Farm Products Generally Higher — Is the Retail Grocer to Blame for Any Increase in Cost of Foodstuffs?

At the conclusion of the article in last week's issue in which prices to the retail trade of 1865 were compared with those of the present day, it was stated that The Canadian Grocer intended going further into the question by taking a more recent date. This week prices existing in 1890, just 20 years ago, have been considered.

Since the article appeared last week, several merchants have referred to it, and some are desirous of sending in invoices of recent times and comparing them with present prices. These The Canadian Grocer will be pleased to receive, especially if there has also been given opposite, the prices which the grocers pay for the same articles now. In this way a comparison can easily be made which will prove profitable as well as interesting.

The Grocer during the week secured an old invoice, dated 1890, and from it the following prices were taken:

	1890	1910
Sago, per lb.	$ .04½	$ .04½
Rolled oats, per bag	2.50	2.25
Cheese, per lb.	.10	.12½
Val. raisins, per lb.	.08	.05½
Beans, per lb.	.02½	.03
Rice, per lb.	.03⅝	.03⅛
Rolled wheat, per cwt.	2.40	3.15
Honey, per lb.	.09	.11
Butter, per lb.	.15	.26
Gran. sugar, cwt.	7.12½	4.85
Ham, per lb.	.14	.15
Bacon, per lb.	.13½	.18
Nutmeg, per lb.	.78	.25
Malt vinegar, per gal.	.35	.35
Cider vinegar, per gal.	.25	.23
XXX vinegar, per gal.	.22	.23
XX vinegar, per gal.	.17	.19
Seed tapioca, per lb.	.05⅝	.04¾
Blue, per gross	1.75	1.75
Shelled almonds, per lb.	.30	.33
Whole white pepper, lb.	.24	.22
Almonds, per lb.	.13½	.12
Walnuts, per lb.	.16	.14½
Filberts, per lb.	.08	.09½
Pearl tapioca, per lb.	.05 1-3	.04¼
Whole black pepper, lb.	.19	.18
Cloves, per lb.	.20½	.25
Macaroni, per lb.	.11	.09
Cream of tartar, per lb.	.30	.28
Potatoes, per bag	.75	.65
Canned corn, per doz.	.95	.87½
Canned peas, per doz.	1.06	1.05
Canned tomatoes, doz.	1.00	.87½
Ceylon tea, per lb.	.45	.30
Assam tea, per lb.	.21	.20
Totals	$22.60	$20.19

Greatest Decline in Sugar.

It will be seen from the above figures that an invoice of goods mentioned would cost a little less to-day than in 1890. The difference would be only $2.41, and outside of the sugar would be practically the same. Sugar has certainly become much cheaper than it was some years ago. Still more recent invoices, however will show the difference to be much less.

Rolled wheat, butter, ham and bacon show that prices have advanced since twenty years ago; these are all farm products and everyone knows that the retail trade has nothing to do with advances in them. They are the result of increased demand from both at home and abroad, overbalancing a heavier production, with the probable exception of ham and bacon.

With regard to imported articles, few changes of any importance have occurred. The prices of these are regulated from year to year according to the supply and demand.

As far as the present investigations have proceeded, there is nothing to indicate that the retail grocer is responsible for any increase in the cost of living.

An important factor to a merchant's success is a clean, bright, attractive window, which points to the stranger or customer that the interior is also clean and inviting.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

California Oranges

¶ The prices are now low and they should be good sellers. California Celery is arriving in fine shape and demand is good. Marmalade Oranges, half chests and boxes, Grape Fruit, Lemons, Valencia Oranges (cases), Cuban Tomatoes, etc.

McWILLIAM Mc. AND E. EVERIST

25-27 CHURCH ST. - TORONTO

St. Nicholas

TRACUZZI, Packer

Always Superfine

J. J. McCABE, Toronto
AGENT

Home Guard

Some Oranges Suffer from the Effects of Frost

Others Affected by too Much Rain—Plentiful Supply of Apples—Marmalade Oranges Among New Arrivals—Fish Trade Good, with Prices Firm.

MONTREAL.

Green Fruits — Marmalade oranges (Messina bitters) are now on the market, and appear to be of good grade. Prices are somewhat easier in some lines, and general market conditions show weakness. Trade is dull at present, though it is hoped by Feb. 1st, that there will be a decided improvement.

Apples—			Grapes, Almeria, per keg	....	5 50
Baldwins, bbl.	....	4 00	Kumquats, qt.	....	0 25
Greenings, bbl.	....	4 00	Lemons—		
Russets	....	4 50	Verdillis, box	....	3 25
Kings, No. 1	....	5 00	Maoris, box	....	3 25
Spies, per bbl.	....	5 00	Limes, per box	....	1 50
Fameuse, bbl.	4 00	4 50	Messina bitters.	2 50	3 00
Mackintosh reds.	....	5 00	Oranges—		
" No. 2.	....	4 50	Late Valencias	....	5 20
Tallman Sweets	....	2 50	Floridas	....	4 50
Wealthys, 1, bbl.	....	4 50	California navels	3 00	3 50
" 2, bbl.	....	4 00	Porto Ricos	....	2 50
Bananas crated, bunch		1 50 2 00	Mexicans	....	2 40
Cranberries, bbl.	7 50	9 50	Jamaica, crate	....	4 50
Cocoanuts, bags.	....	4 25	Pineapples—		
Grape fruit—			Floridas, box	....	4 00
Florida	....	4 50	Strawberries—		
Jamaica	3 50	4 00	Florida, qt.	....	0 70
			Tangerines, strap	....	5 75

Vegetables — First class Brussels sprouts are on the market at 23c per quart. Lettuce is higher, latest quotations being from $1.50 to $2. A few cheaper cucumbers have appeared, selling at $1 per doz. General market is quiet, and little change expected until February.

Beets, bag	0 50	0 60	Spanish, cases 150 lbs.	....	2 75
Brussels sprouts, per qt.	....	0 23	Spanish, ½ cases	....	1 65
Carrots, bag	0 50	0 60	50 lbs.	0 90	1 00
Cabbage, bbl	....	1 00 1 25	Potatoes—		
Celery—			Montreal, bag	0 65	0 75
Canadian, doz	0 75	0 90	Sweet, per bbl.	2 50	3 50
California, crate.	....	5 50	" basket.	....	2 00
Cauliflowers, doz.	1 50	4 50	Parsley, dozen	0 40	0 90
Cucumbers—			Parsnips, bag	0 90	1 00
Boston, doz.	1 00	2 00	Rhubarb, doz.	....	1 25
Garlic, per lb.	....	0 17½	Spinach, bbl.	....	4 00
Green Peppers, basket.	....	0 75	Tomatoes—		
Lettuce—			Floridas, crate	....	5 50
Curly, box	....	1 60	Cubans, crate	....	4 00
Boston	1 50	2 00	Hot-house, lb.	....	0 35
Onions—			Turnips, bag	0 40	0 75
Red, per bag	....	1 00	" Quebec, per ton	7 50	9 00

Fish.—Market in general is active and prices in every line have a tendency to stiffen. The scarcity of frozen haddock and green cod has made the trade anxious, and inquiries are pouring out from dealers trying to locate stock. Haddies, on account of a scarcity of fresh fish, are in large demand. Western markets are depleted and trying to replenish again. Oyster trade is quiet, but steady, particularly in bulk. Shell oysters are quiet. Lent being so near at hand quite a busy time is expected.

FRESH

Market cod, lb.	0 05		Haddock, lb.	....	0 06
Steak cod, per lb.	0 06				

FROZEN

Dore, winter caught, per lb.	..	0 08	Pike, round	....	0 05½
Flounders	....	0 06	Steak cod, per lb.	....	0 05
Haddock	0 04½	0 05	Salmon, B.C., red, lb		0 10
Halibut, per lb.	0 09	0 10	Salmon, Gaspe	....	0 18
Herring, per 100	....	1 75	Salmon, Qualla, lb.	....	0 08
Lake trout	....	0 08½	Smelts, 10 lb. boxes	..	0 12
Mackerel	....	0 10	Tom cods, per bbl.	....	2 50
Market cod	....	0 04	Whitefish, large, lb.	..	0 10
Pike, headless and dressed	....	0 06½	Whitefis small, lb.	..	0 06

SALTED AND PICKLED

Green cod, No. 1 medium, per brl	....	7 00	No. 1 mackerel, brls.	..	19 00
Green cod, small, brl.		5 50	Salmon, B.C., ½ bbls.	..	8 00
Green cod, large, brl.		7 50	" " bbls., red		15 50
Labrador herring, bbl		5 25	" " pink	...	14 00
" ½ bbl		3 00	" Labrador, bbl		18 00
Labrador sea trout, bbls	....	12 00	" " ½ bbls		9 50
Labrador sea trout, half bbls.	....	6 50	" " trcs., 300 lb.	....	25 00
No. 1 mackerel, pail	..	2 25	Salt eels, per lb.	....	0 08
" " ½ bbls	..	10 00	Salt sardines, 20 lb. pl		1 00
			Sardines, Quebec, bbl		5 50

SMOKED

Bloaters, large, per box	....	1 10
Haddies, 15 lb. bxs., per lb	....	0 07
Herring, new smoked, per box	....	0 13
Herring, boneless, per lb	....	0 10
Kippered herring, per box	1 20	1 25
Kippered herring, imported	....	1 25
Smoked salmon, sugar oured, per lb	....	0 25

SHELL FISH

Lobsters, live, per lb	....	0 18
Lobsters, cooked	....	0 20
Oysters, choice, bulk, Imp. gal	....	1 40
" "Sealshipt," standards, Imp. gal	....	1 75
" " select	....	2 00
" shell, per bbl	....	7 00 10 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.		
Dry cod in bundles, per bundle	....	5 50
Skinless cod, 100 lb. case	....	5 50
Shredded cod, per box	....	1 80

TORONTO.

Green Fruits—The market is gradually moving out of its after-holiday dullness and is assuming its regular active conditions. Apples are plentiful, and are easier to buy than to sell. They are sold from $1.50 to $4, but very good apples can be bought at $2.50 to $3. Farmers bringing in loads have some difficulty in selling them. Oranges are slow, with a good many damaged by frost, and some have also suffered from too much rain before they were picked, which causes them to be puffy and lacking in flavor. Marmalade oranges have arrived and are in cases of about 500 at $5 per case.

Apples	1 50	4 00	Oranges—		
Bananas	2 00	2 25	California navels	2 75	3 00
Cranberries, bbl	8 00	8 50	Floridas	2 50	2 75
Grapes, Almeria per keg	6 00	6 50	Mexican	2 00	2 25
Grape Fruit	4 50	5 00	Marmalade	....	5 00
Lemons—			Pears, Canadian basket	0 75	1 00
Messina	2 50	3 00	Pineapples, case	3 75	4 00

Vegetables.—The market is well supplied with all kinds of vegetables. California celery seems to take the lead in importance. New potatoes at $8.50 a barrel, when common potatoes are only 60c a bag, do not appeal to the ordinary buyer, but that is just the reason why some will buy them. Cabbage is also plentiful and is bringing $1.35 a barrel, which is 10c higher than last week. Fresh lettuce, onions, radishes, cucumbers, carrots, beets, etc., are all on the market.

Beets, bag	....	0 70	Valencias, new, crate		2 75 3 00
Beets, new, doz.	....	1 00	Spanish		2 50 2 75
Cabbage, Canadian, dozen	0 35	0 40	Green, per doz.	0 50	0 60
Cabbage, Can., per barrel	....	1 35	Spanish, ½ cases.	....	1 50
Carrots, bag	0 65	0 75	Parsnips, bag	0 85	0 90
Carrots, new, dz	....	1 25	Potatoes—		
Celery, Canadian, dozen	0 30	0 35	Canadian, bag	0 60	0 65
Celery, Cal., per case	5 00	5 50	Bermuda, new, per barrel	....	8 50
Cucumbers, doz.	....	2 00	Sweet, hamper	1 25	1 50
Lettuce, hamper	....	2 50	" barrel	....	3 50
Lettuce, per doz	....	0 30	Radishes, doz.	0 35	0 40
Onions—			Spinach, hamper	....	1 10
Canadian, bag	1 00	1 25	Tomatoes, hot house, lb.	....	0 25
			Turnips, bag	....	0 40

Fish.—Toronto is, by no means, a fish-eating city, and yet it takes about a carload to supply the daily requirements. So far as prices are concerned, they seldom vary. Whether this is owing to the nature of the business or otherwise is not quite clear.

LAKE FISH (FROZEN)

Goldeyes	0 05½	Pickerel yellow	0 09
Herring, Lake Erie	0 06	Pike	0 06
" Lake Superior	0 05½	Perch	0 12
" Lake Ontario	0 04	Trout	0 10
Pickerel, blue	0 05½	Whitefish	0 10

OCEAN FISH (FROZEN)

Cod steak	0 07	Salmon, pink, per lb	0 09
Halibut	0 10	" red	0 10
Haddock	0 06½	" sea dressed	0 13
Herring, per 100	3 00	Smelts, per lb	0 12
Mackerel, each	0 20	Shrimps, per gal	1 15

SMOKED, BONELESS AND PICKLED FISH.

Acadia, per crate	2 40	Herrings, Labrador,	
" tablets, box	1 60	half barrels	2 90
Bloaters, per basket	1 00	Herrings, Digby, bndle	0 60
Codfish, shredded, box	1 80	Herrings, Imported	
" Bluenose, "	1 40	Loch Fyne, per kit	1 10
Cod steak, per lb	0 07	Kippers, per box	1 25
Cod, Imperial, per lb	0 05	Quail on toast, per lb	0 05½
Ciscoes, per basket	1 00	Trout, pickeled, 100 lb.	
Haddle, Finnan	0 08	barrels	6 00

SHELL FISH.

Oysters, standards, per gal	1 65	Oysters, selects, per gal	1 85
		Oysters, extra selects	2 00

TRADE NOTES.

Jno. McCarthy, a grocer of St. John, Newfoundland, died recently.

G. Norman Willit, Brantford, Ont., has purchased the general store business of T. M. McEwan, of St. George.

The stock of A. L. Garland, general merchant, St. Thomas, Ont., is advertised for sale, an assignment having been made last November.

Roy Croft has opened a general store in Lindsay, Ont. He intends selling for cash only, believing that the goods are more valuable to him in his store than in credit on his books.

A. Allard, of Provost & Allard, wholesale grocers, Ottawa, is the liberal nominee for the Ottawa by-election, caused by the resignation of the seat by the Premier who will sit for his old Quebec constituency.

White & Co., wholesale fruit, produce and fish dealers, Toronto, are back in their old quarters, at the corner of Front and Church Streets. Their building has been entirely renovated and greatly improved, and presents a spic and span appearance. Only thirty-six days intervened since their fire.

Sunkist Oranges
Marmalade Oranges
New Lemons
Fancy Grape Fruit
Cranberries, specially low price
Fish of every kind for Lent

¶ We are back in our old quarters with greatly improved facilities .:. .:. .:.

New Building New Goods Better Service

WHITE & CO., Limited

Phone Main 6565 Toronto and Hamilton

Fresh Arrivals

THIS WEEK

TWO CARS FANCY NAVELS ALL SIZES

ONE CAR
Fancy Bananas, Lemons
Cranberries, Almeria Grapes, etc.

Phone or mail your orders

HUGH WALKER & SON
(Established 1861)
GUELPH, ONTARIO

FLORIDA Oranges FLORIDA CITRUS EXCHANGE FLORIDA Grapefruit

Florida Oranges are the finest eating Oranges—we hear this general remark made by dealers---" When I want Oranges for my house I send Floridas." It is because they are sweet, juicy and of exceptionally fine flavor. Order the F. C. E. pack---see that every box you buy bears our mark.

FLORIDA CITRUS EXCHANGE, Tampa, Fla. W. B. STRINGER, District Manager, Toronto

DEBT COLLECTOR IN UNIFORM.

Ottawa R. G. A. Now Take up Question of Establishing Collection System.

Ottawa, Jan. 25.—The matter of preventing the contracting of, and of collecting bad debts was the subject of an interesting discussion at the last regular meeting of the local Retail Grocers' Association. Many of the grocers have on their books accounts, the value of which are questionable, and in several instances these accounts are common to two or more grocers. This is, of course, caused by these poor-pay people running a credit with several grocers as long as the game can be worked and when the creditor ceases to accord credit, why they hie themselves to pastures new.

To overcome these impositions, for such they really are, a novel and apparently effective method was proposed. The scheme provides for the collector to be dressed in a very conspicuous uniform—something at once distinctive and demonstrative, and to have him call on these people who endeavor to exist on someone else's expense. The plan, which was suggested by a local collection agency, is said to have worked satisfactorily in other cities. Definite action has not as yet been taken, but it is the intention to arrange with the agency on a flat rate for the collection of all such accounts.

There are some 240 grocers in Ottawa, and thus it is an easy matter for a person so inclined to run a bill in one store and when pressed for payment transfer their patronage to some other unsuspecting merchant.

The credit system at best is a bad one in the estimation of many Ottawa grocers, and the day that business on a cash basis proves to be the motto of all merchants the better will be the general affairs of the country.

WANT RESIDENT COMMISSIONER.

The British Columbia Salmon Canners' Association has petitioned the Department of Marine and Fisheries at Ottawa to appoint a resident Fisheries Commissioner in Vancouver. The reason gievn for the request is the great distance separating this coast and the Federal Capital, on account of which it is impossible to secure quick response on matters needing immediate attention. The Minister is also reminded of the fact and asked to right the injustice of a weekly close season on the Fraser river of 42 hours, while south of the line the weekly prohibited period is only 36 hours. Another request is that the sockeye fishing season north of the 50th parallel open on June 15th, instead of on July 1st, as the fish appear earlier in the north than on the Fraser river.

CODFISH PRICES HIGHER.

Halifax, N.S., Jan. 26.—The stocks of bank codfish in the hands of fishermen are about cleaned up, the last sales being at $5.25 ex vessel. Holders of codfish are now expecting to realize good prices for the stocks that they have on hand. The prices now quoted are about one dollar higher than they were four weeks ago. The stocks on the foreign markets are reported to be small, and the shipments at the present are light from this port. Newfoundland is exporting large quantities of fish to the Brazils. The market for pickled fish is looking up, particularly mackerel, for which the demandl is good. Dealers report some improvement in the market for butter and eggs.

WINNIPEG GROCERS ON THE WATCH.

Emma and Panaro, restaurant proprietors, of Winnipeg, were convicted of selling food to be eaten off the premises after 6 p.m., and had to pay the costs of the court. Mr. Emma stated that he was not aware that the sale of cooked foods in a restaurant was against the law. The complaint originated with the butchers and grocers, who stated that they were not allowed to sell foods after six o'clock and the restaurants did, and on this account they claimed that they lost a great deal of trade. The court deemed the argument a just one, and warned the firm not to infringe again.

Bananas bound for the Vancouver market have quite a time en route, says the Vancouver correspondent. They are grown in the revolution belt, and the people who grow them are liable to be shot up and their haciendas burned. Even after the shotgun quarantine is passed, their troubles are not ended, S. K. LaRose, of New Orleans, who landed a large shipment in Vancouver last week, reports that the Northern Pacific ran them out of Billings, Montana, into a four-days' blizzard, and after the oil for the heaters ran out, he had quite a time taking care of his charges.

APPLE

GROWERS SHIPPERS

Do you want a reliable address for making consignments of fresh apples? Please note:

G. C. Koopman

AMSTERDAM ROTTERDAM

REFERENCES:

The California Fruit Canners Association, San Francisco, Cal.

The W. A. Gibb Company, Hamilton, Ont.

and further where you like to inquire.

After new year our domestic stock will be cleaned up.

SEASON 1908-9

Dried Apples

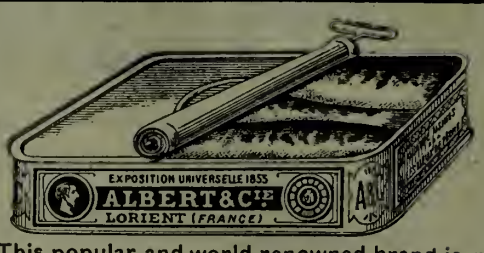
Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular



Ask for

"ALBERT & CIE"

French Sardines

This popular and world renowned brand is packed in FRANCE from specially selected fish only.

AGENTS: The SMITH BROKERAGE CO., LTD., St. John, New Brunswick. J. L. WATT & SCOTT, Toronto, Ontario. WATT, SCOTT & GOODACRE, Montreal. O. F. LIGHTCAP, 214 Princess St. Winnipeg, Man., Can., G. A. STONE, Vancouver, British Columbia.

CALIFORNIA

THE HOME OF THE

SEEDLESS ORANGE

When the seedless orange was discovered it was mediocre, frail and undeveloped. In California, it found the climate, the soil and the husbandman that developed its latent qualities, until to-day it ranks as the choicest fruit of the citric-growing area of the world, Handsome in appearance, seedless and tasty, it has brought to the Golden West the reputation such a magnificent fruit must bring to its natural home.

The public do not appreciate the food and medicinal value of California oranges, because these qualities have not been called to their attention. The 5,000 orange farmers of California, who distribute their products under the name of the California Fruit Growers Exchange, developed the navel orange to its present high standard. Now they have decided to acquaint the public with the virtues of California oranges and lemons, to tell the millions that California oranges and lemons have a great food value, and medicinal value that they should learn about.

When these California orange farmers determined to acquaint the public with the value of their products, they decided to call the best grades of these fruits the "Sunkist," that the public might know when calling for the best fruit that they could get it by asking for "Sunkist" brand. The retailer and jobber can also identify the best product of the best fruit farms of California by the "Sunkist" wrappers on every piece of fruit.

"Sunkist" brand costs you no more than ordinary fruit. The advertising we are doing to educate the public to a greater use of oranges and lemons will bring customers to your store. Fruit buyers are also purchasers of other goods. You get your good margin on "SUNKIST" fruits and also the margin on other goods purchased. It is to your advantage to keep "Sunkist" brands in stock —to display them where the public can see that you are a "SUNKIST" dealer. You can derive great benefit from our advertising by letting the public know you sell "SUNKIST" oranges and lemons.

CALIFORNIA FRUIT GROWERS EXCHANGE

DISTRIBUTING POINTS:

TORONTO WINNIPEG MONTREAL CALGARY

It's knowledge that directs the successful grocer in stocking up with

Brunswick Brand Sea Foods

—a knowledge born of experience that it only pays to handle canned fish that has "made good."

You will always be on the safe side if you sell "Brunswick Brand," because this is the "quality" brand, and we leave no stone unturned to maintain the high standard we have reached. Order to-day.

CONNORS BROS., Limited

Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

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No matter what you want we have it

Fresh, Frozen, Pickled, Salt or Dry

About 60 varieties of Fish, and when you consider the quality, we give you the best value for your money

Telegraph, Phone or Mail your Order.

The F. T. JAMES CO., Limited

Church and Colborne Sts. **TORONTO**

FISH

Lent Begins Feb. 9—Ash Wednesday

SOME SEASONABLE LINES:

FRESH	FROZEN	SMOKED	PREPARED	PICKLED
Cod	Halibut	Haddies	Boneless Cod	Labrador Herring
Haddock	Salmon	Fillets	Skinless Cod	Labrador Salmon
Pike	Smelts	Smelts	Boneless Fish	B.C. Salmon
Pickerel	Whitefish	Kippers	Green Cod	Sea Trout
Mackerel	Herrings	Red Herring	Dry Cod	Mackerel

Frozen Sea Herrings **Bulk and Sealshipt Oysters**

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LARGEST FISH AND OYSTER WAREHOUSE IN CANADA

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20 to 26 Youville Square (Near Customs House) Montreal

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INCORPORATED

Wholesale Commission Dealers and Distributors of

Fresh, Frozen and Smoked

FISH

ALL VARIETIES OF THE SEASON

Wachusett Brand Finnan Haddie

3 T Wharf - BOSTON

Lent begins February 9th. - Send for our quotations.

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.

SEALSHIPTCASE
SEALSHIPT OYSTERS
Direct from the Oyster bed free from water ice or preservative
A PURE FOOD natural flavor and freshness guaranteed
THE SEALSHIPT OYSTER SYSTEM INC.
SOUTH NORWALK, CONN

The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

The Sealshipt Oyster System, Inc.
SOUTH NORWALK, Connecticut.

A Wholesale Grocer's Views on Prices and Profits

Thinks Every Member of the Trade Should be Free to Buy and Sell Independently—Moral Wrong for Any Business Man to Sell at Less Than it Costs to do Business—What Education on Co-operation Has Done.

By F. W. Hannahs, Pres. N.Y. Wholesale Grocers' Association.

We are engaged in the most important line of merchandising, the distribution of food supplies. There can be no more vital members of the commercial family than those who furnish the nation's food. The standing of our great branch of commerce must be equalled by the thought and energy we bring to its management. We must not proceed on narrow lines nor employ wornout shortsighted methods of merchandising.

The scope and importance of the country's food trade requires the same high grade of executive ability, breadth of view and business sagacity that we find at the head of our railways and industrial corporations. We are not unimportant factors in the business community, to be ignored, or to be used as the tool of any manufacturer, or to be ground between manufacturers and retailers. We are not just to ourselves nor to our business when we submit to perform the service of distributing any staple or other article at a loss or even inadequate compensation.

Every individual member should, irrespective of the action of his competitor, have the courage, independence and pride on the one hand to demand of producers and manufacturers a fair, honest margin of profit for the service performed, and on the other, to decline to sell any article to anyone at a loss. In this matter every wholesale grocer must act independently and decide for himself how he shall conduct his business.

But in righting the illegal practices in the trade and long-standing abuses, our association has been and can be of the greatest help to all wholesalers, members and non-members, if we will put aside our minor differences and freely give our loyal support and unselfish efforts to the good of all. I hold that organizations of wholesale grocers, like our own, can be engaged in no better nor more profitable service to their members individually than by co-operating to correct wrongs that have crept in during the past years.

What Association Work Means.

In the words of a prominent retail grocer,, in speaking of his own association work: "I find in the first place that the association did not attempt to regulate or fix prices. It was doing many things to alieviate the ordinary difficulties of the grocer's business, which were of more value to the trade than anything it could hope to do in the matter of prices. It was endeavoring to educate the grocers in the proper business methods and to protect them and secure favorable, and combat offensive legislation. The association was requesting and insisting upon fair and equitable treatment from manufacturers and wholesalers for all its members in their relations with them."

This, to my mind, exemplifies the correct idea of association work. I have endeavored to conduct the deliberation of this association in that spirit. To convince ourselves of the vast field for the legitimate endeavors of our association one has but to read thoughtfully our declaration of principles. Let me read you Article II of our Constitution, the objects of our endeavor:

"First: To foster and promote a feeling of fellowship and good-will among its members and on broad and equitable lines to advance the welfare of the wholesale grocery trade in the State of New York and vicinity.

"Second: to eliminate or minimize abuses, methods and practices inimical to the proper conduct of business.

"Third: To establish harmonious relations between manufacturer, jobber and retailer to the end that the jobber be universally recognized as the best channel through which the manufacturer should distribute his products to the retailer.

"Fourth: To assist in the enactment and enforcement of pure food laws, which in their operation shall deal justly and equitably with the interests of the consumer, retailer, jobber and manufacturer.

"Fifth: To have business conducted on legitimate lines; discourage 'deals,' 'schemes,' and subsidizing of jobbers' employes by manufacturers.

"Provided, that in the efforts of the association to accomplish these objects, no action shall be taken which will tend in any manner whatsoever to fix or to regulate prices, or in any way to co-operate in restraint of trade."

We can accomplish the greatest good to ourselves and to the entire trade and become an increasing power in our field only by continuing the strictest adherence to our objects and especially the final declaration of principles that we shall never take any action "which will tend in any manner whatsoever to fix or to regulate prices, or in any way to operate in restraint of trade."

Every wholesale grocer, every manufacturer and every retailer ought, under a perfect system of trade, to be free to buy and to sell, and to carry on his business independently, guided only by the rule of fairness to his competitors and customers alike.

Is a Moral Wrong.

It has always seemed to me personally that for any merchant to sell a large per cent of his output at less than it costs him to do business is morally wrong and therefore not worthy the attention of the self-respecting merchant. This is a question you must each decide for yourself.

Most of the workers of our association have been ready to meet in committee meeting, or as a whole whenever called, and the attendance of meetings called has indicated much more interest in the year just past than for many previous years. My observation has been that, so far as the manufacturers are concerned, many of them have found that a fair and equitable sales policy was not only just and necessary in the interest of jobber and retailer, but was in the long run most profitable for themselves. This is the result of purely educational work and the outcome of associated co-operation along broad and fair lines, and not to the interest of any one distributer or manufacturer as against the other.

In other words, actual experience has vindicated us, has absolutely proven to many a manufacturer that, whatever may be the effect upon the jobber, it is for that very manufacturer's selfish, personal interest to adopt our princip'e of distribution.

Honesty as a business asset is fully recognized. If we would succeed in business we cannot afford to sell a man something he does not want. Neither can we afford to disappoint him in quality any more than in count. Other things being equal, the merchant who has the most friends will make the most money. The cutter, be he wholesaler or retailer, is a marked individual, and my word for it the time is not very far distant when the retail trade will make the acquaintance of the fact, that the merchant selling a large proportion of his output for less than the cost of doing business, will be avoided, and if they consult their own best interests his salesmen will be turned away.

Among the Canadian patents granted recently by the Canadian Patent Office of interest to the trade, is one to J. E. Cochran, Elkhart, Ind., U.S.A., for a weighing scale.

WALKER
PATENTED
—BINS—

If Interested in Modern Grocery Equipment write for Our Illustrated Catalogue.

The Walker Bin & Store Fixture Co., Ltd.
Berlin, - - Ontario

The LATEST "Enterprise" Electric Mill

New ideas applied to rapid grinding of coffee by electric power make these new "Enterprise" Pedestal Mills *by far the best on the market to-day.* They are **Direct Connected.** They lose no power in transmission. The grinders are on the motor shaft. The double Mill shown here, No. 0852, is for alternating current; can also be furnished for direct current. One Mill is fitted with tooth grinders which *cut* the coffee, the other mill fitted with ribbed grinders for pulverizing. Each hopper holds six pounds. The Mill will granulate 3 pounds of coffee per minute, and pulverize ½ pound per minute. The cans or receivers are enclosed as a protection against dust. The Mill is self-cleaning. This compact, graceful 1 H.P. Mill is already in great demand. We invite correspondence and will send facts, illustrations and prices of our 45 sizes and styles of Rapid Grinding and Pulverizing Mills on request.

We supply grocers also with Meat and Food Choppers, Self-Measuring Pumps and Faucets, Smoked Beef Shavers and other "Enterprise" Specialties. You should have our latest catalogue. If you haven't it, write.

The Enterprise Mfg. Co. of Pa. Philadelphia, U.S.A.
21 Murray Street, New York 544 Van Ness Ave., San Francisco

It is a genuine satisfaction
to sell an article with a guarantee behind it. Are you stocking

CONCORD NORWEGIAN SARDINES?

CCC
Norwegian Canned Goods

The brand with a guarantee on each tin. The extra care taken in the packing of these sardines preserves their natural delicate flavor in a remarkable manner. There is an extra cover for use after the tin has once been opened.
This high-class sardine will appeal strongly to your better-class customers. Send your order to any wholesale grocer.

AGENTS:—R. S. McIndoe, Toronto. A. H. Brittain & Co., Montreal. W. A. Simonds, St. John, N.B.
Watson & Truesdale, Winnipeg. Radiger & Janion, Vancouver and Victoria, B.C.

Classified Advertising

Yearly Contract Rates.

100 words each insertion,			1 year.....	$30 00
"	"	"	6 months...	17 00
"	"	"	3 months...	10 00
50	"	"	1 year.....	17 00
"	"	"	6 months...	10 00
25	"	"	1 year.....	10 00

AGENCIES WANTED.

A WHOLESALE FIRM in Vancouver, B.C., with an established connection is open to handle one or two first-class agencies in the grocery and confectionery line. Highest references. Box 349, Vancouver, B C. (9p)

WANTED—To secure connection with a first-class cheese and also creamery butter factory situated in western Ontario. Apply to 309 N. Vickers St., Fort William, Ont.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and Room 314, Stair Building, Toronto.

BUSINESS OPPORTUNITY.

GROCERY BUSINESS FOR SALE IN TOWN of Berlin. Splendid location. Stock and fixtures $2,000. Annual business $12,000. Good reasons for selling. Box 331, CANADIAN GROCER, Toronto. (6)

WANTED — Good established grocery or general business in live city or town in western Ontario. S. G. Read & Son, Limited, Brantford, Ont. (6)

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

FOR SALE — Automatic Computing Scale. S. H. Fagan, Windsor. Ont. (13p)

SITUATIONS VACANT.

GREAT OPPORTUNITY FOR SALESMAN visiting the drug or grocery trade in and west of Winnipeg. Firm established on eastern market several years wants salesman who can invest $300. All profits from his territory will be turned over to him until his investment is paid back. Commission and half the profits thereafter. Profits very large. L.C.M. Co., 506 Union Trust Building, Detroit, Mich.

SITUATIONS WANTED.

SITUATION WANTED—Competent male grocery stenographer (employed) wants position offering better opportunity for advancement. A worker. "Steno," care H. Hodgson, 11 Hartney Chambers, Vancouver, B.C. (6p)

MISCELLANEOUS.

A BOOK-KEEPING STAFF IN ITSELF—DOING the work with machine-precision and accuracy. The National Cash Register Co., 285 Yonge St., Toronto.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

BUSINESS MEN, Professional men, merchants, church workers, find innumerable uses for the Fulton Sign and Price Marker. The Fulton Rubber Type Company, of Elizabeth, N.J., are makers of Ink Pads, Daters and business outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

MISCELLANEOUS.

DOUBLE your floor space. An Otis-Fensom handpower elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

DOES YOUR FIRE INSURANCE POLICY protect you? There are points in connection with fire insurance policies that need expert handling to secure proper protection. We are Fire Insurance Experts. We can safeguard your interests, and procure the lowest rates. Mitchell & Ryerson, Confederation Life Bldg., Toronto.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Toronto. (tf)

FIREPROOF WINDOWS AND DOORS made strictly to the fire underwriters' requirements reduce your insurance rates and protect your building. We are experts in this line and guarantee you really fireproof goods and the maximum insurance allowance. Let us give you our figure. A. B. Ormsby, Limited, Sheet Meta Workers. Factories—Toronto, Winnipeg.

GET the 1910 Canadian Almanac. Information on Customs Tariff; Bank Stocks; Foreign Exchange; Post Offices; Insurance; Assurance; Patents; Weights; Measures; Newspapers; Magazines; Succession Duties. Paper cover 50 cents; Cloth 75 cents. At all dealers or postpaid on receipt of price. Copp, Clark Co., Ltd., Dept. C., 68 Front St. West, Toronto.

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

INSURE HEALTH by Installing Pullman system of natural ventilation. Simple, inexpensive. All foul air in room expelled through special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co., Saturday Night Building, Toronto; Board of Trade Building, Montreal. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KAY'S furniture catalogue No. 36 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery with cash prices. It brings you into close touch with the immense stocks and splendid manufacturing facilities of John Kay Company, Ltd., 36 King St. West, Toronto. Write for a copy to-day. It's free. (tf)

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us TO-DAY. Sterling Electric Supply Co., Ltd., 369 Yonge St., Toronto, Ont.

SAVE 50% OF THE COST OF HANDLING merchandise by Install'ng a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

USE the best carbon paper. Our "Klear-Kopy" carbon gives clear unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

725,000 LIVE MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

$75 buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit: Acme Duplicating Machine, one tubular stand fitted with type cases, compartments plainly lettered and arranged like universal keyboard of the standard make of typewriters, one drawer for accessories and forms, 20 lb. font of typewriter type, one chase, one Acme ribbon any color with typewriter ribbon to match, one pair tweezers, two quoins, one key, one oil can and one set of regleta. Sold with a guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes "A B C," fifth edition, Riverside and Adams.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER

Sizes.	Per doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams Per doz		Peach	1 80
Strawberry	1 90	Pear	1 70
Raspberry	1 90	Jellies	
Black currant	1 80	Red currant	2 40
Red currant	1 80	Black currant	2 40
Raspberry & red currant	1 80	Crabapple	1 70
Raspberry and gooseberry	1 80	Plum	1 70
Damson plum, stoneless	1 70	Grape	1 70
Greengage plum, stoneless	1 70	Marmalade	
Gooseberry	1 80	Scotch	1 40
		Orange Jelly	1 75
		Green Fig	2 25
		Lemon	1 80
		Pineapple	2 25
		Ginger	2 25

Pure Preserves—Bulk.

5's & 7's per lb.	14's & 30's per lb.
Strawberry 0 11	0 10½
Black currant 0 11	0 10½
Raspberry 0 11	0 10½
Other varieties 0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	
¼-lb. " " "	0

Cook's Friend Baking Powder

Cartoons—	Per doz	No. 12, 4-oz., 6 dz	0 70
No. 1, 1-lb., 4 doz	2 40	No. 12, 4-oz., 3 dz.	0 75
No. 1, 1-lb., 2 doz	2 50	In Tin Boxes—	
No. 2, 5-oz., 6 doz	0 80	No. 13, 1-lb., 2 dz.	3 00
No. 2, 5-oz., 3 doz	0 85	No. 14, 8-oz., 3 dz	1 75
No. 3, 2½-oz., 4 dz	0 45	No. 15, 4-oz., 4 dz.	1 10
No. 10, 12-oz., 4 dz	2 10	No. 16, 2½-lbs.	7 25
No. 10, 12-oz., 2 dz	2 20	No. 17, 5-lbs.	14 00

Cereals

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per doz., $1.00.

White Swan Wheat Kernels, per doz.. $1 40

White Swan Flaked Rice, per doz..... 1 00

White Swan Flaked Peas, per doz..... 1 00

Blue

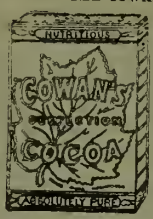
Keen's Oxford, per lb..... 0 17

In 10-box lots or case..... 0 16

Gillett's Mammoth, ½ gross box..... 3 00

Chocolates and Cocoas

THE COWAN CO., LIMITED



Cocoa—

Perfection, 1-lb. tins, per doz	$4 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Soluble, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22

Special quotations or Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½s & ¼s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½s, ¼s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90
Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb	0 15
Smaller quantities	0 5

JOHN P. MOTT & Co.'s.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz 0 90

Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½s	0 32
" Navy " ¼'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 35
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 32
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 32
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.

	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ lb. packages assorted	0 26½
½ and ¼ lb. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	.. .	0 17
Macaroon	0 17	....	0 17
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 23

Condensed Milk

BORDEN CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in dampproof bags and tins.

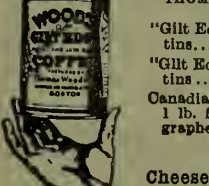
Club House	$0 32	Ambrosia	0 25
Nectar	0 30	Plantation	0 22
Empress	0 28	Fancy Bourbon	0 20
Duchess	0 26	Bourbon	0 18
Crushed Java and Mocha, whole			0 1
" " " ground			0 17½
Golden Rio			0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

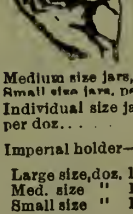
Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers), $10 per doz



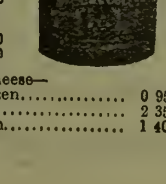
THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, per dz $ 25

Medium size jars, per doz	4 50
Small size jars, per doz	2 40
Individual size jars, per doz	1 00



Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size. "	1 40

Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95 dozen
Medium, cases 2 dozen	1 80 "
Large, cases 1 dozen	2 75 "
Tumblers, cases 2 dozen	1 35 "
25-lb. pails	0 15 lb.

Coupon Books—Allison

For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemin & Fils, Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon extra per book ½ cent.

Extract of Beef.

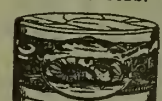
LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.	Per case		
Bottles	1-oz., case of 2 doz		$3 20
"	2 " " 1 "		3 00
"	4 " " 1 "		4 50
"	20 " " ½ "		4 75
"	20 " " 1 "		9

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 2
" " groats	½-lb. tins	1 25
" " "	1-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.



Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors)	doz.	1 00	
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.

Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails "	0 06½

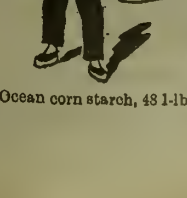
Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb tins, 2 doz. in case per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	07

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds, doz. $1.20. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. $1.40. Tomato Ketchup—Bottles (10c. size only) doz. $1.40. Tabasco-Ketchup—Bottles (10c size only) doz. $1.40 Chili Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (new) doz. $1.40; No. 80 jars, doz $1 40.



OCEAN MILLS

Montreal

Chinese starch, 48 1-lb., per case $4.00; Ocean Baking Powder, 48 3-oz., $1.40; 48 4-oz., $1.80; 60 8 oz., $4.50; 36 1-lb.-$3.75; 48 1-lb. pkg., $4; 10 1-lb. tins, $5; loose 25 lbs., $1.75; Ocean blancmange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-ounce, $7.20

Ocean corn starch, 48 1-lb. $3.60.

FRIENDS—NOT GROWLERS

RISING SUN Stove Polish in Cakes never comes back to you with growls from the housekeeper. It is always up to the same high standard maintained for forty years, and it is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere. Grocers don't wish to run the risk of losing a good customer by passing out an inferior stove polish, which is wrong more often than it is right. RISING SUN makes friends for you and for us in every household where you put it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

See Here!

¶ We can tell you ju what is needed to give the finishing touch to your grocery store — you want an

ELGIN NATIONAL
COFFEE MILL

This mill is the easiest running and fastest grinding on the market and is well-built with steel grinders. Particular attention has been paid to its shape and finish, so that it is an ornament as well as an indispensable article in the store. *The cost is low.*

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

Wanted Live Men

We need hustlers—men of energy.

Men who want to be No. 1, who wish to increase their earning capacity.

Who are too ambitious to drag along day after day in inferior positions.

This is the class of men we want as representatives of the Busy Man's Magazine.

Busy Man's is a high-grade publication, read by the most progressive people of this country.

To those capable of meeting this class of people, and who "make good," we will give entire charge of our dozen publications.

If you are of the above calibre—even if you can devote only part of your time to our work, write us. Our proposition will make it well worth your while.

One representative in Calgary sent us 28 subscriptions, which he secured in a few hours of his spare time . . . .

The MacLean Publishing Co.
Limited
10 Front Street East
TORONTO

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

Tea Lead,

Best Incorrodible

"Pride of the Island"

Manufactured by **BRAND**

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. **LIMEHOUSE,**
A.B.C. Codes used 4th and 5th Editions. **LONDON, E., ENG.**

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants,

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

LAMBE & MacDOUGAL, London
H. & A. B. LAMBE, Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax

GREEK CURRANT CO.
95 Broad Street - NEW YORK
THE LARGEST CURRANT HOUSE IN GREECE

Butter Tubs and Boxes

Best White Spruce
STEEL WIRE HOOP

F.O.B. Factories at Manufacturers' Prices

CAR LOTS or SMALLS

Walter Woods & Co.
Hamilton and Winnipeg

	Per lb.
30-lb. wood pails	0 06¾
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY

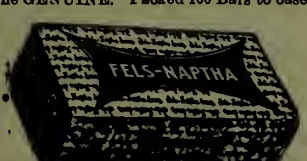
Assorted flavors—gross 10.75.

Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95

List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

WHITE SWAN SPICE AND CEREALS, LTD

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

Lard

N. K. FAIRBANK CO. HOAR'S HEAD LARD COMPOUND.

Tierces	$0 13
½-bbls.	0 13½
Tubs, 60 lbs.	0 13½
20-lb. Pails.	2 70
20-lb. tins	2 60
Cases 3-lb.	0 14
" 5-lb.	0 13½
" 10-lb.	0 13½

F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12¾
Tubs	0 13
20-lb. pails.	0 13¼
20-lb. tins.	0 12¾
10-lb. "	0 13¼
5-lb. "	0 13¾
3-lb. "	0 13¾
1-lb. cartons	14

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz $1 00
16-oz. glass jars, 2 doz in case	" 1 40
In 5 and 7-lb. tins and 7-lb. pails,	per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—

1-lb. glass, doz.	1 55
2-lb. "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35

"Sbredded"—

1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 doz cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00

ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream, family size, per case	$3.50
Baby size, per case	2.00
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ½-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ½-lb. tins	per doz.	0 85
" ¼-lb. tins	"	1 45

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen	0 45 dozen
Medium, cases 2 dozen	0 90 "
Large, cases 1 dozen	1 35 "

Olive Oil

LAPORTE, MARTIN & OIE., LTD.

Minerva Brand—

Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda

COW BRAND

Case of 1-lb. containing 60 packages, per box, $3 00

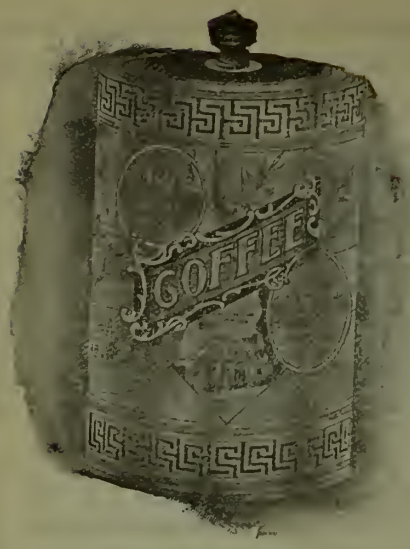
Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. ' 60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs	
1 case	2 25
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. — Montreal

Soap and Washing Powders.

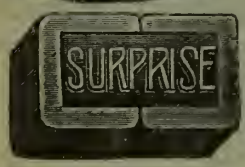
A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	12 00
Straw hat polish	"	18 30

3 doz. to box..... $3 60

6 doz. to box..... $7 20

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lot

Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd. Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

	per lb
Laundry Starches—	
No. 1 White or blue, 6-lb. carton.	$0 07
No. 1 " " 3-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 50 to	3 00
Ordinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 40 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

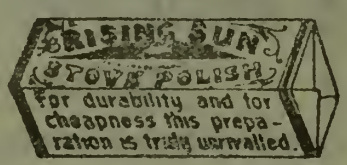
Royal Purple Stock and Poultry Specifics

THE W. A. JENKINS MFG. CO. London, Ont.

One case, 30 fifty cent packages (assorted)	$10 00
Six pails (retail $1.50)	6 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 60
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03½ "
¼-barrels, 175 lbs.	0 03½ "
Pails 25 lbs.	1 30 each
" 38½ lbs.	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas

THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

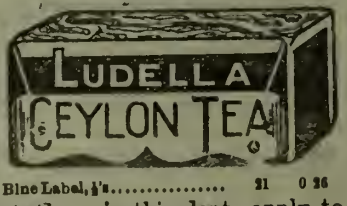
GEO. E. BRISTOL & CO., Hamilton, Ont.

EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s		21	0 26
Orange Label, 1's and ½'s		0 23	0 40
Blue Label, 1's		0 20	0 25
Brown Label, 1's and ½'s		0 38	0 40
Brown Label, ½'s			0 40
Green Label, 1's and ½'s		0 35	0 50
Red Label, ½'s		0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

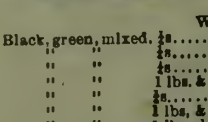
Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

Canisters			
Gold Tins, 5's	35c. 1.75	50c. 2.50	
Gold Tins, 3's	35c. 1.05	50c. 1.50	
Gold Tins, 1's	36c. each	50c. each	
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.	
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.	
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.	



MELAGAMA TEA.

MINTO BROS., 45 Front St. East

		Wholesale	Retail.
Black, green, mixed.	½s	0 70	1 00
" "	¼s	0 55	0 80
" "	⅛s	0 44	0 60
" "	1 lbs. & ½s.	0 40	0 60
" "	¼s	0 38	0 50
" "	½ lbs, & ¼s.	0 35	0 50
" "	1 lbs, ½s. ¼s.	0 30	0 40
" "	½s	0 32	0 40
" "	¼s	0 25	0 30
" "	1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 20
" " ½-lb., " "		0 21
Blue Label, retail at 30c		0 23
Green Label.	40c.	0 30
Red Label, "	50c.	0 35
Orange Label, "	60c.	0 42
Gold Label. "	80c.	55

Pure Gold Jelly Powder } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.

THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

GILLETT'S CREAM TARTAR

	Per doz
½-lb. paper pkgs., 4 doz. in case	0 90
¼-lb. paper pkgs., 4 doz. in case	1 80

	Per case
4 doz. ½-lb. paper pkgs. } 2 doz. ¼-lb. paper pkgs. } assorted	7 20

	Per doz
½-lb. cans with screw covers, 4 doz. in case	1 95
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ½ doz. in case	0 28½
10-lb. wooden boxes	0 26½
25-lb. wooden pails	0 26½
100-lb. kegs	0 25
360-lb. barrels	0 24½

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED EMPIRE BRANCH.

Chewing—Black Watch, 6s	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 6s	46
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar.	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	59

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$12 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent pkgs	1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

Strength | Purity

Your guarantee for profit lies in

"COW BRAND" Baking Soda

because of its popularity with the housewife!

Order from your jobber

CHURCH & DWIGHT

Manufacturers

Uniformity | MONTREAL | Reliability

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

The Beardwood Agency

313 New York Life Building - MONTREAL

About Your Salt?

¶ No trouble to keep you advised.

VERRET, STEWART & CO.
LIMITED
MONTREAL

WETHEY'S CONDENSED MINCE MEAT

(in Cartons)

Just as staple as sugar

No Grocer's Stock is Complete Without It

If your jobber cannot supply you —write us direct.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.

TEAS

Empire Brand
The Guarantee of Quality

Notwithstanding the advance, we have some special values.

Can we send you samples?

GEO. E. BRISTOL & CO.
WHOLESALE GROCERS
HAMILTON - - ONTARIO

4 Free Phones

Use Freely

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building
London, Eng.: 88 Fleet St., E.C. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV. PUBLICATION OFFICE: TORONTO, FEBRUARY 4, 1910. NO. 5.

Robinson's Patent Barley

As a healthy, nourishing, enjoyable, and palatable food for young and old, Robinson's Patent Barley has no equal.

Druggists sell it; grocers sell more of it, those who are wise will sell it always.

Write for particulars

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

Canada's Leading Table Syrup

Being made from the finest selected White Corn, under perfect hygienic conditions and most modern scientific methods,

"Crown Brand" Table Syrup

is a delicious, healthy and nourishing table necessity which every grocer in Canada should sell. Most of them do so now! If you don't, order to-day from your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

UPTON'S

NEW SEASON

PURE ORANGE MARMALADE

NOW READY

LOOK AT THESE PRICES:

Upton's Pure Orange Marmalade

12 oz. Glass Jars, 2 dozen in case -	$1.00 per doz.
16 oz. Glass Jars, 2 dozen in case -	1.45 per doz.
Pint Sealers (24 oz.) 1 dozen in case -	2.00 per doz.
2 lb. Tins, 2 dozen in case - -	7½c. per lb.
4 lb. Tins, 2 dozen in case - -	7½c. per lb.
5 lb. Tins, 8 in crate - - -	7c. per lb.
7 lb. Tins, 12 in case - - -	7c. per lb.
7 lb. Wood Pails, 6 in crate - -	7c. per lb.
30 lb. Wood Pails - - - -	6¾c. per lb.

Freight prepaid on five cases or more shipped direct from factory to

Windsor, Owen Sound, Collingwood, Gravenhurst, Ottawa, Montreal

and to all intervening points in Ontario. To all other points a freight allowance of 25c. per cwt. will be made.

Terms: Net, no Discount.

Profits from Purity

The satisfied customer assures a *permanent* customer, yet without purity satisfaction of the lasting sort is not possible—or probable. Profits from Purity, therefore, command regular trade. *Profits from the articles advertised below are business builders.*

Made pure for sixty years—as pure as pure oil and skill and experience can make it. The most sensitive complexion or most delicate lingerie is safe with "Shell" Soap. Antiseptic, sanitary, clean. Not a *Pure Oil* "tallow soap"—no decaying animal matter in it. Absolutely pure.

"Shell" Soap

Bramwell's Epsom Salts show a noteworthy absence of moisture from top to bottom of package. They are absolutely free from foreign substances. They never have been and never will be classed with ordinary "salts" *"Bramwell's"* of commerce. They are in a class by themselves.

Epsom Salts

Pastacaldi's Peel is prepared from the finest Corsican Citrons and you get what you pay for every time. No excess of sugar, but highest quality selected *"Peels"* peel—drained. Pastacaldi's name on every box.

PASTACALDI'S **Leghorn** CITRON PEEL

ARTHUR P. TIPPET & CO., AGENTS
Montreal, Canada

Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

Winnipeg Office

J. W. SNOWDON
Manufacturers' Agent
413 ST. PAUL STREET
MONTREAL

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE, HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
MONTREAL
General Commission Merchants
Representing Morris Packing Co.
Pork and Lard—Finest Quality

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities
Dominion Warehousing Co., Ltd.
52 Nicholas Street, - Ottawa
J. R. Routh, Manager.

CLARE, LITTLE & CO.,
WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON,
Western Canada

Canadian Manufacturers and Exporters

Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods?
Don't you want some of this business?
You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to

10, Garfield Chambers, Belfast, Ireland

E. H. BOWEN
Manufacturers' Agent and Broker
SHERBROOKE, QUE.

Solicits representation of another first class firm putting up high grade goods. Eastern Townships thoroughly covered by three travellers. Highest references. Write immediately if you desire to have your line well introduced.

E. T. BUSINESS.

Are you getting your share of trade from the rich Eastern Townships of Quebec, Mr. Manufacturer? If not, you should. To get it you need a good agent, one with a strong connection. We are the brokers you require—15 years on the ground.
Write us about your line.

S. ROBITAILLE & CO., Sherbrooke

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers.
Warehousemen
ST. JOHN, - - - N.B.
Open for a few more first-class lines

Finest
Fraser River Sockeye Salmon
On Spot
W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

NEWFOUNDLAND
T. A. MACNAB & CO.
ST. JOHN'S. NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A,B,C, 5th edition, and private.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

W. G. PATRICK & CO.
Manufacturers' Agents
and
Importers
77 York Street, Toronto

MacLaren Imperial Cheese Co.
Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

SPOT GOODS
Muscavado Sugar Sultana Raisins
Two and Three Crown Shelled Almonds
Rolled Oats Flaked Wheat Split Peas
Pot, Pearl and Pinhead Barley
Prices on Application
DOMINION BROKERAGE CO.
73 Front St. E - - - Toronto

WATSON & TRUESDALE
(Successors to Stuart, Watson & Co.)
Wholesale Commission Brokers and Manufacturers' Agents.
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

Canadian Agencies Wanted
E. SAVILLE WEBB
7 St. Stephens Street
BRISTOL, :: ENGLAND

FORT WILLIAM, - ONTARIO
PELTIER BROS.
have an established connection as
MANUFACTURERS' AGENTS
We are open to receive a few more good agencies. We are hustlers and we live in the best district and
Most Promising City in Canada.
Highest references.

Try a Condensed ad. in the Grocer.

Another new creation in "ANCHOR" Brand Quality

ANCHOR BRAND TRADE MARK

JELLY POWDERS

Put up in attractive cartons.

Makes a delicious jelly of just the right consistency.

"ANCHOR" Quality is especially demonstrated in their flavors—so true to name that they are a revelation to all users.

WE HAVE NO FREE DEAL—BUT

You—who can appreciate Quality
—who push goods of good quality
—who depend on QUALITY to create and maintain business—
should stock

ANCHOR BRAND TRADE MARK

JELLY POWDERS

Samples and Quotations for the Asking.

EBY-BLAIN, LIMITED

Wholesale Manufacturing and Importing Grocers, TORONTO

Worth Digesting

MR. GROCER,

Have you ever stopped to think over the question as to which of the most popular Package Teas gives you the best returns? Compare our prices against other package teas you are handling. We think you will soon see, with the popularity Blue Ribbon Tea has with the General Public to-day, that, if you are not handling our lines, it would be to your advantage to do so.

25c.	grade	costs	you	20c. for 1 lbs.
25c.	"	"	"	21c. for ½ lbs.
30c.	"	"	"	24c.
35c.	"	"	"	25c.
40c.	"	"	"	30c.
50c.	"	"	"	35c.
60c.	"	"	"	42c.
80c.	"	"	"	55c.
$1.00	"	"	"	70c.

THE BLUE RIBBON TEA CO., Limited
266 St. Paul St., MONTREAL

Have you had your

MOLASSINE DOG CAKE?

They are suitable for

ALL KINDS OF

DOGS AND PUPPIES

No Fancy Preparations Being Necessary

These Foods are composed of the purest ingredients only. Their unique effects are due to the antiseptic properties of the foods of which the cakes are compounded. They aid digestion, keep dogs' skins and coats in fine condition, eradicate internal worms and parasites and prevent the dogs smelling.

Absolutely Different from all Other Cakes

MOLASSINE DOG CAKES YIELD YOU A FINE PROFIT AND ARE ALWAYS SALEABLE. SEND FOR SAMPLES

ANDREW WATSON

Sole Importer - 91 Place Youville - Montreal

"Molassine Meal Gives Horses Stamina"

FORBES & NADEAU

449 St. Paul Street, - - Montreal

ANNOUNCE TO THE TRADE

that they have entered into partnership as Brokers and Commission Agents, and will do business under the above style. As Manufacturers' Agents they will conscientiously cover the trade and spare no efforts to thoroughly place the several excellent lines they handle.

"BEE" BRAND SPECIALTIES

which were manufactured by Mr. Forbes, will be taken over by the new firm, from whom all information regarding these favorite goods may be obtained.

Mr. W. E. Forbes has had several years' experience in the manufacturing and brokerage business, while Mr. J. A. Nadeau has been for years in the wholesale grocery and brokerage line. Both gentlemen solicit a continuance of patronage extended to them in the past.

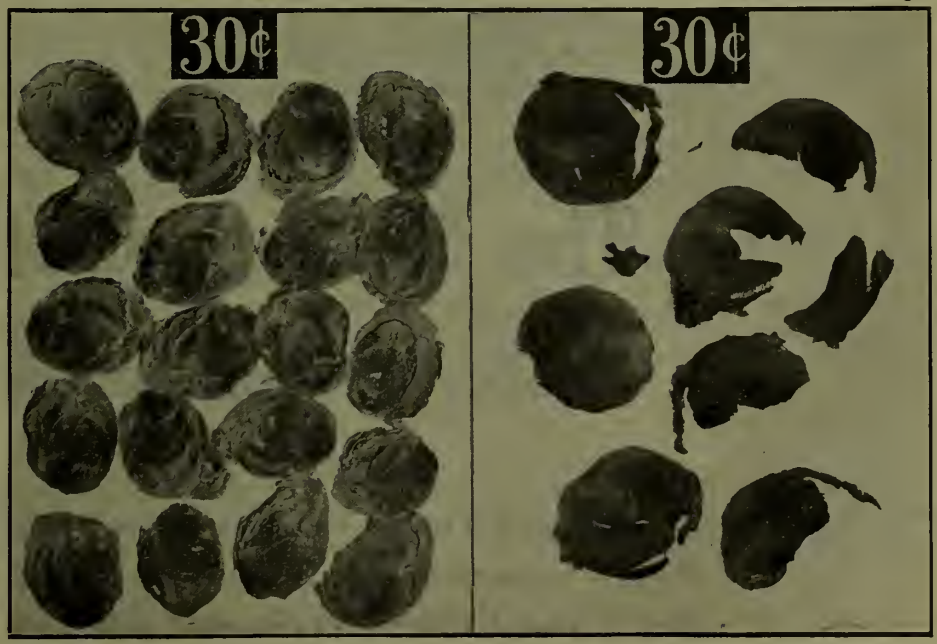
Berkel's Improved Slicing Machine

BERKEL'S Latest Improvement **Patent Knife Guard** to protect operators from accidents by thoughtlessly getting their hands against the circular knife. The only slicing machine in the world that has this protection.

BERKEL'S is the machine with the **Patent Automatic Sharpener,** by means of which the keen cutting edge on the knife is constantly maintained. The only machine with an automatic sharpening device. Simply press the Carborundum wheel shown in the cut above the knife downward and it strikes the knife edge at just the proper angle, a few turns of the wheel and your knife has an edge like a razor.

Will Slice Boiled Ham and Bacon Down to the Last Ounce

We call attention to the photographic production of two plates of boiled ham, there is just **one pound** of ham on each plate, it was all cut from the same piece, the **eight** slices on the right hand plate were cut with an ordinary knife, while the **twenty** uniform **slices** on the left hand plate were **sliced** on a slicing machine. This is an average result. The difference can be more or less marked according to the skill and time given the hand cutting, however the machine **never can vary**, the customer is **always protected** by dealing where there is a **BERKEL'S Improved Slicing Machine.** Dried Beef can be sliced thinner, quicker and better on **BERKEL'S** than any other made. The **BERKEL'S Improved Slicing Machine** is now used by Grocers, Butchers, Department Stores, Delicatessens, Hotels, Restaurants, Hospitals, Educational Institutions, Steamship and Railway Companies, Charitable Institutions, Penal Institutions, the Army and Navy, Soldiers' Homes, etc. **BERKEL'S Improved Slicing Machine** can be set to cut **automatically** (14) different thicknesses, from 1-40 of an inch up to ¾ of an inch, "it cuts **bread** or **meat** equally well," requires no skill to operate and will slice **perfectly** more meat or bread in **twelve** minutes than the most expert cutter can slice by hand in an **hour.** While it is a hand machine, for several years many packers, as well as grocers and marketmen who do a large sliced meat business, have been running their **BERKEL'S Improved Slicing Machines** by mechanical power. Enough pieces of bacon can be put on this machine to cut 300 slices a minute. This should be of interest to those who put up bacon in boxes, glass or tin cans.



CANADIAN SALES AGENTS: **The W. A. FREEMAN CO., Limited, Hamilton, Ont.**

To the Trade:

You Should in Stocking

CEYLON TEA

Be Ever Careful to Buy

The Better Grades.

IT IS

The Most Profitable

Policy in the Long Run.

Selling Cheap Teas at Fine Tea Prices Might Show Big Profits Temporarily, but It Would Eventually Kill Trade. and It Would Discourage Growing Fine Teas.

"AYLMER" JAMS, JELLIES PRESERVES, etc.

Every Glass Jar or other package of "AYLMER" Jams, Jellies or Marmalades is Guaranteed Absolutely Pure, put up from FRESH FRUIT when in season and FINEST GRANULATED SUGAR.

The flavor and high quality of "AYLMER" Preserves cannot be obtained in preserves made from pulp.

NO PRESERVATIVES

NO COLORING

At every process cleanliness is reduced to a science.

"AYLMER" New Season's Scotch Marmalade and Orange Jelly Marmalade now ready. Send in your orders at once for stocks of these fine goods.

CANADIAN CANNERS

Limited

HAMILTON, - CANADA

STORAGE IN HAMILTON

A new fireproof Storage Warehouse.

TRACK FACILITIES

Every convenience to reduce the cost of handling Merchandise

IN BOND OR FREE

Lowest Insurance

Experienced Warehousemen

Accounts Solicited

Storage and Transfer Co., Limited

Hamilton - - - Ont.

"BRITAIN'S BEST"

DUERR'S

VACUUM-BOTTLED

J A M S

ARE UNEQUALLED FOR FLAVOR

Keep perfectly any length of time.
Absolutely pure
No preservatives.
English fruit and cane sugar only.
One size, 1½ pounds net, attractively labelled.

Ask your wholesaler

Duerr & Sons, Old Trafford, Manchester, Eng.

Wolverine **Show Cases**

The best show case made in America for the money.

Price, $4.50 per foot f.o.b. Detroit

W. H. ESCOTT
141 Bannatyne Avenue, Winnipeg. Selling Agent

No. 100.
This case is finished in golden oak—Beveled plate top.
—Shipped K.D.—

Made by

Michigan Show Case Co., Detroit, Mich.

SPRING ORDERS NOW!

Anticipate your house-cleaning-time needs by ordering requirements in good time. We are booking daily large orders, and want yours as quickly as possible. You know **Royal Polishes**—what they will do, their popularity—and you have before now realized the profit they carry for you.

ROYAL POLISHES COMPANY
MONTREAL

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

Saves time.
Saves money.
Saves you bags.

McGregor's Patent Bag Holder

Should be in every grocer's store.

KILGOUR BROS.
Wellington St. West, TORONTO

DUST IS A GENERAL NUISANCE

BUT IT CAN BE AVOIDED BY USING

DUSTBANE

on sweeping day. "Dustbane," moreover, disinfects the room and restores carpets and rugs to their original freshness. The women swear by "Dustbane" when once they have used it. Get them on your side by selling "Dustbane." There's money in it for you.

Dustbane Manufacturing Co.
Boston, - Mass.

Canadian Factories: Winnipeg, Manitoba. St. John, N.B.

Ask Your Wholesaler for These Goods

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

The Maul that Drives the Arrow of Profit to the Bell of Success.

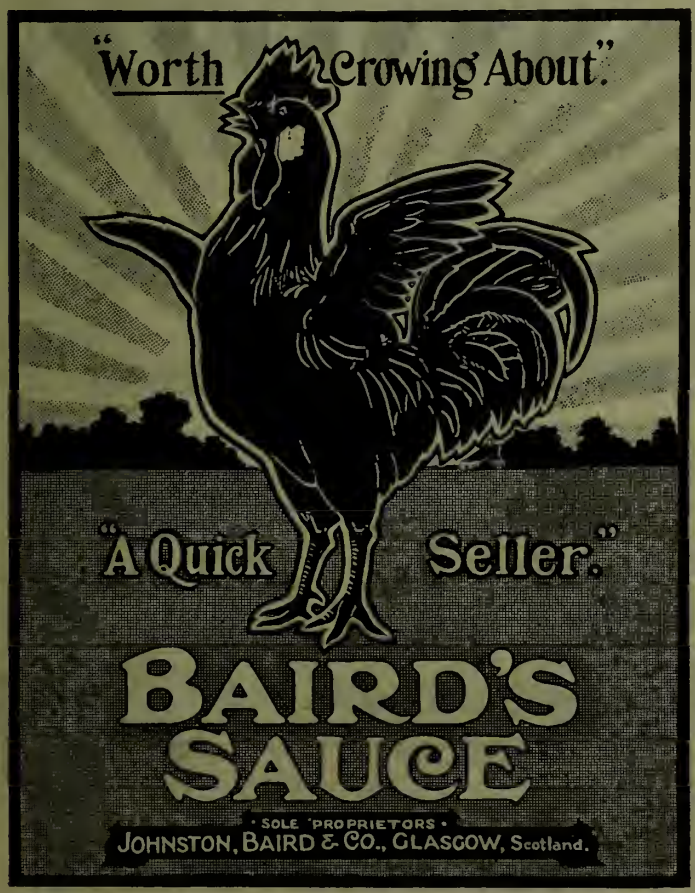
¶ We don't believe we have omitted anything necessary to make **CAMPBELL'S SOUPS** mean success to you as well as to us. Our advertising tells all your customers about them. The quality of **CAMPBELL'S SOUPS** keeps everybody buying them who has tried them, and if you will add your salesmanship there won't be anybody who isn't a regular customer for them—at 33⅓% profit for you.

Joseph Campbell Company

CAMDEN, N.J.

ROSE & LAFLAMME, Ltd., 400 St. Paul St., Montreal and 65 Front St. East, Toronto, Canadian Selling Agents

"21 Kinds." "Look for the Red and White Label."



Isn't it a rather significant fact that over 95 per cent. of the salt sold in Canada, for table, and butter and cheese making, is

Windsor Salt

Are the other slow-selling brands worth the room they take up in your store?

The Canadian Salt Co.

Limited

Windsor - - - Ontario

To be as good as Cook's Friend has been the aim of many brands which have fallen by the wayside.

Cook's Friend

is the standard by which all Baking Powders are measured.

A LEADER FOR 50 YEARS

MANUFACTURED BY

W. D. McLAREN, LIMITED

BAKING POWDER SPECIALISTS - - - - - - MONTREAL

By Special royal permission

A Right Selection

of Sardines is of the utmost importance to every grocer, but it is never easy to know just what to handle. In canned fish

KING OSCAR Brand SARDINES

are always uniformly pure, sweet and well packed and prove a profitable and quick-selling line.

CANADIAN AGENTS

J. W. BICKLE & GREENING

(J. A. Henderson)

HAMILTON - - - ONT.

"Too great haste leads to error."

AVOID MAKING ERRORS BY USING

EARNSCLIFFE LINEN BOND

A first-class Paper for Blank Books and general office stationery. Samples sent on request.

THE ROLLAND PAPER COMPANY, LIMITED

MONTREAL, QUE.

JAPAN TEAS

Closing-out prices on our balance of stock will be interesting to Jobbers.

See Samples

S. T. NISHIMURA & CO.

MONTREAL

H.P. SAUCE

England's Most Popular Sauce

H.P.'s popularity as the ideal sauce has reached Canada. The live H.P. Canadian advertising is creating a demand for *YOU* to supply.

If there is any difficulty in obtaining H.P. Sauce, send a post card to our agents,

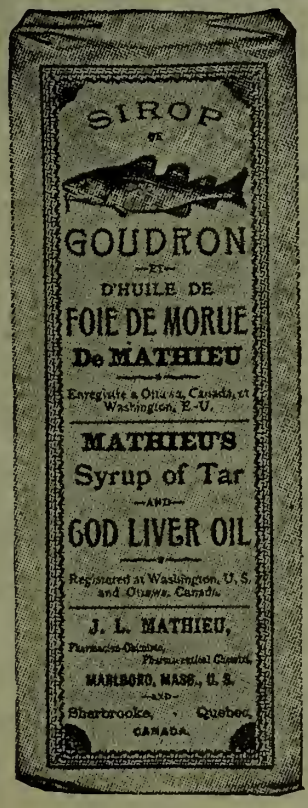
W. G. Patrick & Co., Toronto and Montreal
The Midland Vinegar Co., Birmingham, Eng.
R. B. Seeton & Co., Halifax, N.S.
W. H. Escott, Winnipeg, Man.

St. Lawrence

GRANULATED
and
GOLDEN YELLOWS

Made only from Pure Cane Sugar

The St. Lawrence Sugar Refining Co., Ltd.
Montreal



MATHIEU'S SYRUP
of Tar and Cod Liver Oil

has a more certain sale than most remedies. It is largely advertised, so that every one is familiar with the name.

It has been so successful in effecting cures that every user is a publisher of its excellent qualities.

Its sales have increased wonderfully everywhere. It is a sure seller.

MATHIEU'S NERVINE POWDERS

are needed wherever colds are attended with pains and fever.

See that you are well supplied with both, as the season of Colds is now on.

J. L. MATHIEU CO., Props.,
SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

GOOD COFFEE

Coffee better than the average. Coffee superior to others. Coffee so exquisite in flavor.

That people want it again—and again. That's what

AURORA COFFEE

is. The best that money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO. Wholesale Grocers Coffee Importers **HAMILTON**

BRANCH HOUSE: SAULT STE. MARIE

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

Manzanillas, Queens, Club House, Nutoliv
Pitted, Celery Stuffed, Pimento Stuffed

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE. WINNIPEG

QUAKER SALMON!

Did you but know of the hundreds of thousands of tins annually sold, you would appreciate the more the quality of the fish. If the merit was not there the salmon would not sell as it does.

Of course, YOU are selling Quaker Brand?

MATHEWSON'S SONS
Wholesale Grocers
202 McGill Street, - MONTREAL

Do you use

Redpath

Extra Granulated and other grades of Refined Sugar? They represent perfection in Sugar Refining.

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que

Strength and Purity Are What Count

in the sale of Flavoring Extracts. And for the last quarter of a century, Mr. Grocer,

Shirriff's Flavoring Extracts

have proven the highest in those qualities which tell of superiority and speak satisfaction every time a bottle is uncorked.

IMPERIAL EXTRACT CO., 8, 10, 12 Matilda St. TORONTO, CAN.

1910

Tartan BRAND

Our Annual Tea Sale

January and February Bargains

Black Tea, 14c to $1.00 per lb.
Green Tea, 14c to 60c per lb.

Samples mailed on application. See our travellers.

BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**

Canada's Best in Pickles

Disappointment comes neither to grocer nor customer when

STERLING BRAND PICKLES

are the choice.

With stock-taking over see that your line is assorted in all kinds of Sterling goods.

Order direct or from your jobber.

The T. A. Lytle Co., Ltd.
Sterling Road, Toronto, Can.

FINE OLD ENGLISH

Pure Orange Marmalade

SEASON 1910
NOW READY FOR DELIVERY
100% PURE

No color or preservative used. Finest Seville Bitter Oranges and best granulated sugar only.

WAGSTAFFE, Ltd.
PURE FRUIT PRESERVERS
HAMILTON, - ONTARIO

EWING'S HIGH GRADE HERBS

It is ever your aim to please your customers—it is most profitable for you to do so. By selling EWING'S

Sage, Savory, Thyme, Mint, Marjoram

you please the most critical users of herbs. Do not wait until you are out before stocking up again.

S. H. EWING & SONS
Montreal Toronto

Repeat Orders is the story of all Grocers who handle

Canada First Evaporated Cream

There is nothing to equal it as a pure, healthful substitute for fresh cow's milk. Every can guaranteed absolutely pure and thoroughly sterilized. Order from your wholesaler.

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

EVERY MOTHER

Wants the Richest Milk for her Baby

Jersey Sterilized Cream

is 13% Richer than the Best of other brands in Canada,

The Truro Condensed Milk Co., Limited, Truro, N.S.

EVERY GROCER
WHO HANDLES

WHITE SWAN

BRAND
OF

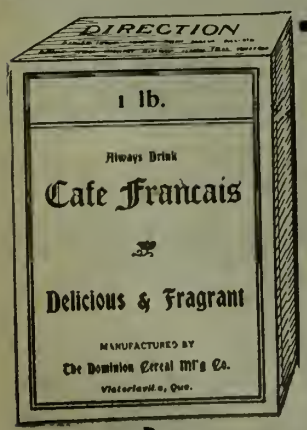
COFFEE—SPICES

EXTRACTS

CEREALS OR LYE

HANDLES

ABSOLUTE PURITY



Every Progressive Grocer Sells

a line which yields him large profit, and which proves a repeat seller. That is why we strongly urge you to sell this line, which is "Coffee with the after effects taken out." A winner all the time. ***Sample Free.***

Dominion Cereal Mfg. Co.

Also Makers of Imperial Self Raising Flour — Victoriaville, Que.

Cafe Francais

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR

LONDON, ENGLAND

Commands a Preference over all others.

IS THE BEST

Made from the finest malted barley.

AGENTS

W. S. Clawson & Co., South Wharf, St. John, N.B.
Green & Co., 25 Front Street East, Toronto
J. W. Snowdon, 413 St. Paul St., Montreal
W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.

We are open to do business on easy consignment terms

Write our Agents for Particulars

ASEPTO SOAP POWDER

"The Enemy of Dirt"

Whether for washing clothes or for house-cleaning, "ASEPTO" will be found the most effective, quickest and most economical soap on the market. Recommend "ASEPTO"—its qualities only want to be known—and you will be astonished how it sells.

Leaves you a good profit. Write us

Asepto Mfg. Co., St. John, N.B.

Fire Protection

The Merchant Must Have a Register That Will Fit His Safe.

The interior of the Huber takes out and WILL FIT ANY SAFE. Besides—it cuts out Book-keeping; does your collecting; pleases your customers and increases your trade. Hundreds of Canadian merchants have used it for over three years.

WRITE FOR PARTICULARS.

R. B. Belden & Co.,

Manufacturers

178-180 Victoria Street - - Toronto

The Successful Grocer knows that handling a full range of

RICHARDS PURE SOAP

means substantial soap profit for him. Follow the lead of those who have made good, and stock

RICHARDS

QUICK NAPTHA SOAP SNOWFLAKE SOAP CHIPS

AMMONIA POWDER 100% PURE LYE TOILET SOAPS

A1 SAUCE

This sauce has been delighting the palate for 100 years, and is still giving a zest and relish to the plainest and richest fare.

As a merchant you are interested both in quality and profit. You'll find both satisfactory.

A1 Sauce will repay you well for any trouble you may go to in giving it prominent display and asking your customers to try it. Sample it yourself, though, first.

GENERAL AGENTS:

THOS. O. BAXTER, 27 Front St. E., Toronto. H. HUBBARD, 27 Common St., Montreal. R. T. TINN, 337 Hastings St. W., Vancouver.

We also make a full line of Meat Extracts, Essences, Soups and Potted Meats.

BRAND & CO., Limited, Purveyors to H.M. the King **London, England**

Goodwillie's

Pure Fruits

In Glass

There is nothing to be gained by your experimenting with a dozen and one different packs of Pure Fruits.

So why not begin correctly by ordering, and featuring, **Goodwillie's**, the brand that always leads.

You will find it to your own advantage to handle **Goodwillie's**, and you will greatly please your customers.

Your wholesaler will gladly furnish prices.

AGENTS:

Rose & Laflamme, Ltd., Montreal and Toronto

The goods it pays you best to handle are those which give universal satisfaction.

JOSÉ SEGALERVA

MALAGA, SPAIN

packs

Malaga Table Raisins

Malaga Loose Muscatels

Jordan Shelled Almonds

Valencia Shelled Almonds

which are known everywhere for their uniform, ever-dependable quality.

It is such goods that give universal satisfaction

Agents

ROSE & LAFLAMME, LIMITED

MONTREAL AND TORONTO

Your Customers Want

foods that you can absolutely guarantee. There is both safety and good profit for the grocer in selling

HEINZ
57 VARIETIES
Pure Food Products

(The kind that contain no preservatives)

because he can unhesitatingly recommend them to his best trade. They stand every test of the Pure Food Laws and are guaranteed to suit. Money back to your customer if they ever fail to please.

Anything that's HEINZ is safe to sell.

H. J. HEINZ COMPANY.

New York Pittsburg Chicago London

MADE IN CANADA

PAYS FOR THE PRIVILEGE OF WORKING FOR YOU

If some bright, intelligent person should offer to pay you one—two—or three hundred dollars for the privilege of working for you, would you give him the position providing he was neat, attractive, honest and well recommended by others?

THE McCASKEY ACCOUNT REGISTER

will take the place of one clerk in most any store that employs five people.
Four people can do more work with a *McCASKEY SYSTEM* than five people can do with the day book and ledger system.
It pays for itself several times over the first year.
It handles accounts quickly, accurately snd satiafactorily.
Every account posted up to the minute.
Complete information at hand regarding all your customers.
Prevents goods leaving the store without being charged.
The greatest collector ever invented.
Nearly sixty thousand up-to-date merchants are using the *McCaskey System*.
Information is free. Drop us a postal.

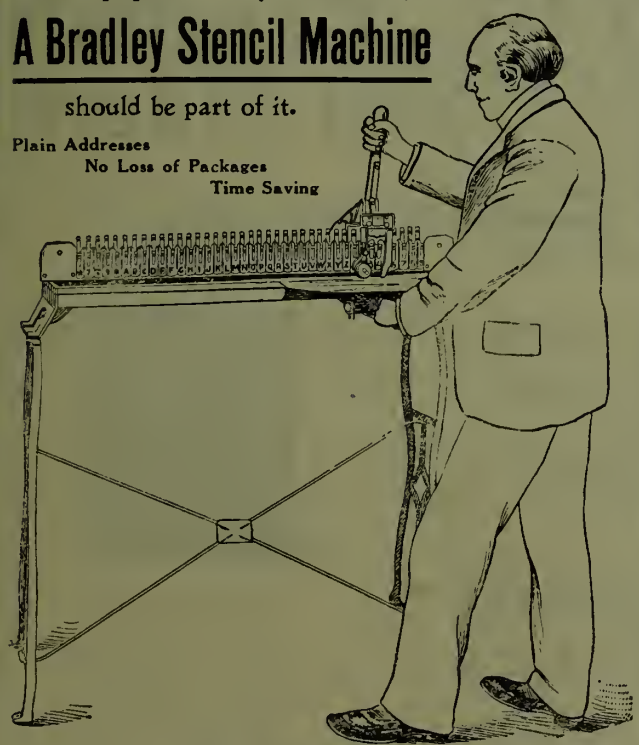
DOMINION REGISTER COMPANY, Limited
Successor to The McCaskey Register Co. in Canada
96-104 Spadina Avenue TORONTO, CANADA

Your equipment may be the best, but to have it so

A Bradley Stencil Machine

should be part of it.

Plain Addresses
No Loss of Packages
Time Saving



LET US SEND YOU PARTICULARS

HAMILTON STAMP & STENCIL WORKS, Limited
Sole Canadian Agents
HAMILTON and TORONTO
Toronto Office and Wareroom: 38 Colborne St. and Leader Lane

GINGERBREAD
BRAND
Creates the Demand

This well-known Molasses is packed in tins—2's, 3's, 5's, 10's and 20's; in pails—1's, 2's, 3's and 5's, 10 gallon kegs, half-barrels and barrels.

When ordering from your wholesaler mention the above brand.

The Dominion Molasses Co., Limited

HALIFAX - NOVA SCOTIA

Borden's Brands are standard—

IT takes goods of known quality – standard goods like Borden's---to build strength into a retail business---the sort of strength that endures throughout the years, and by means of which a large volume of profitable trade is attracted---and held.

Always give prominent display to Borden's Brands. They'll repay you handsomely for your attention.

UNSWEETENED

Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Mason & Hickey, Winnipeg, Man.
Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

CANADIAN PACIFIC

WESTERN EXCURSIONS

Single Fare

Plus $2.00 for the Round Trip

From all stations in Ontario, Port Arthur and West, Manitoba, Saskatchewan and Alberta, to

VANCOUVER VICTORIA and WESTMINSTER

Also to OKANAGAN VALLEY and KOOTENAY POINTS

Tickets on sale December 16, 17, 18, 1909; January 21, 22, 23 and 24; February 15, 16, 17 1910; good to return within three months.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

CHINESE STARCH

Money Maker
Known Everywhere
Repeat Seller
Best Value

Get Prices

OCEAN MILLS
MONTREAL

Canada's Leader!

Why Sell Inferior Brands

When You Can Get the Best for the Same Money ?

W. P. Downey
Montreal

Your Guarantee of Purity

Purity in your Canned Goods is a quality indispensable to successful trading, and your best interests are safeguarded if you are handling "OLD HOMESTEAD" Brand.

Only the finest fresh fruits and vegetables are handled by us in our up-to-date, sanitary factory, all second-grade goods being rejected by our inspectors.

The result is a line of Canned Goods second to none and approached in quality by only a few of the very best.

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

will get you trade and keep it in your store, because they invariably give satisfaction. No single line you handle reflects more directly on your stock in general than your CANNED GOODS, and that reflection will be all you could wish if your leading line is "OLD HOMESTEAD." Try a few cases.

Old Homestead Canning Co.

Picton, - - - - - Ontario

We pave your way to greater profits

Apart from the undoubted excellence of

"E.D.S." Brand Jams and Jellies

you must realize how profitable it is to handle a line of goods backed by regular consumer advertising. This is what we are now doing—creating a demand for you.

Any proposition that brings trade to your store is worth investigating, isn't it? Give "E.D.S." Brand a trial. There's money in it for you.

Made by **E. D. SMITH,** at his fruit farm

WINONA - ONTARIO

Stock our newest line—UNFERMENTED GRAPE JUICE

There will be no New Maple Syrup Until Sap Runs—Then You can get "Pride of Canada" Brand

Firms may prate of "new season" maple syrup, but there will be absolutely none until sap runs, which is never before end of March or beginning of April.

Do not make the mistake of **buying for immediate delivery.** You cannot get the goods.

But you **can** order now—and you **should,** to serve your best interests—for **future delivery,** that you may get genuine, new maple Syrup **early in April.**

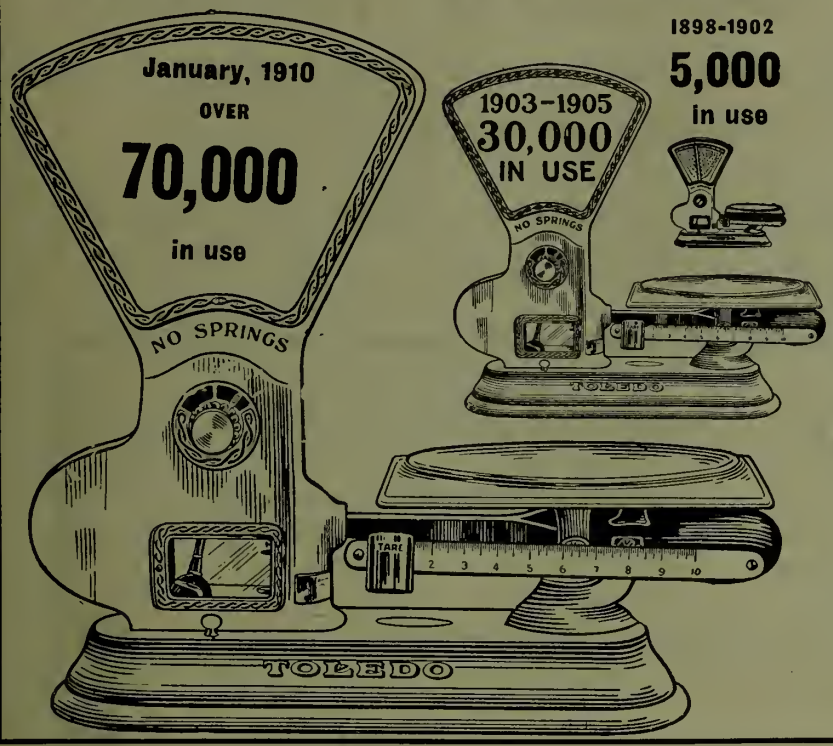
By specifying "Pride of Canada" Brand you will secure the purest, genuine maple sprup, the brand that has stood all Government tests.

ORDER IMMEDIATELY

Maple Tree Producers Association, Limited - - Waterloo, Quebec

Montreal Office: 58 Wellington St. Toronto Agent: W. J. Dack

GROWTH—AN INDEX OF MERIT



The first springless, automatic, computing scale ever made was invented and built in Toledo in 1898. That scale, though most crude as compared with the improved 1910 models of Toledo scales, marked the greatest advance in scale building and retail store weighing methods in the history of civilization.

It Solved the Problem of Accurate Weight

It provided the merchant with the first practical, reliable device for measuring and determining the money value of his merchandise. Due to the superiority of its springless, automatic principle, the popularity of Toledo scales has grown world wide. Now England, Canada, Australia, Europe, New Zealand, South America and Mexico use these scales.

102 styles and sizes of Toledo Scales: adapted to all classes of stores. Price **$40.00** to **$175.** *We guarantee to furnish a better automatic computing scale for less money than you can get from any other source.*

TOLEDO COMPUTING SCALE CO.

MAKERS OF HONEST SCALES

335 YONGE STREET, TORONTO, ONT.

WRITE NEAREST AGENCY FOR PARTICULARS.

OFFICES:—Cor. Notre Dame and St. Gabriel Sts., Montreal; 374 Portage Ave., Winnipeg; Times Block, Moose Jaw, Saskatoon; Herald Block, Calgary; 620 First Street, Edmonton; 351 Homer St., Vancouver.

The Government's Opinion of Our Factory Is Well Worth Considering—

Here is what the Dominion Government Inspector of Canned Fruits and Vegetables had to say about our factory—as reported in the St. John Standard of Wednesday, December 22nd, 1909:

> "———found everything in excellent shape. He "said that they were doing a very good business "and that the class of canned goods put up was "of the best quality."

It is in this factory that **BOSTON BAKED BEANS** and **BALAKLAVA BRAND SARDINES** are packed.

Quality Will Out—and a Government Inspector is Certainly a Disinterested Party.

The Eastern Canning Co., Port Canada, N.B.

One reason why you should keep our

Meadow Cream Sodas

in stock is because they are the lightest and crispest in the market.

Send for a sample order and see for yourself.

The W. J. Crothers Co., Ltd., - Kingston, Ontario

ROWAT'S 2 WINNERS

Two time-tried, merit-proved staples of quite unparalleled popular favor, gained through many years of uniform satisfaction-giving.

The wise grocer, in business for profit, never lets run low his stock of

Rowat's Pickles and Olives

and

Paterson's Worcester Sauce

PROPRIETORS:

ROWAT & CO. - Glasgow, Scotland

CANADIAN DISTRIBUTORS:—Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, and Ontario; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.; Nicholson & Bain, Winnipeg, Edmonton, Calgary.

DOME LEAD

There is no better stove polish to be had in the world than

James Dome Black Lead

Pays both Jobber and Retailer a Good Profit.

W. G. A. LAMBE & CO. - Canadian Agents.

Fort William Winnipeg Regina

NEW
CALGARY
WAREHOUSE

— of —

Tees & Persse of Alberta, Ltd.

Manufacturers' Agents
and Warehousemen

Calgary and Edmonton

Snap Sells

¶ Not alone the service you render carries weight, but the goods you sell, when the question of influencing trade to your store arises.

¶ The daily household work entails soiled hands —and SNAP is the most easily applied, and most effective preparation for the cleansing of soiled hands.

¶ Snap is antiseptic and beneficial to the skin, and the selling of SNAP means repeat orders and good profit.

The Snap Co., Limited

MONTREAL

ESTABLISHED 1894

"McLEAN'S"

White Moss Cocoanut

PROUD? CERTAINLY

of our goods and of our name and the success we are having.

We cut the first strip in Canada, we created the name, both have been as closely copied as the Law will permit.

Do you find a poor article copied?? We want you to share our success by giving your customers **McLean's White Moss.**

THE

Canadian Cocoanut Co.

Montreal

While many Brands of Maple Syrup, so-called, are being foisted on the market

Diamond Brand Maple Syrup

maintains that high standard achieved—known for years—giving entire satisfaction to the trade. Do not be misled in purchasing your stock. Many makes are being sold "just as good as"—but you know what that means. So insist on having the famous, old reliable, backed-by-a-reputation

Diamond Brand Maple Syrup

Sugars & Canners, Limited,
Montreal

THE LARGEST SAUCE FACTORY IN THE WORLD

HOLBROOK'S
Worcestershire
SAUCE

Punch Sauce

Pure Malt Vinegar

Pure Pickles

Local Agents

Quebec: J. R. Renaud & Co.
Montreal: F. L. Benedict & Co.
Winnipeg: J. D. Brack & Co.
Regina: Campbell Bros. & Wilson
Calgary: Campbell, Wilson & Horne
Vancouver: Kelly, Douglas & Co.
Victoria: Wilson Bros.

HOLBROOKS LIMITED

Canadian-American Branch
40 Scott Street, Toronto, Canada

DO YOU WANT to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 181 for yearly rates

Fresh Tea Is All Important

—it is the life of your trade. Any tea kept in stock six months loses one cent per pound in value, after one year two cents, after two years it is positively unfit for sale.

Tea is at its best the day it is fired in the gardens, and although in sealed metal packages, it keeps very much better than in bulk, still it loses flavor. We do our utmost to have "SALADA" reach the consumer in all its garden freshness and fine flavor, and ask the co-operation of every retailer in our efforts to serve the public with FRESH tea. Our advice is to buy not more than three months' supply at a time. Eighteen years' experience proves to us that this is vitally important.

If any retailer—anywhere—at any time, has any "SALADA" in stock that is over six months old, ship it back to us (freight collect) and we will refund the full purchase price. We back up our belief in the paramount importance of FRESH tea by this sweeping guarantee.

The "SALADA" Tea Co. Toronto and Montreal

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New Business in Selling Butter Scientifically

The Grocer Who Did Some Solid Thinking Made $208 Profit More than a Competitor Who Was Careless in His Methods—He Also Increased His Business Because He Did Business on the Modern Plan — What Selling Poor Butter Will do to a Merchant's Trade.

That careless and unscientific methods in selling butter react against the entire business is shown by the experience of a one-time influential grocer in a large Canadian town.

This town was located in the midst of a good farming district, but as usual with farming communities the farmers' wives did not all make the same quality of butter.

It even happened that on some occasions the same farmer's wife made poorer butter than at other times.

The grocer, however, did not discriminate in buying butter ; he had one price each Wednesday and Saturday for every pound of butter that was offered him.

In order, as he figured, to secure as much of the country trade as he could he took all the butter off the hands of the farmers and their wives. For this butter he paid on an average during a whole year of 21 cents.

A hundred customers purchased butter from him, each one representing a household averaging five persons.

To each customer he sold an average of 4 lbs. of butter per week ; that made 400 lbs. altogether during each week.

In the year of 52 weeks 20,800 lbs. of butter went to the 100 customers.

At 21 cents per pound, the butter cost the grocer $4,368.

The average selling price of this butter during the year was 24 cents ; therefore the grocer received $4,992.

This left a gross margin of profit of $624, which is a little more than 14 p.c. of the total cost.

It cost him about 12 p.c. to do business in that town, so that his net profit was pretty small.

Apart from the cost and profit on the butter sold, this grocer had considerable difficulty in retaining the interest of the 100 customers in his store.

Each week he invariably got several pounds of poor butter from the country as well as some of better quality.

The result was some of his best customers were sold inferior butter—butter which the family disliked and wouldn't use it on the table.

Housewives became disgusted, used the butter for baking purposes, and "spoke" to the grocer for sending it.

He promised to do better in future—to give them better butter—but again in a few weeks' time, the same customers would receive another lot of a poor quality, tainted and not fit for table use.

No more dependence was placed on this unscientific grocer ; several of the hundred customers refused to buy butter from him and a number of others left his store altogether.

He forgot that consumers wanted good butter—more particularly probably than anything else they used—and that they would not hesitate to pay 4 or 5 cents extra if they were positive that good quality was being secured.

Discussing the butter problem at afternoon teas and evening social functions, women told of the poor butter they had received once or twice from that grocer. This had the effect of ensuring the butter trade of the others present for his competitors.

Butter can be sold at a fairly good profit and also have a tendency to attract new business if the grocer exercises sufficient care in buying and selling ; in other words scientific methods in handling butter are money makers.

This was exemplified by another grocer in that same town—he gave his butter trade attention and satisfied his customers because he did business on the scientific plan.

His own family always wanted butter of good quality and refused to eat any other kind.

This caused him to treat his customers in the same manner, so he made it a point to see that they were sold good butter only—butter that he could safely recommend.

As this was a town surrounded by a good farming district, he had several customers from the country ; these occasionally brought him butter.

He judiciously pointed out to them that he would pay a good price for real good dairy butter, but that he couldn't take tainted butter on account of the poor demand for it.

What he accepted was not nearly enough to supply his customers, 100 of whom bought butter from him ; he secured the remainder from the wholesale provision houses, purchasing a good creamery brand.

Each of his customers represented an average household of five members and bought on an average of 4 pounds per week at the beginning of the year.

This made 400 lbs. per week or 20,800 lbs. during the year.

For the butter he bought, he paid an average of 24 cents per lb., making a total of $4,992 for the year, which was what the other grocer received.

Because he kept nothing but good butter on hand at all times, he was able to sell it at a good price—he received an average of 28 cents per pound.

That made a total of $5,824—a gross profit of $832, or about 17 p.c. on the cost.

But this did not represent all his profits. Because he sold first-class butter at all times, many of the families to whom he sold it began to eat more and towards the end of the year he was selling an average of 4¼ lbs. per week to each customer.

As all grocers know, the women of the households discuss the merits of the food they buy and tell each other where they get it.

The grocer observed this and made sure that when any of his customers talked about butter his store would be favorably mentioned.

The result was while he lost one or two customers from the country because he would not accept all their butter, he secured many new town customers through having the good quality.

He kept a fine refrigerator in his store and in placing his butter in it he made sure that no other foodstuffs were there that would tend to taint it—he knew that butter readily absorbed other flavors.

Because he exercised care in buying, handling, and selling butter, he not only made a fair profit, but brought new business to his store.

He made in money at least $208 more out of butter during the year than the other grocer.

Why the Co-operative Bill Should Not Be Passed

Hamilton and Brantford Retail Grocers' Associations Hold Joint Meeting to Hear Address Against the Bill—How it Will Give Special Privileges to a Few—Resolution Against it.

Hamilton, Feb. 1.—That a strong feeling in opposition to the bill about to be presented to the House of Commons in favor of Co-operative Societies of Great Britain, has grown up in Ontario, was shown by the meeting held in Hamilton recently, called by the retail grocers, mention of which was made in last week's issue. It was largely attended by them and other retail merchants. There was also present a large deputation from Brantford, the home city of Lloyd Harris, M.P., one of the chief promoters of the measure. Among the Brantford merchants present were Mr. Millan, president of Brantford Grocers' and Butchers' Association, Jas. Burns, F. C. Harp, R. L. Foulds, and others.

J. A. McIntosh, president of the Hamilton Grocers' Association acted as chairman, and introduced E. M. Trowern of the Dominion Retail Merchants' Association. Mr. Trowern thoroughly convinced his audience that timely action should be taken to prevent the Bill getting through. Taking up clause by clause, he pointed out in each what objections the retailers had to it, showing that it was a bit of class legislation that no democratic people should stand for. That the present Joint Stock Companies Act provided sufficient safeguards for those desiring to go into legitimate business was shown, and also that there was no reason why special privileges should be granted to any. The passing of the Co-operative Bill would give the promoters freedom from personal liability, and afford them an opportunity to solicit stock from farmers and workingmen not conversant with the details of a retail business.

He declared that the proposed company which sought legislation was practically the International Co-operative Co., of Great Britain, of which our Governor-General is a director, and accused him of taking an active interest in the promotion of the Monk Bill, which was defeated in the Senate last session, and went so far as to say that he had sent him a letter saying that if he did not desist the matter would be referred to the King and his recall demanded.

Apparently Not Dangerous.

The bill he considered was very smooth, and to the lay mind did not appear dangerous. But going carefully into it, he maintained that its very smoothness contained the element of danger to the community, it being a voluminous affair covering about nineteen pages of closely printed matter. One of the features objected to was that it gave the privilege to six or seven men of forming themselves into a Co-operative Society, by sending their names to the Secretary of State for registration, and then to go ahead and do business as a "limited" company, without one dollar of expense. Then they were in a position to go out and solicit their sale of stock to farmers and others with the promise of dividends on their money, as well as fancy dividends on their purchases. Another feature was the selection of an auditor from among themselves—instead of a chartered accountant, as required by law. If the company disbanded with an excess of liabilities, the members of it could go their ways, unmolested, and there was no one responsible for the unpaid accounts.

Mr. Trowern next stated that in the Old Country, where Co-operative Societies claimed to benefit the workingmen, their own employes received starvation wages, while the laboring classes supplied the capital on which the concerns were operated. He produced figures showing that last year in the Old Country they did a business of over ninety-eight millions of dollars, twenty-one millions of which was the turnover in groceries alone.

Every retail as well as every wholesale merchant in Canada is urged to see the member from the constituency in which he resides, and explain the facts to him.

The Honorable
The Members of the Senate and House of Commons,
Ottawa, Ont.

Hon. Sirs,—

We, the undersigned retail merchants, residents and electors of the Municipality of Hamilton, Ont., have learned with alarm that a Bill known as Bill No. 50 has again been introduced into the House of Commons to grant special privileges to Co-operative Societies, by allowing them to purchase goods as a Society, and escape personal liability, and thus evade not only the payments of the fees that are now paid under the Joint Stock Companies Act, but also the regulations governing the Act.

The object of these Societies, wherever they are established, is to allure the buying public to place money into them by offering an inducement in the form of a dividend on their purchases to be returned at a given time. These dividends act the same as a bribe, and while the public are not served as well, the system does great harm to skilled retail merchants whose profits are so small that they could not afford to make these deceptive offers, even if they felt disposed to do so. The system, therefore, injures legitimate retail merchandising by lessening the value of the business property of cities and towns, and by destroying the value of the great army of employes dependent upon the proper handling and distributing of merchandise, and it introduces into Canada by Government consent a fallacious and unsound system of doing business.

We, therefore, ask you to not grant the passage of this Bill and thus prevent the promoters of this Bill from having the privileges they desire, as it will injure the merchants, manufacturers and farmers of Canada and deceive the consumers.

Resolution Against the Bill.

Speeches were made by Brantford and Hamilton merchants, after which the following resolution was unanimously carried, moved by John O. Carpenter, seconded by Mr. Millan, that:

> "Having gone fully into the detail of the Co-operative Bill, we find that the bill grants special privileges to Co-operative Societies, and that its purpose is to give those who are not familiar with the retail trade an opportunity of securing subscriptions from the public, and that the result will be a great loss to subscribers and an injury to the retail merchants and consumers, and we recommend that the bill be not passed."

A hearty vote of thanks was tendered to the Brantford merchants for their attendance and also to Mr. Trowern for his address.

A public meeting will be called shortly in Brantford, when Lloyd Harris will be invited to give his opinion on the bill to Brantford merchants.

The Howard Mfg Co. has purchased an extra piece of property in the nature of a three-storey house, which has been annexed to their factory in Dartmouth, N.S. This firm has quietly occupied an up-to-date factory, in which modern machinery for the manufacture of numerous grocery sundries will be undertaken. One department of note will be a special chemical laboratory wherein experimental work will be conducted.

Window Card Sold Hundreds of Pounds Raw Sugar

Peterboro Grocer Tells of Value of the Display Card in the Window—Got Other Grocers Interested and Sold to Them—Had to Replenish His Stock.

Grocers are apt sometimes to overlook the value of the window card. To test a display card's value, the proper article should be shown at the proper time. While it often occurs that no apparent results have been obtained, yet on special occasions when direct results are to be expected, the show-card seldom fails. This must be taken as conclusive evidence that it performs its selling work—if proper attention is given it—the same as the window itself or an advertisement in the daily newspaper.

A Simple Window Show Card Which Brought New Business to a Grocer.

A good example of the value of the window card is given by J. M. Donovan, a Peterboro, Ont., grocer, who closely follows the store hints given in The Canadian Grocer.

Just before Christmas he tested the show card idea by using a small card as shown by the accompanying cut. The card was 10 x 9 inches in dimensions, not an elaborate one, but just a simple card that had been sent Mr. Donovan with some blue that he had purchased.

In referring to the card, Mr. Donovan writes:

"It has proved its value, and done it well too. Owing to the good results it produced, and having taken the suggestions of its make up from The Grocer, is why I am sending it as its possession will tell you more than I could put on two sheets of paper.

"I had it set into a split peg and then driven down out of sight in the centre of a neatly papered candy drum, heaped up nicely with raw sugar, the card standing nicely on top of the pyramid. Its magnetic powers was simply marvelous. I sold a lot of the raw sugar before Christmas. I was surprised that so few knew what raw sugar was, and so many that never used it before, have since remarked that they would never make their Christmas cake again without it. I have always made it a point to keep a little around Christmas time.

"Many of my customers told neighbors about it, who do not deal with me. The latter wanted some and told their grocers who did not have it, that they could get it from Mr. Donovan. As a result many grocers called me up by phone to know if I could spare them from 2 to 5 lbs. of raw sugar—a hundred pounds went in a few days, and I had to replenish my stock. The card did its work; and thanks to The Grocer for giving me the idea.

"The card was a —— blue adv. I cut off the top and scralled it a little to give it a finish.

"I had two other drums also nicely papered with blue paper and filled with raisins and currants. Many said it was a neat arrangement. I have the same drums filled now with different bulk cereals, which also look neat and catchy."

THE GROCERS IN SOCIETY.

Pleasant Social Function Under Direction of Toronto Retail Grocers' Association.

Toronto, Feb. 2.—The name 'at home' suggests something that most people want to attend. It usually means pleasing music, implies the 'tripping of the light fantastic,' a quiet game of cards and a dainty luncheon. All these were realized at the 30th annual at home of the Toronto Retail Grocers' Association, held on the evening of Wednesday, Jan. 26th, in the Temple Building. There, a few pleasant hours were passed away.

The dancing hall presented a handsome appearance. Brilliantly lighted and with the quiet decorations of some pretty ferns, it attracted a good many times the grocers and their friends—and the dances went merrily on. Music was supplied by an eight-piece orchestra, noted for its liberality. The several card tables received considerable attention by many who didn't indulge in the dance and by others who interspersed their dances with a game at cards.

There were some 120 couples in attendance, among whom were many representatives from the wholesale houses. D. McLean, the new president, received the guests, and during the evening Controller Church and Ald. Heyd and Ald. McGuire were in attendance.

The committee of grocers in charge of the function was: R. B. Snow, D. Bell, C. F. Thorne, T. Clark, J. S. Bond, R. Van Loan, W. F. Johnson, W. C. Miller, R. Davies, D. McLean and J. C. Beaumont, secretary.

DEATH OF SIR GEO. A. DRUMMOND.

Sir Geo. A. Drummond, Montreal, president of the Canada Sugar Refining Co., died on Wednesday morning after a lengthy illness. He was known in Canada as a prominent financier and many interests will be affected by his death.

Let His Nephew Fail to Teach Him Lesson in Buying

Story of How an Italian Learned by Experience the Value of Careful Buying—Had Told it to Nephew, But Latter Thought He Knew Better and Failed—No Money to Make Money.

Commerce is a science and some men have an inborn talent for it.

It asserts itself in unexpected quarters, just as we often hear of a child over in a poor district with an inherent talent for music or drawing.

Here is a story told by a man from the credit department of one of the hardware jobbing houses, and which illustrates the point:

"We had extended a rather liberal line of credit to a young man who had opened a retail hardware store in one of the cities further west. He had always bought in large lots, taking advantage of the quantity prices. As time went on he became further and further apart in his settlements, and finally began giving notes. We were not particularly concerned, for our traveler in that territory learned that he was backed by an uncle, a large real estate owner in that city. But failing to meet one of his notes, I thought it time to act, jumped on a train and went out there.

"I found a frank, ambitious young fellow with large ideas, and also a large stock that he had failed to move. He made a clear statement of his condition, that he had urged his uncle to advance the cash to tide him over, but had met with steady refusal, and finally suggested that I see the uncle in his behalf."

"I found the uncle a native born Italian—a little, stocky man, kindly, but unexpressive of emotion.

"I explained my mission.

"'No!' was the only word of response, and I never remembered of hearing a more decisive 'No,' and he made it still more effective by a long silence, which followed under the glare of his steady black eyes. He finally broke silence with these words and a defiant little nod between each:

"'Let him fail.'

"'I tried to make clear to him the frightful cost of bankruptcy, but at the end of each of my statements came the same words, like a minor keyed refrain:

"'Let him fail.'

"Then there was another long silence. I was convinced the nephew was honest—likewise the uncle, and I couldn't quite see his move. The Italian caught the puzzled expression, smiled, dropped his head, fixed his eyes in one spot on the floor, and in a voice with a peculiar lowering inflection at the end of each sentence, which was almost dirge-like in its effect, he explained by telling this story:

"'When I land in New York I have just five dollar. I buy a basket, some fruit, I peddle the fruit, I make little money. I keep this up 'til I have money to buy me little stand. I sell more fruit, I make more money. Then I buy me peanut roaster and a sack of peanuts. I buy 'em for two dollar a sack. I sell 'em so I make dollar on every sack—I sell sack every week.

"'One day a feller he come along, and he say: "Tony, you sell lot of peanuts, let me sell 'em to you—I sell 'em cheaper. The feller where you buy 'em, he buy 'em from me—I ship 'em up from the South, I sell 'em to you for dollar and a half a sack, but you can't buy just one sack, you got to buy 50 sack at a time.'

"'Alright,' I say, 'I got the money.' I get the 50 sack and put 'em in my house—I make 50 cent a sack more. Then I have two, three bad day—I don't sell any fruit—it spoil. I have to go to the man where I buy my fruit and ask him for credit. I don't get as good fruit as when I pay cash. I pay up, I sell all the peanut. ButI don't make as much money as when I pay two dollar a sack for my peanut. I think about that. The feller he come around for another order for 50 sack, but I don't buy any more that way—I get 'em one sack at a time.'

"At this point the Italian looked up. He felt that I understood.

"'Have you told your nephew that story?' I asked.

"'Yes, but he think he know it all—let him fail. He don't buy just ten keg of nail—he buy whole carloads. He don't have any money to make money—he can't pay his bills.

"'Let him fail, it cost money to have him fail, but he won't learn any other way—it worth all it cost. After he fail, I start him up again.'"

A YEAR OF PROGRESS.

Toronto, Feb. 2.—At the annual meeting of the Commercial Travelers' Mutual Benefit Society held on Saturday afternoon, the annual report for 1909 was presented by the retiring president, S, R. Wickett, who showed that $43,000 had been paid out for death claims during the year, the insurance in force being $2,015,000. The lapses showed a pleasing falling off, being $72,000, as against $111,000 in 1908, whilst the membership had materially increased. The officers for 1910 are: President, ex-Mayor Oliver; vice-president, Robert Maxwell; Treasurer, H. Goodman; Secretary, E. M. Rowley; superintendent of agencies, Richard Ivens; trustees, John Burns, John Gibson, S. M. Sterling, E. S. Parsons, S. R. Wickett, A. J. Tipping, R. G. Hector, Robert Forbes and W. S. B. Lawrie.

STILL GATHERING THEM IN.

D. Williams, the special subscription commissioner, who is now touring the West Indies on behalf of MacLean's trade newspapers and magazines, has sent in his second lot of orders. They show that he is maintaining the good average of his first week in Bermuda. If he maintains in other parts of the West Indies the good average he has struck in the Bermudas it certainly looks as if a fresh supply of subscription blanks will have to be forwarded to him before long.

Things That Shouldn't Be

Customer—I would like a pound of your 40c tea.
Grocer—I have a cheaper tea here at 25c; wouldn't you like to try it?

The Canadian Grocer

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JOHN BAYNE MACLEAN - PRESIDENT

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STRONG CANNED PEA MARKET.

The situation in canned peas is strong. Although we are five or six months away from the new crop, stocks are already getting into small compass. There is already a keen demand, and although this demand is no doubt to some extent speculative, it does not alter the fact that it is based largely on the condition of the market.

Some of the wholesalers, and particularly those whose stocks are on the light side, are picking up lots here and there, which are netting the sellers extremely good profits. We hear of some transactions in which retailers are selling to wholesalers at prices which are netting much better profits than some of them would be likely to obtain if they sold the goods over their own counter.

Both wholesalers and retailers stand to make money out of the canned peas they have in stock.

While the situation in canned corn and canned tomatoes is not as strong as in peas the market is by no means weak. On the contrary, it is strong, and the fact that the merger of the independent canners and the Canners Limited is now practically consummated, certainly adds strength to the situation.

While there may still be a factory here and there which has not yet fallen into line, the merger is likely, for some time at any rate, to be able to control the situation. If this is so we are scarcely likely to see any disposition on the part of the packers to cut prices. Competition will not be strong enough to induce them to do this.

SOAP PRICES RISING.

From all appearances the retail trade will soon be requested to pay more for the soap they purchase.

Prices of raw material have advanced so materially that this will apparently be the ultimate result—if higher prices have not already been quoted by the jobber.

The most important advance has been in cocoanut oil, which, manufacturers state, has gone up about 50 per cent. during the past eight months.

Both tallow and resin have advanced about 25 per cent. and, generally speaking, all ingredients are much stronger in price than they recently were.

The moral is plain.

A SILLY THEORY.

The Department of Agriculture at Washington has made an extraordinary discovery. It declares without mental reservation of any kind that the cause of the high price of food products is the excessive number of retailers, and suggests that if there were fewer stores there would be lower prices.

As an investigation has been started by the Government at Washington the extraordinary discovery of the Department of Agriculture and the advice which it gives, will no doubt be carefully considered by the commission. That is, of course, provided that the commission is composed of men of the same mental calibre as the economists in the Department of Agriculture, who propounded the fallacy.

It is to be hoped, however, that before the enquiry is closed it will have been discovered that what was given out as the opinion of the Agricultural Department will be found to be a joke on the part of the office boy. In the meantime, however, those who know anything of business affairs are likely to think there is a screw loose in the mental makeup of the department.

According to latest advices, there is no indication of an epidemic among retailers to increase competition among themselves in order that larger profits may be obtained.

THE PSYCHOLOGICAL MOMENT.

A Toronto department store showed the other day that it recognizes the psychological moment when it arrives for taking advantage of business-getting opportunities.

As everybody knows, the decision arrived at by the working men in the United States to abstain from the use of meat until the prices are reduced, is being imitated to some extent by their confreres in the leading Canadian cities.

Taking advantage of this the Toronto department store in question came out a few days ago in the daily papers with a well displayed advertisement, intimating that while the price of meat was so high elsewhere in this particular store such was not the case. In proof of this attractive prices were quoted. That the advertisement was effective was evidenced by the interest it created.

It is quite evident that the department store not only knew the psychological moment to take advantage of the prevailing conditions, but they knew how to do so. To have merely fixed attractive prices for their meats would not have been very effective in itself. They knew that they must advertise if the good news of attractive prices was to reach the people.

It is a wise business man who is ever on the alert for the psychological moment to take advantage of which will bring grist to his mill.

ILLEGITIMATE SALESMANSHIP.

In spite of the rigorous provisions of the Secret Commissions Act, which prohibits the giving of secret rebates and commissions, there are still some salesmen who in their desire to get business are resorting to practices which are forbidden by the Act.

Our attention is frequently drawn to flagrant breaches of the Act and one of the most common practices in this regard appears to be the passing from the pocket of the salesman to the palm of the customer a sum of money sufficient to induce the latter to place an order for goods on which there is a fixed selling price.

Aside altogether from the moral aspect of such practices they are proofs of poor rather than good salesmanship. When a salesman resorts to secret rebates and other dishonest practices in order to secure business it is an acknowledgement of his own inefficiency to sell goods in the ordinary way.

The true salesman is he who relies upon the merits of his goods, plus his own personality, to effect sales; not he who is so unwise as to run the risk of incurring severe legal penalties in order to accomplish that which he cannot do by legitimate means.

One thing that perhaps can be said in favor of the salesman who is ready to break the law in order to effect a sale is that he is at least courageous in view of the fact that he is running the risk of a maximum penalty of a $2,500 fine or two years' imprisonment.

Those who have to substitute crookedness for efficiency should either learn

the secret of true salesmanship or embark in some vocation in which dishonesty rules all actions.

Some day somebody will be caught, when there will be wailing and gnashing of teeth.

REVISING PARTNERSHIP STATUTE

Two bills respecting partnerships will be introduced during the present session of the Ontario Legislature by the Attorney-General. They are not new bills, but revisions of old statutes.

Every ten years a commission of judges sits and revises existing statutes, and as well incorporates into one volume all the new acts passed during the previous decade. The commission is at present revising the statistics of 1897 for the volume of 1907. Instead of waiting until the completion of their work for the bringing down of the statistics, each bill as revised is introduced and passed separately.

The revisions in the present bills, Nos. 142 and 143, have simplified the forms only, no radical changes coming into effect. No. 142 (R.S.O. 1897, c. 152) is an "act respecting the registration of partnerships."

It provides that persons in a partnership for trading, manufacturing or mining purposes shall file within six months with the registrar a declaration signed by all the members of the partnership, containing the name of the partnership, and when a change takes place in the partnership a new declaration shall be filed within the same space of time under penalty of $100 being levied on each member of the partnership. An exception is made for the manufacture of cheese and butter, the act not applying to them.

No. 143 is an act respecting limited partnerships (R.S.O. 1897, c. 151). It provides for a limited partnership for the transaction of mercantile, manufacturing or other business (excepting banking, construction and operation of railways, and insurance) being formed of two or more persons. General partners shall be jointly and severally responsible for debts of the partnership, but special partners shall not be liable beyond the amounts contributed by them to the capital, though if their names are used in the title of the firm they shall become thereby general partners. The general partners only, however, may transact business.

All the persons forming such a partnership shall also sign a certificate before a notary public of the business, the duration of the partnership, amount of capital, name of firm, place of business, etc., and this certificate shall be filed with the clerk of the county court. Until this is done no partnership shall be deemed to exist. Every renewal shall also be certified to and filed. Every alteration in the partnership name or in the nature of the business shall be deemed a dissolution of the partnership. In case of insolvency or bankruptcy, a special partner shall not be allowed to rank as a creditor until all other creditors are satisfied, and there can be no dissolution until a notice is filed with the county court clerk that such is contemplated.

A NARROW-MINDED PROPHET.

The Canadian Farm quotes a paragraph from this paper and calls the writer of it a "miserable burglar," says he is "ignorant of the true situation," calls it "lamentable bungling," etc. It referred to the hog situation.

One can readily overlook such brilliant language on account of the youth and inexperience of the paper and therefore attach no significance to it, whatever, but we would like to help the editor of the Canadian Farm to see things from a broader standpoint and then common sense would not appear quite so much of a "bungle" to him.

He is evidently laboring under the impression that the farmers are a class of people who must be guided by some "great mind," and that fair discussion from different viewpoints must be kept away from them. If the Canadian Farm, instead of trying to put a fence around the farmers, and make them suspicious of everybody who is not a farmer, would show them that the consumers engaged in other occupations must also be considered and create a more trustful spirit, he would find that he could do something for the farmers which they would appreciate.

The Canadian Grocer is a commercial paper, but it is not small enough to advocate anything in the interests of trade, unless it is fair to the producer and consumer as well. Instead of stirring up antagonism The Canadian Grocer is constantly trying to bring about a better understanding of the true industrial relations of all clauses. Ignorance is a mischief maker and in order to bring about the best results for all classes the people need a better knowledge of the conditions which govern trade and commerce.

Canadian Farm admits that the packers are at their limit, and are working without a margin. The Canadian Grocer claimed that the prices of cured meats were dangerously high. That we were right in our contention has been since demonstrated by the people who pay only to a certain limit for their goods, and who are now rebelling against the high prices of meat. We foresaw this and in order to assist in avoiding it, we did suggest that it would be in the interests of the farmers to take a little less for their hogs than to interfere with and check the consumption.

If the packers have no margin and the meat is too high for consumption, it is plain to be seen that the hogs are above their value, and surely the farmers ought to be reasonable and intelligent enough to understand this without any danger of being discouraged from raising hogs.

With our own rapidly increasing population, and the smaller exports from the United States to England, farmers should know themselves that they can depend on good prices for their hogs for years to come even if such a prophetic mind as possessed by the editor of Canadian Farm has a belief to the contrary.

LET THE BUSINESS MEN KNOW.

There are bills which come up from time to time in the Dominion Parliament and in the various provincial parliaments which need the expert attention of the business men of the country. Yet these men never see or hear of these bills until they come before the house and then only through meagre newspaper reports.

How simple it would be for the governments to have a list of the boards of trade in Canada and in the respective provinces on file and each time a bill is drawn up to send a copy to each.

Boards of trade are composed of the best business men in the country; they are therefore the most competent men to judge whether a bill is in the best interests of trade or not; they are in a position to suggest changes, omissions, or additions which often make a bill really effective.

A good example of this is to be found in the Secret Commissions Act. If that bill had not fallen into the hands of a business man who understood what it was intended to do, we never would have had the last clause which makes the party knowingly privy to any offence of the act liable to the same penalties as the giver of the secret rebate.

The boards of trade which represent the manufacturing and all business interests of a community should therefore be in touch with the government and should be made acquainted with what is going on in parliament.

A copy of each bill respecting business should be sent to the president or secretary of each board of trade just as soon as it is in type in order to give the business men an opportunity of studying it and offering their opinions.

Practical Methods Used in Retail Grocery Stores

Displaying Dried Fruits in St. John—Plans for Increasing Olive Sales—Toronto Grocer After Cash Trade Without Losing Any Customers—Apprenticing Clerks Discussed by Montreal Merchants—Business Expert to Visit the Trade.

Putting Forward Dried Fruits.

St. John, N.B., February 2.—Now that the stores of home-made preserves and jams are getting low, the grocer should prominently display dried fruits, canned goods and jams. In several of the windows in the stores in St. John displays of dried fruits are being made with price cards attached. One merchant has been utilizing one of his big windows for this purpose only. Two large mounds, one of evaporated peaches and the other of evaporated apricots are shown with a large card announcing two pounds for 25 cents. Prunes might also he given prominent place now. Sales of canned goods and jams have been heavier lately.

Sold Out Window Three Times.

Toronto, February 2.—That the window is a good asset in the grocery business has been proved by H. Tolchard, Yonge St., Toronto. Recently he placed in a breakfast food window which sold itself three or four times over. It was a new breakfast food recently put on the market and Mr. Tolchard displayed it in its various forms, placing a few window cards and price tickets among the boxes and individual packages. Speaking of the results, Mr. Tolchard's son said: "It sold itself three times and after each we filled it up again—the window created a splendid demand." And that was a week or more before the display was taken out.

Protest Against 'Phone Rates.

St. John, N.B., February 2.—Practically all the grocers in one section of St. John have decided to take drastic measures to show the New Brunswick Telephone Company that they will not submit to the increased telephone rates. For some days an agreement has been circulated for signature among the grocers, pledging the signers to remove their telephones if the advanced rates are pressed. Two grocers, whose contracts have expired, have declined to sign at the advanced charge and have allowed their phones to be removed. Others say they will discard their instruments as soon as their present term expires. W. J. Hamm, grocer on Ludlow street, said the agreement among them had been signed by practically all the grocers and many who had house 'phones were also entering into the compact, "It looks," he said, "like a clean sweep of the telephones on the west side."

He added that his own telephone had been taken out and one other grocer whose term had expired had also given up his instrument.

How to Sell More Olives.

Lindsay, February 2.—The demand for stuffed and unstuffed olives appears to he increasing each winter and large supplies are kept by Lindsay grocers. They are in vogue at afternoon teas, at card parties, and also at the daily meal, and Lindsay people have certainly "acquired that taste." A number of the grocers make special displays of olives and report good returns.

It would be a splendid idea to advertise olives in the regular newspaper advertisement space with a view to selling them for afternoon teas, etc. This makes a good talking point and should attract the feminine eyes.

Cash Trade Without Losing Customers.

Toronto, February 2.—In last week's issue there was an item respecting the change from the credit to cash system of J. S. Adamson, West Toronto. A. L. Anderson, another West Toronto grocer, has also some special ideas on this much talked of question. This man bas watched Mr. Adamson's experiment with a great deal of interest and he has formulated a scheme of his own, which he may try in the near future. Mr. Anderson's whim is to do business on a cash basis and still hold all his customers.

In a railway town like West Toronto the monthly payment is the most common form of settlement, states Mr. Anderson, and it is on this basis that he has done his figuring. He believes that if the public can be induced to buy coupons at the first of the month, paying cash, that a grocer could afford to give a liberal discount, probably about 3 per cent. as an inducement. He figures that a customer with a standing, monthly account of $25 will buy $25 worth of coupons for next month's business. At the same time that customer is asked to clean up bis old account by paying small instalments.

In this way Mr. Anderson thinks he will be able to transfer his business to a cash basis and at the same time lose none of the accounts on his books, nor any of his customers.

Are Worth More Money.

Montreal, February 2.—The apprentice system of training retail salesmen is much admired by Mr. Davidson, manager for Fraser, Viger & Co. He himself was apprenticed in the Old Country for four years and his course bad given him tbe knowledge of the grocery business which had secured him his present position. Furthermore it had given him so many ideas on store economy that any man making use of such ideas would soon save his salary to tbe firm he was employed by. College was to a great extent the same to the average man as the apprentice system was to the future grocer. No one expects to go to college and be paid for it. Yet an apprentice is paid, though only very moderately. He considered it would be a fine thing for the grocery trade generally, though probably impossible to start in this country, owing to the general idea prevalent among young men here, that they must begin at once somewhere away from the bottom of the ladder. Personally he would rather pay a graduate of the system $5 a week more than one who had simply served as a clerk for the same time, owing to the better general economy of the man, and his knowledge of stocks and methods.

Graham and Robertson, two retailers here, corroborated these statements and said they found their best clerks were Old Country boys who had served an apprenticeship. They were worth more money to them and received it.

Advocates a Business Expert.

Toronto, February 2.—J. F. Holloway, 1265 King St., West, has a definite opinion on the education of the retail grocer to better business methods.

"Don't you think," he asked, "tbat there is need for an expert in the grocery trade in every city and town? I mean a man one could employ for a week or so to come into the store and just tell the grocer where be is doing business in the wrong way. We find a small, inexperienced merchant working day and night but we do not get at tbe methods the larger and more sensible men are adopting.

"I noticed in a recent issue of The Grocer an article on the 2 for a quarter system. I do not know anyone more to blame than tbe grocers themselves. A merchant should decide upon his price and stand by it. I know only too well that it is hard to do this but it can be accomplished. There are plenty of women who make it a point to go from store to store and tell merchants they can get certain articles for 2 or 3 for a quarter, etc., from a neighbor. Lacking backbone these merchants say: "Oh, if he is doing it, so will I." This is a byphrase with many. I have had women ask me when I quoted 8 cents per pound if I will make it '3 for a quarter.'"

Outlines Window Display Plans on Paper First

Methods of a Montreal Window Dresser — Changes Displays Every Other Day and Oftener if Possible—An Advertisement That is Worth the Trouble—Every Grocer Can Utilize it.

Montreal, Feb. 2.—As a sample of what may be accomplished at this time of year with fruits and vegetables used as a window display the accompanying cut deserves attention.

A central stand of apples, surrounded at the base by pineapples, cabbages, etc., is the most prominent feature of the display. A circle of celery heads gives a most pleasing effect to the observer. The outside arrangement of fruits and vegetables is in squares, lending variety to the central circular section.

Good things to eat are always popular, particularly when there is some difficulty in obtaining them, and it pays to be the grocer who has the initiative to buy the goods which are somewhat out of season and yet not too expensive for the average consumer. Display these goods. It will be found to draw custom when hardly anything else will, as customers think: "Well, he has the newest things on the market, everything else in the store must be fresh." At least, it has that general effect on their minds. At any rate, judicious window display of materials in his store for a good window display," said Mr. La Rue. "All it needs is a little ingenuity, persistency and brain work, to produce the effective results."

A Vegetable and Fruit Window Dressed by Armand La Rue, a Montreal Groce r Who Plans Before He Begins.

This window was dressed by Armand La Rue, with the Stanford Market, St. Catherine Street, Montreal. Mr. La Rue, in commenting on his window display ideas, said that it is an easy matter to dress a window attractively of a man has the plan outlined on paper before he puts it in the window. So many grocers dress windows in a haphazard way that it is hard to attain results pleasing to the general public, even if one has the necessary materials for a first-class display.

"Have some definite plan in your mind at least, when you set out to dress a window," said Mr. La Rue. "Remember that the people you wish to attract are like yourself in most ways—that is, average people. If your display pleases yourself and your associates in the store it must be about all right. It needs imagination and planning to get satisfactory results."

A judicious display of seasonable goods is one of the best ads. a grocer can have. seasonable goods will produce the most satisfactory kind of results.

As to how often displays should be changed, Mr. La Rue gave it as his opinion that the oftener the better. He changed his at least every other day, and oftener if there was time.

"Every grocer, however small, has the

BIG WORK FOR LITTLE MONEY.

A. H. Lawson, Stouffville, Ont., in paying his subscription to The Canadian Grocer, writes: "You are no doubt doing a wonderful bit of good for very little money. In reference to the value and help we receive from week to week by reading The Canadian Grocer, am sure that the half has not been told. Grocer or traveler cannot afford to be without it.

"Assuring you of my appreciation, I remain, etc."

GROCERS' CLERKS' BALL.

The evening of January 26th was the occasion for an enjoyable euchre and dance at Auditorium Hall, Montreal. The promotors were the associated clerks of local grocers. About four hundred were present, some for the cards only, some for the dancing, and some for both.

Beautiful prizes were provided for the euchre players, in all about fourteen. and the competition for them waxed very keen.

A luncheon was served about midnight and the dance kept up until nearly daylight. Everything went off in a manner which did credit to the gentlemen in charge.

GOOD TRADE WITH THE INDIES.

Halifax, N.S., Feb. 3.—Trade between Canada and the West Indies is evidently on the increase. All the steamers leaving Halifax so far this season for the West Indian Ports have been filled to the hatches with Canadian goods, and they have not been able to carry all the cargo offering. The quantity of freight offering is so heavy that Pickford & Black have been obliged to put on another steamer for an extra trip. The steamer Harlaw was fitted up this week, and it is expected that she will get away early next week with a full cargo. The steamers are also bringing large cargoes on their return trips, principally fruit and sugar. One of the boats recently landed here over four thousand bags of sugar which was sent forward to Montreal. The demand for Canadian products this season is good all round.

Symposium of Opinions on Variety of Assessments

Some Believers in Single Tax Method— The Present Business Assessment in Ontario Finds Opposition—The Method Prevailing in Edmonton, Alta.

IMPROVEMENTS NOT TAXED.

By F. M. C. Crosskill, Edmonton.

The impression seems to have got about that we use the Single Tax System in Edmonton, but it is not so. The system that we use differs from the Single Tax in that we tax business and incomes as well as land. For the last five years we have not been taxing improvements on property. Our method is to assess the land for its full value, that is for what it would likely bring if put up for sale at any time, and not boom prices. A lot with a forty thousand dollar building on it would not be assessed for more than a vacant lot similarly situated. This method of assessing has proved very satisfactory here.

In regard to our business tax, we assess on floor space, so much per square foot at a different rate for different kinds of businesses according to the space required to carry on the business. For instance, businesses carrying bulky goods would not be assessed at as high a rate as a business carrying a more compact kind of goods, and banks and financial offices we assess at a higher rate still. The number of square feet is multiplied by the classification rate and placed on the assessment roll and the same rate applied as for land, income, etc. This manner of assessing businesses appears to be satisfactory to most of our business men. We have amended the rate per foot from year to year until we have a very fair classification of rates.

For incomes, we assess all amounts over one thousand dollars.

WANTS TAX ON LAND VALUES.

By J. T. Petrie, St. Catharines, Ont.

I think the business tax an improvement over the old system in that each business pays its quota. Under the old system, some merchants carrying large stocks and doing a large business, claimed and could show that thay had little interest in the stock. They therefore, escaped taxation as also did the wholesale houses that were interested.

I believe that a tax on land values would be a great boom to St. Catharines and no doubt it would be to other places as well. It would make holders of vacant city lots either build or sell. Again it would be an incentive for owners of houses to improve, such as new verandahs, painting, etc., whereas under the present system, many will not make any improvements, fearing the assessors will raise their values as soon as any improvements are made.

A certain amount must be raised yearly by taxes, that is certain, and I would say, "Tax land values and encourage improvements."

ACCORDING TO BUSINESS DONE.

By Joseph Walsh, Stratford, Ont.

I do not think that the business tax as it stands to-day is a fair way of assessing retail business. I am a large holder of land as well as shop buildings so am not prejudiced on account of having the one only. It appears to me that a person doing business in premises that are up to date, well-equipped and a credit to the municipality in which they are situated should not be subjected to a greater tax than adjoining buildings, which, although of a ram-shackled nature, are still in such a condition that it is possible to do business in.

I think that the fair way of assessing any business is to assess it according to the quantity of business done, that is, if it is necessary to make an assessment for business tax only. If not, I thoroughly believe in the principle that all frontages within the same area should be taxed at the same rate.

I am very pleased to see that you are taking this matter up and can assure you that to the best of my knowledge it will have the support of everyone connected with the trade.

PROPOSES TAX ON FLOOR SPACE.

By J. P. Eagen, St. Thomas, Ont.

The present method of business assessment is very unfair. The old act was bad but the present system is worse. As as example I know of a merchant paying taxes on an assessment of $1,350. Another doing an equal amount pays on $210. As a further illustration there is a jewelry store here paying on $750 with a stock worth possibly $50,000. A Chinese laundry near by pays on $750, each paying about $15 annually.

I would suggest that the assessment for business tax be levied on the actual floor space occupied by the business. The area of a store 20 x 100 feet would be 2,000 square feet. Now take say 60 per cent. of that and the amount of the assessment would be $1,200 and if the rate were 20 mills on the dollar the grocer would pay $24 business taxes.

I believe in assessing the land occupied by the building for its full value plus the revenue derived therefrom annually. The rich are not assessed for their capital invested but for the interest on the principal. Why should the poor man be made to pay on his capital invested in his home, and if he improves it to make him pay more.

Let the government appoint business men on the assessment committee and probably they may get up a fairer basis of assessment and one not quite so ridiculous as the last.

FAVORS A TAX ON LAND.

By J. F. Holloway, Toronto.

I am fully convinced that the land tax is the only fair way of taxation. Land values is one thing that cannot be hidden and to place taxation on land is the only just way to return to the people the values they create. And as population is the only thing that makes land valuable, I think most people outside of land owners would agree that the people should have the values they create.

When buildings are taxed, labor is taxed. Labor builds houses but labor cannot make land—that is a gift to the people, but alas, few of us get it. I think the English people see this. What good would a tariff do them? Tax imports and factories would open up; wages would go up and just as soon as wages advance the landlords will raise the rent.

Who gets the real benefit of the tariff?

PRESENT BUSINESS TAX UNDESIRABLE.

By Jas. Vair, Barrie, Ont.

I do not consider a business tax a desirable way to raise money to carry on municipal affairs. Overtaxing industries and merchants—both employers of labor—tends to hinder progress and enterprise, and influences the owners of land to hold same for speculation. A petition from many towns and cities is sent to the Legislature asking for the optional right of municipalities to tax the land at one rate and the improvement and buildings at another rate. If the rate were 20 mills on the dollar, on an assessment of three millions, make the rate on land 30 mills, and the rate on improvement 15 mills.

The assessment in 90 per cent of our towns is not equal. On three millions assessment it is usually two millions on improvements and one million on land; it should be the reverse, and when this is not so, and very little chance of it being carried out, the two rates on which to collect taxes will overcome the difficulty and will reduce the business tax, as it is governed by the improvements and value of the buildings one occupies.

The Grocery Staff of Robinson & Co., Winnipeg, Man., Who Were Entertained at a Banquet at the Home of the Manager, Chas. W. Waring, Who Stands at the Head of the Table—As a Method for Creating a Good Feeling, Nothing is More Effective.

Sugar Dug Out by Crowbar by Old Time Grocer

Obstacles That Merchants Had to Overcome a Half Century Ago—Currants Came in Barrels and Had all to be Washed Before Being Sold—Small Salaries for Clerks — Some Differences Between Then and To-day.

The article in a recent issue of The Canadian Grocer showing the difference in the cost of goods forty-five years ago and at the present time, caused considerable interest and comment from readers. It is a natural thing, meeting with our difficulties as we do from day to day, to forget that others who preceded us had the same troubles and in many cases far greater difficulties to contend with than we have now.

To be reminded of these facts therefore as they existed years ago ought to have an encouraging effect, and instead of grumbling about things in general, we will find that we have every reason to be grateful.

The purpose of this article is to show the customs, habits, work and salaries of 50 yegrs ago.

Let us begin with the boy who entered upon his apprenticeship for a term of three years at $50 for the first, $80 for the second, and $100 for the third year, and his board. The store had to be opened in the morning at 6 o'clock in the summer and at daylight in the winter, while closing time averaged about 9 o'clock all the year round. The first thing that had to be done in the morning in the winter time, was to light the fire. There was nothing but wood heating in those days. The fire was always out in the morning and the store was freezing cold. Package goods were almost entirely unknown. Wrapping paper was all in sheets of different sizes and weights, to be used as the nature of the goods required. Bags if used at all, were made by the clerks when time permitted. No bags were bought ready made. Currants used to come in barrels, packed so tightly that they had to be broken with the axe, and the lumps loosened and cleaned by hand. Currants were not cleaned by machinery in those days as they are now. Raisins also required a great deal of time in cleaning.

Crowbar Had to be Used.

Sugar came in hogsheads of about a ton in weight. This often had to be dug out with a crowbar and shovel. In many cases the top was as hard as stone and the bottom in the shape of molasses. This all had to be taken up, mixed and worked through a sugar grinder to get it into a salable condition.

Flour and all cereals were bought by the barrel or bag and sold by the pound. No butter was done up in one pound prints, but all had to be cut from large rolls or dug out of tubs.

Eggs came in boxes, barrels, etc., packed in chaff or straw. Sometimes when they arrived, they were in one end of the barrel and the chaff in the other. This usually was a fine piece of work to assort, wash and count for the junior clerks. With all this heavy work, old grocers state that the profits were no better than they are to-day, and yet some of those merchants made money and are in splendid circumstances to-day.

The principal difference between now and then, is in the expense of doing business. Rents and help were much cheaper, but in having a great many of the goods done up in packages and having other conveniences, one clerk now should easily do fully double the amount of selling one did in those days. Another great advantage is the telephone. Instead of having every customer call at the store to order goods and all whom had to be waited on promptly, a great many orders come in by phone which can be done up when waiting customers are not pressing.

Opportunities To-day.

On the whole, comparing everything, it would appear that the chances of doing a successful grocery business now are fully as promising as in the past.

The only disadvantage one can see is the fact that too many undertake to do business without serving the necessary apprenticeship, and therefore lack the training necessary to do a successful business.

THE GROCER'S ENCYCLOPAEDIA.

The Manufacture of Peanut Oil and Its Uses—Compared With Other Oils.

Although the majority of people recognize the peanut only as it appears for sale in the shell, hulled and salted, as peanut candy, or in the form of peanut butter, many new lines of consumption have been found for it in the past few years, says the Popular Mechanics Magazine. In addition to these uses, it is an ingredient of peanut and vegetable meats, peanut meal and salad oils.

In the preparation of vegetarian meats a portion of the oil is pressed from the ground peanuts, other ingredients, including vegetable substances, are added and the whole is crushed and pressed into tins ready for use. Peanut meal, made from finely ground blanched peanuts, is used in confections, such as almond macaroons and small cakes, to which it imparts the desired almond flavor. Peanut oil is used in the same manner as olive oil; also for mixing with cotton seed oil in order to improve the quality of the seed oil for salad purposes.

Peanut oil is of somewhat lower value than first-class olive oil, and is sometimes mixed with it for the production of an oil that can be sold at a lower price than pure olive oil. On the other hand, it is of a higher grade than cotton seed oil.

With a coming shortage of cotton seed from which to manufacture oil in this country, there is a great possibility of building up a peanut oil industry throughout the cotton belt that will keep the oil mills flourishing.

A bushel of first-class peanuts, weighing 28 pounds, will produce about one gallon of oil, worth 45c, and 20 pounds of oil cake and hulls, which, when ground and mixed together, is worth approximately 25c. Such peanuts must be obtainable at prices not exceeding 40c a bushel to make the oil industry profitable.

By-products of the peanut are used in the manufacture of feeds for farm stock and dairy cows, and the plant is being largely utilized as forage and as a soil renovator. In large cleaning factories the shells are generally used for fuel, and the ash resulting therefrom is valuable as a fertilizer. The thin brown covering of the peas or nuts has a feeding value almost equal to that of wheat bran.

TRADE NOTES.

Howard Wentzell, of Wentzell's, Ltd., Halifax, N.S., was in Montreal last week.

Julien Falcon, of Falcon & Duquette, cor. Park Ave. and Prince Arthur Sts., Montreal, died last week of heart failure.

J. L. Wyckoff, who has been managing one of the T. A. Rowat & Co.'s stores, London, Ont., has accepted the position of manager of Peters' Confectionery, London.

Geo. Maben, grocer, Elora, Ont., is making preparations to enlarge his store premises to make room for spring stock.

The Wheat Nut Cereal Co., has been incorporated with an Ontario charter to manufacture and deal in cereals and agricultural products, etc. The share capital is $40,000, the head office being in Toronto. The provisional directors are Wm. Graham, Jno. E. Morden, F. L. Aikman, and others.

Says High Cost of Living Due to Gold

Declaring that the public clamor for reduced prices of meat is being made without the support of facts, Professor Joseph French Johnson, of New York University, in a recent address, asserted that beef is cheaper to-day than it was ten years ago.

"The trouble is not that the price of meat has advanced outrageously," Professor Johnson said. "It is simply that money has declined in its purchasing power. Instead of attempting to regulate the price of beef by Government investigation, there should be a regulation of the output of gold.

"Twenty-five years ago the gold output was $125,000,000. Last year it was $450,000,000. It is coined into money. The surplus is loaned and wheat is boomed, cotton is boomed by speculators, and the price goes up. Yet the value of money continues to diminish. It is inevitable that the price of commodities will continue to advance for the next ten years. But this continued advance must bring with it increased wages. While the general advance of prices in the last twelve years has been forty per cent., meat has advanced only twenty per cent. Yet the value of money has not advanced and the purchasing power of the money received as wages is appreciably less."

Markets—Sugar Demand Good with Upward Trend

Sales of Molasses in Quebec Increasing — Bean Market Still High — Green Apples Taking the Place of 'Vaps—Strong Market in Canned Goods.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

Montreal, Feb. 3, 1910.

The past week has been one of the quietest for some months past. Trade in all lines has slumped, with the exception of sugar and molasses. There are a few small exceptions to this statement, but they are hardly sufficient to temper it. Fruit men in particular are complaining, but they are seconded by men in nearly every other line. It is thought carnival week, this present week, will have a strengthening influence on most lines, owing to the visitors in the city and the general increase of trade due to any celebration week.

Undoubtedly the changeable weather of the past ten days has had considerable to do with the slump in buying. From present indications cold weather is here now for a more permanent visit, and trade should pick up as a result.

Sugar—Sugar is firm, with a rising tone in the raw market. No immediate drop in the refined article is looked for. Sales are quite heavy, small individually, but collectively the showing is good.

Granulated, bags	4 80
" 20-lb. bags	4 90
" Imperial	4 55
" Beaver	4 55
Paris lump, boxes, 100 lbs.	5 60
" " 50 lbs.	5 70
" " 25 lbs.	5 90
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 50
" 100 lb. boxes	5 60
" 50 lb. "	5 70
" 25 lb. "	5 90
" 5 lb. cartons, each	0 37½
Extra ground, bbls.	5 25
" " 50-lb. boxes	5 45
" " 25-lb. boxes	5 65
Powdered, bbls.	5 05
" 50-lb. boxes	5 25
Phoenix	4 80
Bright coffee	4 75
No. 3 yellow	4 65
No. 2 "	4 55
No. 1 " bags	4 40

Bbls. granulated and yellow may be had at 5c. above bag prices.

Syrups and Molasses—Owing to the nearness of Lent, the demand for molasses has materially increased, and dealers are looking forward to a record trade in this commodity after Feb. 9th.

Syrups are quiet, with unchanged prices.

Fancy Barbadoes molasses, puncheons	0 40 0 42
" " " barrels	0 43 0 45
" " " half-barrels	0 45 0 47
Choice Barbadoes molasses, puncheons	0 38 0 41
" " " barrels	0 41 0 43
" " " half-barrels	0 43 0 45½
New Orleans	0 27 0 28
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 03¾
" ½-bbls.	0 03¾
" ¼-bbls.	0 03¾
" 38½-lb. pails	1 80
" 25-lb. pails	1 30
Cases, 2-lb. tins, 2 doz. per case	2 50
" 5-lb. " 1 doz. "	2 85
" 10-lb. " ½ doz. "	2 75
" 20-lb. " ¼ doz. "	2 70

Tea—On account of the scarcity of cheap Japanese teas, the demand for the cheaper grade of green Chinas is rapidly increasing. Other lines are firm, but quiet.

Choicest	0 40 0 50
Choice	0 35 0 37
Japans—Fine	0 32 0 37
Medium	0 27 0 30
Good common	0 22 0 25
Common	0 20 0 22
Ceylon—Broken Orange Pekoe	0 21 0 40
Pekoes	0 20 0 22
Pekoe Souchongs	0 20 0 22
India—Pekoe Souchongs	0 19 0 02
Ceylon greens—Young Hysons	0 20 0 25
Hyson	0 20 0 22
Gunpowders	0 19 0 22
China greens—Pingsuey gunpowder, low grade	0 14 0 18
" " pea leaf	0 20 0 30
" " pinhead	0 30 0 50

Coffee—No change is apparent in coffees. They remain firm and in fair demand at former quotations.

Mocha	0 18½ 0 25	Santos	0 14 0 17
Rio, No. 7	0 10 0 12	Maracaibo	0 15 0 18

Spices—The spice market is exceptionally quiet this week, and for no particular reason, as far as can be learned. However, prices continue firm at former quotations and prospects are good for future business.

	Per lb.		Per lb.
Allspice	0 13 0 18	Ginger, whole	0 15 0 20
Cinnamon, whole	0 16 0 18	" Cochin	0 17 0 20
" ground	0 15 0 19	Mace	0 75
Cloves, whole	0 18 0 30	Nutmegs	0 30 0 60
Cloves, ground	0 20 0 25	Peppers, black	0 16 0 22
Cream of tartar	0 23 0 32	" white	0 22 0 29

Dried Fruits—Malaga table raisins are in strong demand. There has been some inquiry for California seeded in cartons.

Currants show a slight weakness, but nothing to affect the retailer. Generally trade is quiet.

Currants, fine filiatras, per lb., not cleaned	0 05¾
" " cleaned	0 06¾
" Patras, per lb.	0 07½ 0 08
" Vostizzas, per lb.	0 08 0 09
Raisins—	
Australian, per lb., (to arrive)	0 08½ 0 09
Old seeded raisins	0 06
California, choice seeded, 1-lb. pkgs.	0 07
" fancy seeded, 1-lb. pkgs.	0 09
" loose muscatels, 3-crown, per lb.	0 07½ 0 08
" " 4-crown, per lb.	0 08½ 0 09
" sultana, per lb.	0 07½ 0 10
Valencia, fine off stalk, per lb.	0 05
" select, per lb.	0 06¾
" 4-crown layers, per lb.	0 06¾

Nuts—Long Naples fiberts are scarce and the primary market is high, an advance in this line seems a certainty. Bordeaux halves are higher in the primary market, but show no change to the retailer. Other lines are in fair demand at last quotations.

In shell—	
Filberts, Sicily, per lb.	0 13
" Barcelona, per lb.	0 10½
Tarragona Aluonds, per lb.	0 12 0 13
Walnuts, Grenobles, per lb.	0 12½ 0 14
" Marbots, per lb.	0 12½
" Cornes, per lb.	0 11½
Shelled—	
Almonds, 4-crown selected, per lb.	0 32½ 0 35
" 3-crown " "	0 31½ 0 33
" 2-crown " "	0 30
" (in bags), standards, per lb.	0 26 0 27
Cashews	0 15 0 17
Peanuts—	
Spanish, No. 1	0 11 0 12
Virginia, No. 1	0 12 0 14
Pecans, per lb.	0 65
Pistachios, per lb.	0 75
Walnuts—	
Bordeaux halves	0 25 0 27
Brokens	0 22 0 25

Evaporated Apples—Sales still continue exceptionally good for this commodity. Other dried lines are suffering, but people seem to be all laying in stocks of apples.

Evaporated apples, prime	0 09

Beans and Peas—There seems to be a steady but small demand for both lines at last week's prices.

Ontario prime pea beans, bushel	2 10
Peas, boiling, bag	2 50

Rice and Tapioca—Tapioca is at present in good demand, and prices are firming somewhat in the primary markets.

Rice sales are small, and none too numerous. Dealers seems to be buying only to fill immediate requirements.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 85
" " pockets, 25 pounds	2 95
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½ 0 04½

CANNED GOODS

MONTREAL—The condition of the canned goods market is practically the same as last week. If anything fruits have an increasing sale, though as yet it is not where it should be. The market is quiet throughout.

Peas, standard, dozen	81 05
Peas, early June, dozen	1 07½ 1 10
Peas, sweet wrinkled, dozen	1 10 1 12½
Peas, extra sifted, dozen	1 52½ 1 60
Peas, gallons	3 87½ 3 92½
Beans, dozen	0 85
Corn, dozen	0 80 0 82½
Tomatoes, dozen (Ontario and Quebec)	0 82½ 0 90
Strawberries, dozen	1 37½ 1 40
Raspberries, 2's, dozen	1 75
Peaches, 2's, dozen	1 65
Peaches, 3's, dozen	2 65
Pears, 2's, dozen	1 60
Pears, 3's, dozen	2 30
Plums, Greengage, dozen	1 50 1 55
Plums, Lombard dozen	0 95 1 00
Lawtonberries, 2's, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb talls, per dozen	1 87½
½-lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 02½
Other salmon—	
Humpbacks, dozen	0 95 1 00
Cohoes, dozen	1 35 1 40
Red Spring, dozen	1 60 1 65
Red Sockeye, dozen	1 85 2 00

Compressed corned beef, 1s	1 50	Minced collops, 2s	2 50
Compressed corned beef, 2s	2 70	Corned beef hash, 1s	1 60
English brawn, 2s	3 00	Corned beef hash, 2s	2 80
Boneless pigs' feet, 2s	3 00	Jellied hocks, 2s	3 50
Ready lunch veal loaf ½s	1 20	Jellied hocks, 6s	10 00
Ready lunch veal loaf 1s	2 35	Paragon ox tongue, 1½s	7 50
Roast beef, 1s	1 50	Paragon ox tongue, 2s	8 50
Roast beef, 2s	2 70	Paragon ox tongue, 2½s	9 50
Stewed ox tail, 1s	1 60	Paragon lunch tongue 1s	4 00
Stewed kidney, 1s	1 50	Tongue lunch, 1s	3 00
Stewed kidney, 2s	2 65	Sliced smoked beef, ½s	1 60
Minced collops, 1s	1 40	Sliced smoked beef, 1s	2 60

TORONTO—Canned goods in many lines will advance probably 2½c per dozen. This is not as a result of the merger so it is claimed by jobbers but as a usual thing to happen at this time of the year to cover cost of carrying them. The trouble is, 2½c per dozen would mean

so little on a single tin that the retailer is apt to pay the difference without raising his selling price. Canned corn is liable to be short as the pack was not extra large. Salmon, particularly the good grades, are splendid holdings as prices are likely to rule firm.

Beans	0 85	0 90	Red pitted cherries, 2's		1 75
Corn	0 80	0 85	Gallon apples	2 45	2 75
Peas	1 10	1 60	Bartlett pears—		
Pumpkins	0 80	0 85	Heavy syrups, 2's		1 65
Tomatoes, 3's	0 80	0 85	Light " 2's		1 15
Strawberries, 2's	1 40	1 50	Heavy " 3's		2 40
Raspberries, 2's	1 60	1 67½	Light " 3's		1 70
Peaches, 2's		1 65	Lombard plums, 2's	0 80	0 85
" 3's		2 65			
Lawtonberries		1 65			

Clover Leaf and Horseshoe brands salmon:

1-lb. talls, dozen		1 90	Red Spring, doz.	1 55	1 65
½-lb. flats, dozen		1 25	Red Sockeye, dz.	1 65	1 70
1-lb. flats, dozen		2 12½	Lobsters, halves, per dozen	1 85	2 20
Other salmon prices are:					
Humpbacks, doz	0 95	1 00	Lobsters, quarters, per dozen		1 40
Cohoes, per doz.	1 45	1 50			

ONTARIO MARKETS

Toronto, February 3, 1910.

The wholesale trade is fairly active here and while payments are a little behind, it is nothing unusual for the month of January. Owing to the feeling of good times more money was spent during the holidays than the people could afford and in consequence the grocers were unable to make the collections to meet their bills.

Sugar—The sugar market has taken a decidedly firm turn this week, which however is the result of speculation, more than any condition of the supply. The general feeling is that sugars will rule higher than for some time, although an immediate raise is not looked for.

St. Lawrence "Crystal Diamonds," barrels	5 60
" " " ½ barrels	5 70
" " " 100 lb. boxes	5 80
" " " 50 lb. boxes	5 90
" " " 25 lb. boxes	6 10
" " " cases, 20-5 boxes	6 65
" " Dominos, cases, 20-5 boxes	7 65
Paris lumps, in 100-lb. boxes	5 90
" in 50-lb. "	5 80
" in 25-lb. "	6 10
Red Seal	0 55
St. Lawrence granulated, barrels	4 95
Beaver granulated, bags only	4 65
Redpath extra granulated	4 95
Imperial granulated	4 65
Acadia granulated (bags and barrels)	4 85
Wallaceburg	4 85
St. Lawrence golden, bbls	4 55
Bright coffee	4 85
No. 3 yellow	4 70
No. 2 "	4 61
No. 1 "	4 50

Granulated and yellow, 100-lb. bags 5c. less than bbls.

Syrup and Molasses—Business in these lines is said to be dull. Little is doing and prices are not considered, and therefore are all at the old quotations.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz. in case	2 50	Gallons, 6 to case	4 80
5 lb. tins, 2 doz. in case	2 85	½ " 12 "	5 40
10 lb. tins, ½ doz. in case	2 75	Quarts, 24 "	5 40
20 lb. tins, ¼ doz. in case	2 70	Pints, 24 "	3 00
Barrels, per lb.	0 03¾	Molasses—	
Half barrels, lb.	0 03½	New Orleans, medium	0 31 0 33
Quarter " "	0 03¾	New Orleans, bbls	0 29 0 31
Pails, 38½ lbs. ea.	1 80	Barbadoes, extra fancy	0 45
" 25 " "	1 30	Porto Rico	0 45 0 62
		Muscovada	0 30

Tea—Every tea merchant talks about the strong feeling in the tea market, and yet prices remain about the same. The advance is however noticeable in the lower grades, and this may lead to a larger consumption of better tea, which would be to the advantage of seller and buyer.

Coffee—The coffee trade is no doubt suffering to some extent through the more extensive advertising of tea. With so many firms handling nothing but tea, and with all their forces behind it, coffee must lose some ground.

Rio, roasted	0 12	0 13	Mocha, roasted	0 25	0 28
Santos, roasted	0 15	0 17	Java, roasted	0 27	0 30
Maricaibo, "	0 16	0 18	Rio green	0 08	0 09

Spices—The spice business is taking a rest. Orders are small, and of little importance.

Peppers, black	0 15	0 18	Cloves, whole	0 25	0 35
" white	0 22	0 25	Cream of tartar	0 22	0 25
" whole, black		0 16	Allspice	0 14	0 16
Peppers, whole, white		0 23	" whole	0 14	0 16
Ginger	0 18	0 25	Mace, ground	0 75	0 80
Cinnamon	0 5	0 40	Mixed pickling spices, whole	0 15	0 16
Nutmeg	0 20	0 30	Cassia, whole	0 20	0 25
			Celery seed		0 24

Dried Fruit—Dried fruits are firm, but there is no change in prices. Demand is fair, but not what it should be. This may be owing to the fact that green apples, on account of their cheapness, are used instead.

	Per lb.
Prunes—	
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 10
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06

Same fruit in 50-lb. boxes ½ cent less.

Apricots—					
Standard					0 15
Choice, 25 lb boxes					0 15
Fancy, " "					0 17
Candied and Drained Peels—					
Lemon	0 09	0 11	Citron	14	17
Orange	0 11½	0 12½			
Figs—					
Elemes, per lb				0 08	0 10
Tapnets, "				0 03½	0 04
Bag figs				0 03¾	0 04
Dried peaches				0 08	0 08½
Dried apples					0 07½
Currants—					
Fine Filiatras	0 06¾	0 07	Vostizzas	0 08½	0 09
Patras	0 08	0 08½			

Uncleaned ½c less.

Raisins—					
Sultana				0 05	0 05½
" fancy				0 06	0 07
" extra fancy				0 08½	0 09
Valencias, new				0 06	0 06½
Seeded, 1 lb packets, fancy					0 08
" 16 oz. packets, choice					0 07½
" 12 oz. " "					0 06
Dates—					
Hallowees	0 05	0 05½	Fards choicest		0 08½
Sairs	0 05				

Nuts—Nobody expects anything interesting in this line at this time of the year. Prices stand firm.

Almonds, Formigetta					0 11½
" Tarragona					0 12
" shelled				0 32	0 35
Walnuts, Grenoble					0 13½
" Bordeaux					0 11
" Marbots					0 12
" shelled				0 29	0 30
Filberts				0 12	0 12½
Pecans				0 16	0 18
Brazils					0 15
Peanuts, roasted				0 08	0 12

Rice and Tapioca—Rice is an article that seldom varies in price. The difference in prices depends on the various kinds, and qualities. The Standard B has not changed a ½ cent during the last 10 years.

	Per lb.
Rice, stand. B	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03¾
Patna	0 05¼ 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04½ 0 04¾

Evaporated Apples — Dealers in evaporated apples have to take a back seat, but green apples are plentiful and cheap. The unsatisfactory returns from England for green apples have stopped shipments and the local market is more than supplied. This affects the sale of evaporated fruit.

Evaporated apples	0 07½ 0 08

Beans—Beans are now about 40c a bushel higher than when the new crop came in. Whether this is owing to the greater demand for them, or to the fact that farmers are forcing the price to their liking is not quite clear, but it is safe to say that both have something to do with it. However, beans are a strong, nourishing food and perhaps not much too high after all.

Beans, per bushel	2 00 2 10

MANITOBA MARKETS

Corrected by Wire.

Advances—Walnuts, tapioca, beans, peas.

Weaker—Rolled oats.

Stronger—Canned goods, syrup, coffee, brooms.

Winnipeg, February 3, 1910.

The general trade has taken on its usual briskness after a few weeks of specialty orders following the heavy holiday trade. Merchants have completed their stocktaking and are ordering on their short lines. The continued prospect of advanced markets in many lines has influenced many merchants to buy heavily and as a consequence wholesalers are pressing manufacturers and commission men for large shipments.

At present there are many merchants coming into the city from outside points studying the market conditions in the wholesale houses and laying plans for their spring and summer trade. It is noticeable that only the better class of goods are asked for irrespective of prices and as a result there is destined to be an overstock of some foreign goods which owing to peculiar climatic conditions are not of No. 1 quality. In the future all who are interested in the trade of western Canada will generally find it to their interest to send quality goods, and not worry about prices. The consumer wants them and will have them at any cost. The monetary condition is good and the number of bad debts are rapidly diminishing. Last December, however, some merchants burdened themselves with extreme orders for gift goods and the public spent money freely for goods other than table necessities and as a consequence there is a slight laxity in collections. The condition of the trade, however, warrants the conviction that things will rapidly right themselves in this connection.

Sugar—The advances of the past two weeks have cut off all superflous buying. Smaller orders are coming in and it seems as if grocers were expecting a decline soon. There is nothing to warrant this, however, and although the Canadian market is getting more independent of the United States market, yet much depend upon the New York

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Montreal and B.C. granulated, in bbls	5 40
" " in sacks	5 45
" yellow, in bbls	5 00
" " in sacks	4 95
Icing sugar, in bbls	5 75
" " in boxes	5 95
" " in small quantities	6 00
Powdered sugar, in bbls	5 55
" " in boxes	5 75
" " in small quantities	6 40
Lump, hard, in bbls	6 25
" " in ½-bbls	6 35
" " in 100-lb. cases	6 35

Syrup and Molasses—The reports are that the "American" market went up recently 5 scales, which is about 7½ cents per case. This may mean an advance here if this continue a few days. Should quotations be higher here it will not be unexpected. The molasses trade has been excellent all season and the folowing prices prevail.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 25
" " 5-lb. tins, per 1 "	2 75
" " 10-lb. tins, per ½ "	2 55
" " 20-lb. tins, per ¼ "	2 60
" " ½ barrel, per lb.	0 04
" " Sugar Syrup, per lb.	0 03½
Beehive Brand, 2-lb. tins, per 2 doz. oase	2 25
" 5 " 1 "	2 75
" 10 " ½ "	2 55
" 20 " ¼ "	2 60
Barbadoes molasses in ½-bbls., per gal	0 50
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, 5-gal. tins, per tin	1 95
Challenger, 6 10-lb. tins, per case	2 15

Tapioca and Sago.—The price of tapioca is stiff at 5 cents new. This commodity has been growing stronger for some time and may continue to go up. Sago has a fair market, the demand is better.

Pearl tapioca, per lb	0 05
Sago, per lb	0 04½ 0 04¾

Rolled Oats — The following quotations hold to-day and the market is rather weak.

Rolled oats, 80 lb. sacks, per 80 lbs	1 80
" 40 " " 40	0 95
" 20 " " 20	0 50
" 80 " (8, 10s)	2 20

Honey—There are some scarcities reported and prices are firm. The Bee-Keepers Association of Manitoba are arranging to supply honey to the wholesale trade in large quantities next season.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb	0 12½

Nuts—The market is good on all lines. Walnuts and peanuts are up and almonds may follow. Japan peanuts have come on the market at advanced price and some Virginias have gone up 1 to 1½ cents.

Shelled Walnuts, in boxes, per lb	0 27
" " small lots, per lb	0 28
" Almonds, in boxes, per lb	0 35
" " small lots, per lb	0 36
Peanuts, per lb	0 12 0 15

Cornmeal—The trade is getting better, and buyers everywhere are active. These quotations may go higher very soon.

Cornmeal, per sack	2 05
" per ½ sack	1 05
" per bale (10, 10's)	2 30

Barley—Goods are moving slowly and although the quality is good and prices are low the demand is unaccountably dull. Lower prices cannot be expected however.

Pot barley, per bag, 100lbs	2 40
Pearl barley, per bag, 100 lbs	3 50

Beans—The active and local export trade has sent prices up 10 cents. This has been looked for during the past three weeks, when it was reported that a European buyer was purchasing everything in sight.

3-lb. picker, per bushel	2 30
Hand picked, per bushel	2 40

Fresh Fruits and Vegetables — The local demand is excellent and the vegetable market is closing in rapidly. The apple and cranberry market has been unsurpassed in the history of the trade.

Carrots, per lb	0 02
Potatoes, per bushel	0 50
Cal. cauliflower, per crate	3 75
Native cabbage, per lb	0 02
Native beets, per bushel	0 60
Native onions, per doz	0 40
Oranges	3 25 3 50
Lemons	5 00
Apples, Ontario, per bbl	3 75 5 00
Grape Fruit, per crate	5 00
Grapes, per keg	5 00
Bananas, per lb	0 06
Cranberries, per bbl	9 00 10 00

Rice—The $3.75 price is low, although this is an advance of 25 cents over the quotations of the past few weeks. Some houses are still selling at $3.50, but the higher prices are being gradually taken up. This is an indication of the sluggish market.

Coffee—The arrival of new goods has not tended to lower prices in the least. Green Rios are wholesaleing at 10 to 10½ cents. An advance of about 1 cent next week would not be a surprise.

Evaporated Apples—We are forced to hold these at 8½ to 9½ cents per 50-lb. box this week. Last week they were ½c lower.

Canned Goods—The recent merger is stated to have already affected the western market and higher prices are confidently expected. No two houses have the same quotations just now, but a comprehensive figure will be quoted soon.

	Per dozen
Veal, beef and pork, 1-lb. tins	2 25
" " ½-lb. tins	1 30
Mutton, boiled, 1-lb	2 10
" " 2-lb	3 45
" roast, 1-lb	2 10
" " 2-lb	3 45
Ox tongue, 1½-lb	7 60
" 2-lb	8 60
Pigs feet, 1-lb. boneless	1 60
" 2-lb. "	2 75
Sausage, Cambridge, 1-lb	2 30
" " 2-lb	4 25
" Genova, 1-lb	2 30
" " 2-lb	4 25
Tongue, lunch, 1-lb	3 10
" potted, ½-lb	0 55
" ½-lb	1 05
Turkey, boneless, 1-lb	2 50
Loaf beef, 1-lb. tins	2 25
" ½-lb. tins	1 30
Loaf chicken, 1-lb. tins	3 00
" ½-lb. tins	1 75
Loaf cottage, 1-lb. tins	2 25
" ½-lb. tins	1 30
Loaf ham, 1-lb. tins	2 25
" ½-lb. tins	1 30

CHARLOTTETOWN MARKETS.

Corrected by Wire.

Sugar, standard granulated	4 90	5 00	Butter, dairy, fresh, per lb	0 22	0 24
Sugar, yellow	4 40	4 50	Butter, dairy, tubs, per lb	0 20	0 22
Flour, Manitoba	6 40	6 50	Eggs, per doz	0 22	0 23
Flour, Ontario	5 50	5 70	Potatoes, per bus	0 22	0 25
Cornmeal, bags	1 75	1 85	Turnips, per bus	0 12	0 15
Raisins, Val	0 06	0 06½	Beets and carrots, per bus	0 40	0 50
Raisins, California, seeded	0 07½	0 08	Parsnips, per bus	0 50	0 60
Currants	0 07	0 07½	Cabbage, dozen	0 25	0 50
Rice	0 03	0 03½	Cranberries, lb	0 04½	0 05½
Beans, new, bus	2 00	2 10	Oats, bus	0 38	0 40
Cheese	0 12	0 12½	Hay, per ton	9 00	10 00
Lard, pure	0 16½	0 16½	Straw, per ton	5 00	6 00
Molasses, fancy Barbadoes, gal	0 35	0 36	Poultry—		
Oatmeal, 100 lbs	3 00	3 25	Geese, per lb	0 11	0 12
Rolled oats, per bag 90 lbs	2 70	2 80	Ducks, per lb	0 11	0 12
Butter, creamery per lb	0 25	0 26	Chickens, per lb	0 10	0 11
			Fowl, per lb	0 09	0 10
			Pork, medium, lb		0 09
			Pork, heavy, lb	0 08½	0 08

NEW BRUNSWICK MARKETS.

Corrected by Wire.

St. John, N.B., Feb. 3, 1910.

No material changes have taken place in the market prices since last week. Business has been rather dull on account of the unusually mild weather but it is expected to pick up with the advent of cold weather again. Meat and produce prices still remain high, beef offering at 9 and 10 cents, wholesale. Oranges are plentiful, Valencias selling at $3 to $3.50; California navels, $3 to $3.50; Bahamas, $2.50 to $3, and Floridas, $2.50 to $3, per box. Lemons are quoted at $3, and Almeria grapes, $5 to $6 per keg.

Sugar—			Molasses, fcy.		
Standard gran.	4 95	5 05	Barbados, gl	0 34	0 35
Austrian "	4 85	4 95	Butter, dairy, lb	0 25	0 28
Yellows	4 45	4 85	Butter, creamery, lb	0 26	0 29
Flour, Manitoba	6 55	6 65	Eggs, doz	0 30	0 35
" Ontario	5 85	6 15	Eggs, new laid	0 35	0 45
Cornmeal, bags	1 57	1 60	Potatoes, bbl	1 25	1 50
Rolled oats, bbls	5 35	5 40	Canned goods—		
Buckwheat, west. grey, bag	2 90	3 00	Peas, doz	1 10	1 50
Val. raisins, lb	0 05¾	0 06¼	Corn, doz	0 85	0 90
Cal. raisins, seeded	0 07½	0 08½	Tomatoes, dz	0 95	1 00
Currants, lb	0 07	0 07½	Raspberries, dozen	1 85	1 90
Prunes, lb	0 05½	0 09	Strawberries, dozen	1 55	1 60
Rice, lb	0 03¼	0 03½	Salmon, case—		
Beans, hand picked, bus	2 25	2 30	Red spring	6 50	6 75
Beans, yellow eye, bus	3 60	3 75	Cohoes	6 00	6 25
Cheese, lb	0 13	0 13½	Peaches, 2's, dozen	1 70	1 80
Lard, compound lb	0 14	0 14½	Peaches, 3's, dozen	2 70	2 80
Lard, pure, lb	0 17½	0 17½	Baked beans, dozen	1 15	1 25
Pork, domestic mess	28 50	29 00	Fish—		
Pork, American clear	28 00	28 50	Cod, dry	2 75	4 25
Pork, clear backs	28 50	31 50	Herring, salt, half bbls	2 30	2 60
Beef, American plate	17 00	18 00	Herring, smoked, box	0 11	0 12
Beef, Canadian plate	16 75	17 00			

NOVA SCOTIA MARKETS.

Corrected by Wire.

Halifax, Feb. 3, 1910.

Wholesale dealers say that the weather for the past week or more has been bad for business and coupled with the loss of the snow, will doubtless curtail the consumption of groceries. Sugar remains unchanged in price since the last advance, but outside markets are showing considerable strength and the advice of the best informed sugar people is not to go short on this article, as further advances are likely to be recorded at any time. The drop of 37½c. on pork per bbl. and of ½ cent per lb. on lard, are the most important price changes this week, both these articles having been so high for months that customers have been watching anxiously for their return to reasonable figures.

One of our principal wholesalers, with a twinkle in his eye, stated that some of the lumbering firms have been feeding their crews on turkeys, because at present prices, they were found to be cheaper than pork.

Holders of stocks of beans in Ontario are asking full prices now, and when the present stocks are exhausted in the Maritime Provinces, it is evident that higher prices will be asked.

Dry codfish is quoted at $6 per qtl.,

and is scarce and difficult to obtain even at that price.

Corrected by Wire.

Creamery prints per lb.	0 26	0 27	Beef, American plate per bbl.	16 50	17 50
Creamery solids per lb.	0 27	0 28	Beef, Canadian per bbl.	....	16 50
Dairy, tubs, lb.	0 23	0 24	Hams smoked	....	0 16½
Fresh eggs, doz.	....	0 32	Pork, fresh	0 10	0 11½
Case eggs "	....	0 28	Codfisb, quintal	....	5 50
Sugars—			Herring, pickled per bbl.	....	5 00
Extra Standard, granulated	....	4 95	Apples, per. bbl.	1 50	3 00
United Empire	....	4 85	Potatoes, P. E. Island, bag.	....	1 25
Austrian, bags, granulated	....	4 85	Onions, Spanish ber lb.	....	0 02½
Bright yellow	....	4 75	Onions, American, per lb.	....	0 02¼
No. 1 yellow	....	4 60	Onions, Canadian, per bag	1 60	1 75
Flour h. wheat per bbl.	6 40	6 50	Molasses, fancy Barbados, bbl.	....	0 38
Flour, Ontario blends, bbl.	5 75	5 85	Molasses, fancy Barbados, pun	32 00	35 00
Cornmeal, bag.	1 70	1 75	Beans, bushel	....	2 25
Oats	0 54	0 55	Rolled Oats, bbl.	5 25	5 40
Pork, American per bbl.	....	28 00			
Pork, clear bbl	30 00	31 00			

ALBERTA MARKETS.

Corrected by Wire.

Sugars—			Dry salt bacon, smoked	....	0 16
B.C. granulated	....	5 74	Eggs, fresh, case 30 dozen	....	9 50
Raymond "	....	5 64	Butter—		
Peels—			Alberta creamery bricks	....	0 30
Lemon	....	0 12	Alta. creamery solids	....	0 29
Orange	....	0 13	Alta. dairy	....	0 26
Cltron	....	0 20	Alta. tubs	....	0 25
Dried fruits—			Cheese—		
Apricots, choice	....	0 16	Ontario, large	....	0 15
" standard	....	0 15	" twins	....	0 15½
Peaches, choice.	....	0 10	" Stiltons	....	0 17
" standard	....	0 09½	Beans—		
Pears, choice.	....	0 12	Ontario, hand-picked, bushel	....	2 40
Pitted plums	....	0 12	California limas, per lb.	....	0 06½
Prunes, 40-50	....	0 08½	Canned fish—		
" 50-60	....	0 07½	B.C. salmon, sockeye, 48-1's	....	7 50
" 60-70	....	0 07	B.C. cohoes, 48-1's	....	6 25
" 70-80	....	0 06½	B.C. pinks, 48-1's	4 00	4 25
" 80-90	....	0 06	Sardines, domestic, 100-4	....	4 00
" 90-100	....	0 05½	Lobster, 48-1's	....	17 00
Evap. apples, 50's	....	0 11	" 96-2's	....	18 50
Produce—			Fin. haddie, 48-1	....	5 65
Sugar cured ham 10-12 average	....	0 18½			
Sugar cured bam picnic	....	0 16			
B. bacon bellies	....	0 21			
" back	....	0 20			
Dry salt bacon	....	0 15			

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Feb. 3, 1910.

Last week saw a plentiful supply of eggs, which will keep the prices down. A couple of weeks ago the wholesalers and commission men were preparing to quote a 35-cent price by February 1st, but their plans did not materialize. The reason is a large supply of ranch eggs is coming in, not only from around Vancouver and the lower mainland, but also from Vancouver Island. It is earlier than usual, but the retailer welcomes them nevertheless, for people are shy of buying when the price is five or six cents each. Choice eastern selected are quoted at 32 and 33 cents, while the fresh ranch are from 40 to 45 cents. Many of the dealers cling to the eastern selected, as they generally know just what they are selling, and can assure the customer on the point, that while the eggs may not be the best, they certainly are not the worst. Few chances are being run. Not so with "fresh ranch eggs." More than one dealer has bought them on the assurance that they were strictly fresh, but later it was found out when a customer complained that some of the eggs were weeks old. Local dealers have fairly heavy stocks of eggs on hand, and commission men would have pulled down good profits had the price gone to 35 cents. As it is, an effort is being made to clear, and a rebate is offered if several cases are taken.

Ashcroft potatoes are quoted at $35, which is a high figure, while other qualities are $25.

Early tomatoes from California show signs of frost, but those from Florida have come through untouched. Cucumbers are here from Illinois and California. Generally, Victoria cucumbers are among the first to arrive, but the hot houses of the capital are late this year.

Corrected by Wire.

Sugar, standard granulated	....	5 60	Butter, local creamery	....	0 40
Val. raisins, lb.	....	0 05½	Butter, Western	0 22	0 25
Cal. " "	....	0 07	Eggs, Eastern	0 3?	0 33
Prunes	0 05½	0 07½	Eggs, local, fresh	0 40	0 45
Currants	0 06½	0 07½	Cheese, per lb.	0 14½	0 15½
Dried aprioots	0 11	0 13	Bacon, premier.	....	0 29
Flour, Standard, bbl.	....	6 90	Lard, pure	0 18½	0 19
Cornmeal, p. 100 lbs.	....	2 60	Lard, compound	....	0 17½
Beans, per lb.	0 03½	0 04½	Potatoes		
Rice, per ton	68 00	76 00	Ashcrofts, ton.	....	35 00
Tapioca, per lb.	....	0 03¾	Local, ton	....	20 00
Evaporated apples	....	0 08½	Canned Goods—		
Butter, Eastern dairy in tubs	....	0 25	Peas	....	1 30
Butter, Eastern dairy, choice	....	0 30	Tomatoes	....	1 27½
			Corn	1 00	1 10
			Apples	....	3 42½
			Strawberries	....	2 15
			Raspberries	....	1 65

NO FORMALITIES THERE.

Guelph Merchants Mean Business—President to Outline His Platform.

Guelph, Ont., Feb. 1.—The new officers of the Guelph Retail Merchants' Association elected at the annual meeting last week were:

President—H. Occomore.

1st Vice-President — W. H. Fielding (grocer).

2nd Vice-President—J. C. Kelener.

Secretary—Chas. Reid.

Treasurer—L. E. Rowen.

Executive Committee—G. A. Richardson, Alex. Stewart, G. D. Pringle and R. E. Nelson.

There were no formalities indulged in by the members, even if it were their annual meeting. They did not call upon the retiring officers for remarks, nor did any of the new officers take up any of the time of the meeting by replying to any congratulatory resolutions that might have been passed. H. Occomore, the president-elect, merely thanked his colleagues for the honor conferred upon him in his election to the presidency, and stated that at the next meeting of the association he would outline his policy for the coming year.

Retiring President Nelson, in congratulating his successor, spoke briefly of the work done by the association during the past year, and asked that the members be more regular in their attendance this year than they were last year.

The question of the appointment of an official collector to succeed D. A. Scroggie, who has moved to the west, was discussed. The members present at the meeting felt that while the Guelph association was the father of the official collector scheme, other cities and towns that had since taken it up had perfected their systems to a greater degree. Consequently, it was thought that they should get their system perfected and put on a really first-class business basis. This will be attended to at future meetings.

TRADE NOTES.

H. Hamstra, of H. Hamstra & Co., Grand Rapids, Mich., was in Toronto recently.

The annual dinner of the staff of the Canadian Salt Co., was held at Windsor recently.

W. C. Cross, manager of Hall & Fairweather, wholesale grocers, St. John, N.B., left last week for Montreal and Toronto.

H. W. Wright, of Welland, Ont., has sold his New York restaurant, and will open a new grocery store at Welland in connection with the other grocery stores in Ontario which he controls.

A. Allard, wholesale grocer, Ottawa, was elected by a majority of over 650 to the House of Commons last Saturday. This was to fill the vacancy caused by Sir Wilfrid Laurier's decision to sit for his Quebec constituency.

The Grocer saw an interesting document the other day, in the form of a notification, by the late Queen Victoria, of J. A. Simmers, as German consul at Toronto. It was dated Sept. 14, 1871, and bore the signature "Victoria Regina" as well as the royal seal.

Bovril Ltd., Montreal, have been granted an injunction restraining Metrakos Bros., Montreal, from any further substitution of other fluid beef for Bovril, when the latter was demanded. Metrakos Bros. were also ordered to pay damages to Bovril Ltd., and all of the costs of a judgment against this confectionery firm, as a result of their substituting other products.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

When the "Salada" Tea Co. opened their mail Monday morning, they found orders for six carloads (over seventy thousand pounds) of tea from their United States branches.

The MacLaren Imperial Cheese Co., Ltd., have received a shipment of English Stilton cheese from the best dairies in England. They are matured and in perfect condition. It will interest the best trade to get particulars. The same company receive regular shipments from France, of the finest Camembert cheese. Stocks always in perfect condition and can be shipped promptly. If you want anything in the line of olives from a ten cent bottle to a hogshead, the MacLaren Imperial Cheese Co. have attractive prices.

To enable the grocery trade of Canada to try for themselves the "Dainty Dutch Delicacy," the Holland Rusk Co. are offering to send to every dealer a full-sized package of Holland Rusk entirely free of charge. This is a prelude to a general campaign of advertising now being prepared. The idea is that when this advertising commences and the dealers' customers ask for the "Dainty Dutch Delicacy," that has become so popular in Toronto and many other places, he will already have decided to stock at least enough to meet the initial demand.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

All grocers should carry a full stock of Royal Baking Powder.

It gives the greatest satisfaction to customers and pays the grocer a greater profit, pound for pound, than any other baking powder he sells

THE ADULTERATION OF FOODS.

Steps Leading up to Decision to Have Food Standards and Progress of The Work.

In answer to the inquiry of a reader of The Canadian Grocer, the following facts regarding the adulteration of food and the proposed food standards are given which will prove of value to all subscribers :

Canada has been looking after the adulteration of food for at least a third of a century. This duty has been allotted to the Inland Revenue Department and especially to its laboratory branch. The head of this branch is a chief analyst with a staff of assistants at Ottawa. There is also a number of official district analysts. Inspectors from time to time visit the towns and villages of their districts, and collect samples of such articles as may be deemed desirable by the department at Ottawa.

The laboratory of the Inland Revenue issues bulletins at frequent intervals showing the result obtained in their examination of the food stuffs. This, of course, acts as a check on the producers of impure or adulterated goods. At times, also, for gross adulteration punishment is meted out. Such has been the case lately in the case of maple sugar and syrup and butter where heavy fines have been inflicted for the manufacture and sale of adulterated goods. One difficulty has been the lack of standards of purity for many items. Recently it has been decided to make out a set of standards. An advisory board has been appointed consisting of A. McGill, Chief Analyst of the Inland Revenue Department, Dr. W. H. Ellis, School of Practical Science, Toronto, and Dr. J. T. Donald, Montreal. All of these have had large experience in dealing with food products.

The chairman of the board, Mr. McGill, has drafted proposed standards which are to some extent based on the standards of the United States. These proposed standards have been submitted by the Inland Revenue Department direct, and also through the medium of the Canadian Manufacturers' Association, to the various manufacturers in the Dominion. These manufacturers have been invited to criticize the proposed standards and to suggest amendments or alterations. The idea of the proposed standards is to produce standards that will protect the consumer and at the same time be fair and just to the manufacturer. The board is engaged on this work of studying the amendments, etc., and gathering further information. It hopes to be able to submit some definite proposal before long, which may form the basis of parliamentary enactment.

BUTTER DECLINE IN NEW YORK.

President of Mercantile Exchange Again Advocates Lessening of Duty on Canadian Butter, Eggs and Cheese.

During the past two weeks the price of butter has dropped some 3 cents per pound on the Mercantile Exchange, New York. This is said to be caused partly by the agitation of the high cost of food products. Heavy shipments from interior points and the inroads which butter substitutes have made are also given as causes for the decline.

"While I do not handle butterine and my trade does not want it, I am willing to admit that the high price for butter has increased the sale of the substitute," said Julius D. Mahr, president of the New York Mercantile Exchange, in an interview. "Prices have undoubtedly advanced beyond normal and the consuming public have either cut down their purchases or taken the substitute.

"In my inaugural address as the incoming president of the Exchange, I called particular attention to the fact that this locality is calling loudly for butter, eggs and cheese which might be supplied from Canada at prices much less than are current now in case the existing tariff duty is removed.

"There are plenty of dairy products knocking at our door on the Canadian border and under present conditions it looks as though there should be a modification of our tariff laws which will allow them to come here without being compelled to pay what is practically a prohibitive duty."

TO SELL EGGS BY WEIGHT.

And Other Goods as Well—Toledo Merchants Begin New System.

Beginning last Monday the grocers and butchers of Toledo, O., U.S.A., inaugurated a new selling system whereby the measure has been laid by in favor of the scale. They declare that the system of selling by measure has been outgrown by modern business conditions. Fair and equitable dealing in bulk commodities, they say, can be insured only through selling by weight. After several years of discussion and investigation, they have put their sales on a weight basis, and leave it to the fairmindedness of the public to approve of the system. The principal articles heretofore sold by measure, and which will be hereafter sold by weight, are oysters, nuts, beans, apples, berries, potatoes and other fruits and vegetables whose bulk and quality, they claim have lent themselves to dishonest practices.

Eggs will also be sold by weight. Eggs at 40 cents per dozen, the grocers say, is equivalent to 28 cents per pound, as one dozen eggs of marketable size weigh about 1½ pounds. To show the comparison between the measure and weight system, the dealers point out that two pounds of oysters will equal one quart, one pound of sauer kraut will make two quarts, while beans at 7 cents a pound will equal 10 cents a quart. A pound is a pound the world over, they argue, and the grocer knows what he is selling and the housewife knows that she is getting just what she pays for.

If you have a line of goods that is not moving, consult the people from whom you bought them. They have helped others to make their goods sell, and they can help you.

WANTS RECOGNIZED MARKET DAY

Editor Canadian Grocer,—It has often occurred to the writer that the time has come for the wholesale provision and produce merchants and the jobbers of Front Street to have a stipulated market day. I believe this would work for the mutual benefit of the wholesale and retail trade. As most people know, this is done in several of the large centres in England, and as Toronto has grown to be so large a city and is considered the principal centre of distribution for Ontario, I think it would be a great idea to take the lead in this matter.

A good idea would be to arrange for Wednesday, this being a half-holiday in the summer time for the retailers, when they could slip down, say for a couple of hours, and do all they had to do, picking out their own butter, cheese, etc., and also, calling in on the jobbers' salesmen would, no doubt, see several lines that would interest them that a traveler cannot conveniently carry. Then, having seen the goods and bought them, the retailer would have only himself to blame if they did not turn out satisfactorily.

To carry out this idea there is no need to have a market building. The wholesalers could simply keep their city salesmen about the warehouse on the market day to see their retail friends as they walk around Front Street. Then, as the idea grew, the flour and feed men would, no doubt, like to be in the same run, also several of the manufacturers connected with the trade would be glad to display their products. Therefore, what is to hinder their arranging to take the north side of the St. Lawrence market, where during mid-week there is nothing done, and no doubt arrangements could be made to have tables, etc., for displaying their goods. Of course, this is only a suggestion and I should be pleased to hear from some of our friends in the trade in regard to the matter.

W. H. WILSON.

Toronto, Feb. 1, 1910.

BUSINESS LEGAL DECISION.

A legal action of much interest to business men as showing the importance of registering new companies and partnerships was the case of Croysdill vs. The Crescent Turkish Bath Co., Montreal, heard before the Superior Court of Quebec, sitting at Montreal. The plaintiff acting as well in his own name as in the name of His Majesty the King sues the defendant company and claims from them the penalty of $400 provided for in Article 4750 of the Revised Statutes of Quebec. The charge against the defendants is that they have failed to register their name and business as they were bound to do under the law. In dismissing the case the judge said that the company failed soon after being incorporated, but that had the defendants been sued or action entered after the 60 days allowed to register and before the time of failure the decision might have been different. The company was incorporated in November, 1906, and failed in January, 1907. The present action was not taken until October, 1908.

THE CHANCE OF YOUR LIFETIME!

THE wonderful West, after a season of unequalled prosperity, is calling for just those goods you handle and manufacture. Why not let us help you dispose of them? We have a thorough grasp of Western Trade and its developments, and have large track warehouses at the three strategic business points. Seize this splendid chance of placing your wares to the best advantage! We offer you conscientious, thorough and reasonably-priced service.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CALGARY WINNIPEG EDMONTON

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

Are You Carrying The Empress Brand?

Coffees, Spices, Flavoring Extracts, Pure Jams and Jellies

WE WANT YOU to do so.
IT WILL PAY YOU to do so.
YOU WILL do so if you try them once.

WRITE US

Empress Manufacturing Co.

Limited

VANCOUVER, B.C

IF YOUR TRADE DEMANDS A
FANCY CHEESE

for your select customer
try

Gunns Imported French Roquefort

Put up in cases, about fifty pounds each, or smaller quantity if you desire.
A trial will convince you that

IT IS A WINNER

ORDER TO-DAY

GUNNS LIMITED Pork and Beef Packers WEST TORONTO

CHEESE

Demand is improving in Canada, and offerings from Great Britain have advanced since the first of the year.

We think cheese is a good purchase at present prices; it certainly is the cheapest food on the market to-day.

We have in stock colored and white, large and twins, Stilton's Canadian and English Limburger and Roquefort.

F.W. Fearman Co.
LIMITED
Hamilton

THE PUREST AND BEST

MR. DEALER

Have you stocked the new **5c.** tin

St. Charles Brand ?

Some of your customers will want it and any jobber can supply you. It's a convenient package and only **$2.00** per case.

Manufactured by

St. Charles Condensing Co.
INGERSOLL, ONTARIO
CANADA

MILD CURED

Breakfast Bacon Skinned Backs and Hams

Finest Quality. Made from Selected Hogs. Made under Government Inspection.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Declines in Both Live and Dressed Hogs this Week

More on the Market Than Usual — Packers Still Have Difficulty in Getting Enough—Egg Market Shows Weakness — Comparatively Mild Weather Increases Receipts of New Laids —Butter Situation Losing Strength.

The provision trade on the whole from our view point is in a fairly healthy condition. There is evidently no surplus of any large quantities of any line on the hands of dealers. Cured meats find a ready sale in our own markets, at prices above the English quotations.

Cheese is in good demand, and holders are expecting an advance. Butter is overly plentiful, but the stocks which are held are not heavy to carry, and are expected to be all wanted before the spring butter comes in.

Eggs are in good shape and are likely to measure out all right at the end of the winter season to make room for the incoming stocks.

The drop in butter on the United States markets has no effect on our prices here. Prices of butter in England are irregular. Danish butter is offered at a reduction, in order to meet the strong competition from Australia and new Zealand. Canadian butter is practically off the market in England at present, and must depend on our home market for its demand.

MONTREAL.

Provisions.—Live and dressed hogs are down, the former to $8.50 to $8.75, and the latter to $12.75. A large influx of hogs is the cause of the drop. No changes have taken place in other lines but may in the near future if conditions do not change.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16½
Cases, tins, each 10 lbs., per lb	0 16¾
" " 5 " "	0 16¾
" " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb	0 17
Pails, tin, 20 lbs. gross, per lb	0 16½
Tubs, 50 lbs. net, per lb	0 16¾
Tierces, 375 lbs., per lb	0 16½
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 12½
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12¾
" 5 " " " "	0 12¾
" 3 " " " "	0 12¾
Pails, wood, 20 lbs. net, per lb	0 12½
Pails, tin, 20 lbs. gross, per lb	0 11¾
Tubs, 50 lbs. net, per lb	0 12½
Tierces, 375 lbs., per lb	0 12
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	29 00
Bean pork	23 50
Canada short cut back pork, bbl. 45-55 pieces	28 50
Heavy clear pork, bbls. 20-35 pieces	28 50
Clear fat backs	33 00
Heavy flank pork, bbl	28 00
Plate beef, 100 lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 14½
Long clear bacon, heavy, lb	0 15
Long clear bacon, light, lb	0 15½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 15
Large sizes, 18 to 25 lbs., per lb	0 16
Medium sizes, 13 to 18 lbs., per lb	0 16½
Extra small sizes, 10 to 13 lbs., per lb	0 16¾
Bone out, rolled, large, 16 to 25 lbs., per lb	0 17½
" " small, 9 to 12 lbs., per lb	0 18
Breakfast bacon, English, boneless, per lb	0 18
" "	0 17½
Windsor bacon, skinned, backs, per lb	0 18½
Spiced roll bacon, boneless, short, per lb	0 15
Hogs, live, per cwt	8 50 8 75
" dressed, per cwt	12 75

Butter.—Butter continues firm, with a steady sale. The greater part of the transactions are for small quantities. Receipts for the week are about the same as last year, 910 packages as against 970. For the season they are 396,054 packages as against 415,886 packages same season last year.

Fall creamery solids	0 26 0 26½
Fresh creamery solids	0 25½
Fresh creamery prints	0 25½
Dairy, tubs, lb	0 21 0 22½
Fresh dairy rolls	0 22

Cheese.—It is thought by the best posted dealers that present stocks of cheese in Montreal do not amount to over 20,000 boxes. Receipts are practically nil and as a result prices are up a fraction of a cent.

For the week receipts were 308 boxes as against 548 same week last year. For the season they are 1,968,893 as against 1,957,239 same season last year.

Quebec, large	0 12¾
Western, large	0 13
" twins	0 13
" small, 20 lbs	0 13
Old cheese, large	0 16

Eggs.—Eggs have somewhat fallen off in demand and newlaids are down to 35c. All lines show weakness in spite of the reported shortage in stocks and the practically negligable quantity of receipts For the week only 4 cascs have come in as against 408 cases same week last year. For the season they are 194,934 cases as against 197,056 cases same season last year.

New laid	0 35
Selects, dozen	0 30
No. 1, dozen	0 27
No. 2, dozen nominal)	0 25 0 26

Poultry.—Turkeys remain at former quotations. Otherwise all lines are higher by from 1 to 4 cents. There is only a fair demand, but supplies are so short that a rise became a necessity Ducks show the greatest scarcity and turkeys are the most plentiful.

Chickens, per lb	0 15 0 19
Hens, per lb	0 12 0 15
Young ducks, per lb	0 20
Turkeys, per lb	0 19 0 20
Geese, per lb	0 14 0 15

Honey.—There seems to be an increase in the demand for white clover comb, and as a result prices are up 2 cents for first grade goods. Extracted buckwheat is slightly easier. Demand for all lines is steady, and very good for this time of year.

White clover comb honey (nominal prices)	0 15 0 17
Buckwheat, extracted	0 08 0 08½
Clover, strained, bulk, 30 lb. tins	0 11 0 11½
Buckwheat comb	0 12½ 0 13

TORONTO.

Provisions.—The difficulty still remains even in spite of the effort to abstain from eating meat, to get the supplies to meet the demand. Formerly it took the best men to sell the goods but now it takes the best men to get the stuff. The price of hogs however this week is from 10c to 15c., live weight and from 50c to 75c per 100 lbs. dressed, lower than last week. Lard is ½c a lb. lower, but all the other lines remain unchanged.

Long clear bacon, per lb	0 14 0 14½
Smoked breakfast bacon, per lb	0 18 0 18½
Roll bacon, per lb	0 14 0 14½
Light hams, per lb	0 15
Medium hams, per lb	0 15
Large hams, per lb	0 14 0 14½
Shoulder hams, per lb	0 13 0 13½
Backs, plain, per lb	0 18 0 18½
" pea meal	0 18½ 0 19
Heavy mess pork, per bbl	27 00 27 50
Short cut, per bbl	28 00 29 00
Lard, tierces, per lb	0 15½ 0 16
" tubs "	0 15½ 0 16
" pails "	0 15¾ 0 16½
" compounds, per lb	0 12¾
Live hogs, at country points	8 25
Dressed hogs	12 00

Butter.—The butter receipts are increasing from week to week and the supply of fresh made butter is exceeding the demand. In consequence of this the market is weakening, and to keep it from accumulating, lower prices are accepted. On the whole, dairy butter may be quoted say 2c a lb. lower this week.

	Per lb.
Fresh creamery print	0 28 0 29
Stored creamery solids	0 26 0 26½
Farmers' separator butter	0 23 0 24
Dairy prints, choice	0 20 0 22
Tub butter	0 19 0 20
Ordinary butter	0 18 0 19

Cheese.—The cheese market is in a healthy condition. The stocks are not heavy, and sales are easily made at a slight advance. There is no danger of having to carry a surplus over the year. In consequence of the high price of meat grocers have still a good talking point in pushing the sale of cheese. It is still below its value compared with other foods.

Cheese, new, large	0 12½ 0 12¾
" " twins	0 12¾ 0 13

Eggs.—The continuous mild weather will certainly have its effect on the egg market. New laid eggs are coming in more freely, but with them are still mixed stock, that has been held by farmers, and which are not equal to cold storage eggs. There is some chance of an excuse when stale eggs come in, in the summer time, but when old eggs come in with what are sold as new laid eggs at this time of the year it is a down-right fraud, and farmers who are guilty should be severely punished.

Cold storage eggs	0 27 0 28
Select eggs	0 28 0 29
Strictly new laid	0 30 0 33

Poultry.—The poultry market, after a short dull spell has again revived. The receipts are liberal, business is brisk and prices are firm.

Spring chicken, dressed	0 16 0 18
Hens, per lb. dressed	0 11 0 12
Turkeys, per lb., large	0 18 0 19
Ducks	0 16 0 17

Honey.—There is a regular demand for honey, but the prices remain unchanged.

Honey, extracted, 60 lb. cans	0 10½ 0 11
" 10 lb pails	0 11 0 12
" 5 lb. pails	0 12 0 12½
" comb, per dozen	2 50 2 75

PERSONAL NOTES.

John Arendshorst, of the Holland Rusk Co., Holland, Mich., called at the Toronto office of The Grocer during the week.

Jas. H. Lockhart, a man familiar with the grocery trade in Toronto for many years, died suddenly during the week. For a long time he was with Michie & Co., and later with the Robt. Simpson Company.

Kenneth K. Simpson, for 4 years manager of Gunns Limited, commission house, Front Street, Toronto, and for 9 years in the employ of the company has gone to Winnipeg to enter business in partnership with G. W. Prout. Before leaving he was tendered a banquet by his former associates and was the recipient of a number of gifts. He is succeded by Harper R. Gray, formerly with Gunn & Langlois, Montreal.

FOR QUALITY

George Kemp, Limited

LONDON, - ENGLAND

$ $ $ $ $

in these dainty lines

BISCUITS

Do not miss YOUR SHARE

STOCK NOW

Stars
Rainbow (ice)
Cinderella (mixed)
Cocoanut Fingers
Currant Wafer
Chocolate Shortbread
Highland Shortbread

EXPORT AGENTS:

H. Collings & Co.,

16, Philpot Lane, - London, E.C.
ENGLAND

Nation's Celebrated

CUSTARD POWDER

THE BIG 5c. PACKAGE

Just the thing

WHEN EGGS ARE SCARCE

We stock it. Write.

W. H. ESCOTT

Broker

Winnipeg, - - Man.

To Have

your trade will be our reward after a trial of ANCHOR BRAND FLOUR

and

the longer you use it the more easy your trade will be

To Hold

LEITCH ANCHOR BRAND OAK LAKE

ANCHOR BRAND FLOUR

Manfd. by
Leitch Brothers Flour Mills,
Oak Lake, Manitoba. 4

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ***ESTABLISHED 1871***

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

WHITE SWAN

100% PERFUMED - POWDERED

LYE

BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS

When writing to advertisers, kindly mention having seen the advertisement in this paper.

Quality Always Wins!

That "Gillett's Goods" are the best is the general verdict of the housekeepers of Canada. They have stood the test of time—the true test of quality.

Only the purest ingredients are used in the manufacture of

Magic Baking Powder **Gillett's Perfumed Lye**
Gillett's Cream Tartar **Royal Yeast Cakes**
Etc.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

Clark's Corned Beef

saves the housekeeper at least 25% over uncooked Butcher's meat.

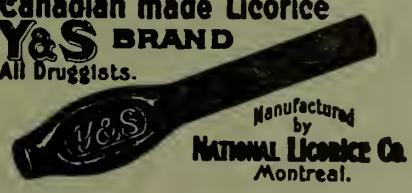
Your thrifty customers will thank you for showing them the advantages of buying CLARK'S MEATS when butcher's meat is so very dear.

For quality CLARK'S CORNED BEEF is not excelled.

Wm. Clark **Montreal**

Manufacturer of high-grade
—Food Specialties—

Canadian made Licorice
Y&S BRAND
All Druggists.



Grocers, Confectioners and Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

Send To-day

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES, W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
PROVINCE OF ALBERTA, Tees & Persse Calgary and Edmonton

An English Idea of the Canadian Bacon Situation

Provision Dealer in Bradford, England, Understands that Canada Exports to the United States—Advises Canada to Take the Place Vacated by the United States in Supplying the English Demand.

James Isitt, of Geo. Isitt & Sons, provision dealers, Bradford, England, has a few wrong ideas with regard to the hog and bacon situation in Canada. He writes as follows to "Canada" :

"It occurs to me that the following information with regard to the bacon supply in England, might interest your Canadian readers, and might also be the means of my gaining some idea of the prospects of the supply from Canada for the coming year.

"You will, no doubt, be aware that there has been practically a famine in pigs in this country, during last year, and prices have ruled higher than they have done for the last forty years. This has been caused, not only by a great shortage of pigs on this side, but more especially by the short supply from the United States, owing to the high price of feeding stuff, maize, etc., and to the fact that the increased population in the United States consumes more bacon. We are given to understand that there will never be the plentiful supply of bacon from the United States that there has been in former years.

"This means that, if we are to have cheaper bacon, we must look for another source of supply to take the United States place and, to my mind it all points to Canada. But this year they have failed us badly ; instead of increasing their exports they have actually shipped less, and in fact I know of one or two curing houses that have shut down and stopped supplies altogether. So that for the last six months there has been little or no Canadian bacon on the English market.

"We are given to understand that one reason for this is that they have been sending it over to the United States instead of to England. Is this so ?

"There is no doubt whatever, that if Canadians would only turn their attention to pig raising they could take the place of United States in the supply for this country, especially if they would adopt the United States lines of cutting the bacon up into : square cut, shoulders, Yorkshire cut, Cumberland cut, sides, ribless bellies, short, and long cut hams.

"The question is, are they alive to the advantages, and will they follow it up on a large scale, for as I have said the prospect is most promising. We can never hope to produce anything like the quantity wanted in this country and the trade is fast passing into the hands of Denmark and Sweden as the butter trade has done."

No Bacon Goes to U. S.

From Mr. Isitt's letter it will be observed that he is not familiar with the situation on this side of the Atlantic.

No doubt there is a great shortage in the supply of hogs in the Old Country and in the United States, but the same applies to Canada. There does not appear to be much consolation in looking to Canada to replace the United States on the English market. The supply of hogs in Canada is not adequate. The result is, the prices to farmers have gone up so greatly during the last year or two, that packers cannot afford to purchase them and compete with the prices of Danish bacon in England. And again they cannot get the hogs because the Canadian farmers are not raising them. These are the reasons why Canada shipped less bacon to the English market in 1909 than she did in 1908 or 1907, as was shown by figures in last week's issue of The Grocer.

The reason given that it is because Canada is sending her bacon to the United States is without foundation. Canada scarcely exports a pound to the United States, while on the other hand government statistics show that a great deal of United States hog products come to Canada—not so much last year as in 1908, however.

Exporters of Canadian bacon to the Old Country do make the cuts referred to in the above letter.

The whole question now rests with the producers. If more hogs are raised, Canada will be in a better position to supply the demand referred to by Mr. Isitt.

DESICCATED COCONUT
and COCONUT FAT

FINEST QUALITY MANUFACTURED

J. H. VAVASSEUR & CO., Ltd., CEYLON HOUSE, 15-16 AMERICA SQ., London, Eng.

Factories—Ceylon Telegrams—Citronella, London

EVER SELL A HORSE OF FLOUR ?

Many grocers in different parts of Canada are selling large numbers of these horses—also cows, pigs and other creatures in biscuit form. A very popular line which grocers can sell to all classes. Profit is good.

GET SAMPLES IF YOU HAVE NO STOCK

THE CANADIAN BISCUIT COMPANY, LIMITED
LA PERADE, QUE.

Christie reputation is a valuable asset

TO MANY

successful grocers

Consider the reputation of the manufacturer whose goods you handle!

What does it mean to you—not theoretically, but in *actual cash?*

Is it good commercial sense to endanger *your* business supremacy by handling lines your best customers know to be second-rate?

Few people in Canada will dispute the superiority of Christie Biscuits—certainly experienced grocers *will not.*

Particular housewives all over the Dominion *know* exactly what *Christie reputation* stands for.

They know it means scrupulous *cleanliness*, absolute *purity*, high-grade and lasting *quality.*

And they *insist* on Christie biscuits because they know positively that Christie biscuits are *the purest of all pure foods.*

Why not let Christie reputation work for you in building up a bigger and better business?

N. B.—Christie Biscuits sell more than biscuits.

CHRISTIE, BROWN & CO., Ltd.

Don't look for trouble!

You, Mr. Grocer, have many little trade worries, we know, but you will never have any biscuit trouble with

"WHITE LILY" BRAND People's Fancy Biscuits

They are made of the purest materials, and invariably reach the retailer as crisp and as fresh as they left our ovens. This biscuit retails at 12c., and leaves you a good margin of profit. Put up in bulk, boxes and tins. Write for prices.

WE ALSO RECOMMEND—

WHITE LILY BRAND Cream Sodas
Havelock Lunch and
Cottage Mixed

J. A. MARVEN, Ltd., Moncton, N.B.

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER

Our VILLAGE Biscuit retails 3 lbs. for 25c.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,
ST. GEORGE, - ONT.

HERE IS A REAL BARGAIN

JUST RECEIVED INTO STORE

3500 BOXES "OREGON PRUNES"

"ITALIAN"

40/50	25 lb. boxes	8c.	lb.
50/60	" " "	7½c	"
60/70	" " "	7c.	"
70/80	" " "	6½c.	"
80/90	" " "	6c.	"
70/80	10 " "	75c.	box.

These Prices Are Excessively Low. Give us Your Order Now.

Wholesale Grocers **L. CHAPUT, FILS & CIE.** Established in 1842.

2, 4, 6 and 8 De Bresoles St. - - - MONTREAL

By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Likelihood of Cereal Prices Making an Advance

Millers Busy on Small Margins—Flour Prices Firm With no Immediate Chance of a Decline — Wheat Being Purchased More Freely.

The millers are busy and begin to feel that the state of the markets warrant a higher price for flour. They had the idea that wheat would decline and with this expectation they worked on a narrow margin. Now, since they have abandoned the notion of lower wheat prices, they think they are entitled to better profits.

The situation on the whole has a wholesome outlook from a miller's standpoint. It is a settled matter that the exports from Argentine will be con- in export, so millers feel well satisfied a firmer feeling in the markets of the world.

With nothing to look for that can in any way seriously affect the prices until next summer, it is supposed that the market will move smoothly without much change for some time.

MONTREAL.

Flour—Local demand has been good of late, and there has been no decrease in export, so millers feel well satisfied with the market at present prices.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 80
Glenora, bbl	5 30
Manitoba spring wheat patents, bbl	5 80
" strong bakers, bbl	5 30
Five Roses, bbl	5 80
Harvest Queen, bbl	5 30

Oatmeal—A brisk export demand has been noted this week, and local sales have continued to be good. Prices are firm at last week's quotations, but no one would be surprised to see them higher in the near future.

Fine oatmeal, bags	2 62½
Standard oatmeal, bags	2 62½
Granulated " "	2 62½
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
Rolled oats, bags	2 40
" barrels	5 05

TORONTO.

Flour—Millers are of the opinion that flour is up to stay, and are buying their wheat more freely. Even with the constant fluctuation in the wheat market, the local flour market is not likely to vary much for some time.

Manitoba Wheat.	
1st Patent	5 70
2nd Patent	5 30
Strong bakers	5 10
Winter Wheat.	
Straight roller	5 10
Patents	5 30
Blended	5 30

Cereals—The demand for these goods is uncommonly brisk, with prices looking upward. The millers are rushed and have orders for all they can make, and as their margins are small it is quite likely that prices will advance. It looks like sending 'Coal to Newcastle,' but it is nevertheless a fact that rolled wheat is shipped by Toronto mills as far west as Calgary.

Rolled oats, small lots, 90 lb. sacks	2 40
" " 25 bags to car lots	2 25
Rolled wheat, small lots, 100 lb. brls	3 10
" " 25 brls. to car lots	2 80
Standard and granulated oatmeal, 98 lb. sacks	2 65

PARTNERSHIP FORMED.

A partnership has been formed in Montreal, between W. E. Forbes and J. A. Nadeau, who will do business as Forbes & Nadeau, brokers and commission merchants. Mr. Forbes has for several years past been manufacturing Bee Brand grocery specialties, and has been doing a commission business for several large manufacturers in Canada and abroad. Mr. Nadeau was on the staff of Watt, Scott & Goodacre during three years past, latterly as their special representative in Montreal City and Quebec. Before that time he was for nine years with Hudon & Orsali, wholesale grocers, leaving them when he had attained the position of a buyer. It is the intention of the new firm to continue manufacturing, as well as to do a general brokerage and commission business. Their office headuarters will be at 449 St. Paul Street.

CATALOGUES AND BOOKLETS.

The January issue of the Molassine World is a special Works Number, illustrating the immensity and modern construction of the new premises of the Molassine Co., Limited, Greenwich, Eng. The cover presents a view of the new building from the outside, while the inside pages contain numerous good halftones reproducing photographs of different buildings, departments and arrangements responsible for the economical and expeditious transaction of the affairs of the firm. The usual number of special articles on horses, dogs, poultry and kindred subjects, and several interesting stories, with a humor department, make this number an attractive one. Andrew Watson, who is sole Canadian importer of Molassine meal and Molassine puppy cakes, is in a position to supply copies of the journal to bona fide inquirers.

The Trapping Season is now on!

Why not do a little Trade Trapping on your own account by featuring

Mooney's
"PERFECTION"
Cream Crackers

the cracker that is just a little better than all the rest?

Think what it means to handle a cracker which always reaches you in a crisp, fresh condition, and then decide to feature

Mooney's "Perfection!"

The Mooney Biscuit and Candy Co.
LIMITED
STRATFORD, CAN.

COX'S, GELATINE

The Leading Gelatine for more than Sixty Years Foremost in Purity and Manufactured by Messrs. Cox as well as PACKED by them.

PURITY GUARANTEED

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURGH

WHITE SWAN
100% PERFUMED - POWDERED
LYE
BEST PROFIT MAKER FOR YOU
BEST VALUE FOR YOUR CUSTOMERS

STERLING, ON SILVER, SIGNIFIES SOUNDWORTH, MERIT. IT IS THE MAKER'S GUARANTEE TO THE PURCHASER THAT THE PIECE BEARING THE MAGIC WORD IS THE "REAL THING."

In like manner certain well-known brands distinguish quality goods from "Nearly as Good" imitations.

The Sterling Bordeaux Chocolate is the famous

"CHOCOLATE BORDO"

(Registered)

for over 25 years the leader. It is different in that it ever possesses that uniform excellence which gave it reputation early, making it alike the favorite of consumer and dealer.

The Montreal Biscuit Company

Manufacturing Confectioners

MONTREAL

TRUMILK

A full-creamed Milk in soluble powder form.

MILKSTOCK

A separated Milk in soluble powder form.

These products are unequalled in quality by any other milk, whether in powder or condensed form. Pure, healthful, digestible, convenient. Guaranteed free from preservatives or adulteration. Dissolve easily in cold water and make perfect liquid milk.

MADE IN CANADA

Canadian Milk Products, Limited

Head Office: TORONTO. Plant: BROWNSVILLE, ONT.

THE Beverage for ALL Weathers

Epps's Cocoa

A Cup of "Epps's" at breakfast **Warms** and **Sustains** you for hours. As a supper beverage it is perfect.

Grateful ***Comforting***

Special Agents: C. E. COLSON & SON, Montreal

Nova Scotia: E. B. ADAMS, Halifax. Manitoba: BUCHANAN & GORDON, Winnipeg.

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

SALT

Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS, 128 Adelaide St. E., Toronto

G. J. CLIFF, Manager.

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Mus be clean and free from quills. Prompt remittance

WRITE TO

P. POULIN & CO.

39 Bonsecours Market, - Montreal

WE SELL FEATHERS TOO

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

Mr. Merchant,

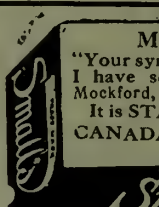
Are you handling

Royal Purple Stock and Poultry Specifics

the largest advertised goods of this nature on the market? If not, write us for price list and our plan of advertising to bring you direct results.

The W. A. Jenkins Mfg. Co.,

LONDON : : : ONT.



MAPLE SYRUP

"Your syrup is superior to anything I have seen on the market."--H Mockford, Charlmond Road, London

It is STANDARD. Get Prices.

CANADA MAPLE EXCHANGE

Montreal

TRADE MARK.

Small's

Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

ABSORBINE

will clean them off without laying the horse up. No blister, no hair gone. $2.00 per bottle, deliv'd. Book 8 D free.

ABSORBINE, JR., for mankind, $1. Removes Painful Swellings. Enlarged Glands, Goitre, Wens, Bruises, Varicose Veins, Varicosities, Old Sores. Allays Pain. Book free.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.

LYMANS Ltd., Montreal, Canadian Agents.

BETWEEN you and me and the bedpost, Brother Grocer, who really was the Wiseheimer that said: "*Nothing great was ever done without Enthusiasm?*" ¶ Introduce me. I want to shake hands. ¶ I've been thinking about it pretty hard these days and *re-discovered* that self-same fact *anew*. ¶ But bide a wee, who is it makes *most* sales in YOUR shop? Isn't it the fellow who's so chuck full of *Enthusiasm* that it fairly *oozes* out of his hide? ¶ Enthusiasm, you know, is just *real Faith*, Belief in what *you* sell. Then it's so *contagious*, Brother Grocer. ¶ Customers don't get away from Thomas until he's through with his spiel, and when *he's* through *so is the desire to buy elsewhere*. ¶ But take away *his* faith in your goods, what's left, Brother Grocer? Just Thomas, plain Thomas, and a glum-looking Thomas is he. Just an "ornery" every-day *order-taker*, NOT a *salesman*, goodness no.

FIVE ROSES FLOUR

Plus Quality, what does Thomas find in FIVE ROSES flour? Red hot Enthusiasm—Faith, Belief. ¶ He'll make *twice* as many sales. With *less* labor and time lost. ¶ For, Brother Grocer, every new convert on her *return trip* gives him *new* talking points, new success hints. He's *forearmed*, re-stocked with *fresh* "ginger" to tackle Mrs. Next One. ¶ Don't let his enthusiasm grow cold—feed it with *good* flour—keep it at blood-heat. ¶ For Bigger Business, Brother Grocer, here's a *tested* recipe: FIVE ROSES flour *first* of all, of course; a live salesman not too fresh, salary to suit, add a pinch of the aforesaid Enthusiasm, stir gently, set in a warm place to increase sales. When desired volume is attained, pocket the profits and *invite your enemy's customers*. ¶ Why, Brother Grocer, it's an insult to *your* intelligence to point the moral.

—E.M.E.

LAKE OF THE WOODS MILLING COMPANY
LIMITED
MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES

The Relation of Advertising to the Traveler

Gives Him a Vantage Ground and Arms Him With Convincing Arguments—Its Operation on the Mind of the Merchant—Advertising Co-operation makes Work of the Traveler Lighter.

By J. Walter Thompson, President of J. Walter Thompson Company, New York.

The easiest way in which to realize the relationship of advertising to the work of the commercial traveler is mentally to eliminate the advertising and decide whether the traveler is a gainer or a loser thereby.

At one stride we go back to the days of the bagman and the bellman; the bagman driving his gig from town to town, and the bellman lugubriously reading at street corner and market cross the announcement of some local merchant.

It is only when we suggest the elimination of advertising that we realize to how great an extent advertising is news, that it is full of human interest, a running record of human progress, a chronicle of the ramifications of civilization. So essential is advertising to the comfort, welfare and progress of the people at large that were it possible that all magazines and periodicals should unite to discontinue the printing of advertisements, it would become absolutely necessary to print magazines that were all advertising, and such magazines would be even more eagerly bought by the general public than the periodicals devoted to pure literature.

It is because people read advertisements and are influenced by them that they bear an important relation to the work of the commercial traveler. The purpose of advertising is to create a demand for the wares advertised. The work of the salesman is to supply the merchant with the wares to meet the demand created. In as far as advertising accomplishes its purpose and creates a demand for advertised articles, in so far will the work of the salesman be anticipated, and his orders increased.

General advertising introduces an article to the public, familiarizes people with its qualities, explains its merits and gradually educates the consumer to a desire for the article advertised. Without this preliminary work the merchant handling the goods would have to do the educating, and as he himself would have to be taught, the work of salesmanship would be vastly increased and the amount of sales greatly lessened.

These conditions are so well understood that many merchants prepare a prospectus of their advertising campaign, have proof-sheets made of the series of advertisements which they intend to use, showing size of space, style of type, character of argument, etc. With this in hand the commercial traveler calls on the retailer and finds it easy to convince him that he can afford to buy a good bill of the goods, which are so effectively advertised in magazines and periodicals that are read by his customers in common with the rest of the reading population.

Take a concrete example of the dependence of salesmanship upon advertising: The Prudential Insurance Company of America has by advertising so familiarized the entire population of the United States with its strength and reliability that it would be practically impossible to name life insurance without thinking of the Prudential. Suppose all this advertising were withdrawn; suppose that all the influence of past advertising could be wiped out; what would be the effect on the business of the Company's salesmen or agents? It would practically put them out of business. It would close the offices of all the more important agents. It would necessitate a new beginning on an entirely new basis for company and salesmen alike.

In all cases advertising is just as much an essential factor in salesmanship as in the case cited. The relationship may not be so strikingly apparent, but it exists, and the mere discontinuance of advertising in the present, without losing the benefit of the advertising momentum of the past, would be soon apparent in a rapid falling off of sales, no matter how skilled and successful the salesmen employed to push the goods.

There is another phase of this relation of advertising to the commercial traveler—it protects him from what may be termed piratical competition. The advertising of a trade-marked article makes it impossible that a salesman with a similar article, unadvertised, can make a sale for that article on any ordinary plea of quality or price. If he could prove his article to be "just as good," it would be minus the advertising, minus the popularized trademark, and therefore minus the patronage already created for the advertised article.

Advertising creates public confidence. Your advertiser has a local habitation and a name, he nails his colors to the mast, you know who he is and where to find him. The American public generally appreciates that big money can't be spent on advertising to catch one sucker to make one sale. Advertising to pay must make partisans, it must make steadfast customers, and to do that the goods advertised must be in quality and quantity all they are represented or even more than that. This fact roots in the retailer's mind also. He is bound to reflect the mental attitude of the consumer, and that mental attitude recognizes that the man who sells well advertised goods has a claim on his time and attention that does not belong to the salesman who offers goods unadvertised, and leaves the burden of distribution entirely with the merchant who buys the goods.

The relation of advertising to the work of the commercial traveler is therefore most intimate and valuable. It gives him a vantage ground, it arms him with convincing arguments, it operates beforehand on the mind of the merchant which he must influence and convince before he can hope to sell a bill of goods. Without this assistance his work must be increased, and his sales would be inevitably lighter and fewer than they are with advertising co-operation.

Tell Your Customers That:

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Black Watch

The Big Black Plug Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade

After the Holidays

you may find trade a bit slack!
Why not start a Tobacco Department and feature the

7-20-4

CIGAR

It is a popular smoke that sells readily and leaves you a good margin of profit.

Write for prices

Sherbrooke Cigar Co.

SHERBROOKE
QUEBEC

Washing Day

loses half its terrors when

CRYSTAL SOAP CHIPS
or
WONDERFUL SOAP

help to lighten the housewife's burden, and she will have these soaps and no others when once she has tried them.

They are honest soaps, such as you like to handle, and they perform all we say :—

They *whiten clothes* and they *save time and labour.*

Are you stocking them? They yield handsome returns.

Let us send you quotations.

THE GUELPH SOAP COMPANY

GUELPH ONTARIO

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

California Oranges
Florida Oranges
Valencia Oranges
Marmalade Oranges

Florida and Jamaica Grapefruit, Messina Lemons, California Celery, Cranberries, Almeria Grapes, Nuts, Figs, Dates, etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

Any Old Time

you start debating with yourself as to why St. Nicholas and Home Guard Lemons cost more than other brands, just look a box of St. Nicholas in the face and you crack the nut—they're worth more, that's why they cost more.

J. J. McCABE
AGENT
32 Church Street, Toronto.

Trouble Over Auctioning Apples in Montreal

Retailers Losing Trade—Many Apples on the Toronto Market —New Vegetables Coming on the Market—Firm Fish Prices, With Good Lenten Demand in Sight.

MONTREAL.

Green Fruits—A large shipment of Messina bitter oranges has arrived, and they show first-class quality. As to apples, dealers say some change will have to be made in the present auction rules. Lots of one to five barrels can be bought, and are bought, direct by consumers, thus cutting off many sales from the dealers. The remedy suggested was increasing the minimum quantity purchasable until it is more than a consumer cares to take. In general the market is dull.

Apples—			Grapes, Almeria,		
Baldwins, bbl.		4 00	per keg		5 50
Greenings, bbl.		4 00	Kumquats, qt.		0 25
Russets		4 50	Lemons—		
Kings, No. 1.		5 00	Verdillis, box		3 25
Spies, per bbl.		5 00	Maoris, box		3 25
Fameuse, bbl.	4 00	4 50	Limes, per box		1 50
Mackintosh reds.		5 00	Messina bitters.	2 50	3 00
" No. 2.		4 50	Oranges—		
Tallman Sweets.		2 50	Late Valencias.		5 20
Wealthys, 1, bbl.		4 50	Floridas		4 50
" 2, bbl.		4 00	California navels	3 00	3 50
Bananas crated,			Porto Ricos		2 50
bunch	1 50	2 00	Mexicans		2 40
Cranberries, bbl.	7 50	9 50	Jamaica, crate		4 00
Cocoanuts, bags.		4 25	Pineapples—		
Grape fruit—			Floridas, box		4 00
Florida		4 50	Strawberries—		
Jamaica	3 50	4 00	Florida, qt.		0 70
			Tangerines, strap		5 75

Vegetables—Changeable weather has had a lot to do with the present dull state of the market. Dealers admit it is much worse in this respect than last year. Stocks are being allowed to run low. Prices are unchanged, but show signs of weakness.

Beets, bag	0 50	0 60	Spanish, cases		
Brussels sprouts,			150 lbs.		2 75
per qt.		0 23	Spanish, ½ cases		1 65
Carrots, bag	0 50	0 60	50 lbs.	0 90	1 00
Cabbage, bbl	1 00	1 25	Potatoes—		
Celery—			Montreal, bag	0 65	0 75
Canadian, doz.	0 75	0 90	Sweet, per bbl.	2 50	3 50
California, crate.		5 50	" basket.		2 00
Cauliflowers, doz.	1 50	4 50	Parsley, dozen	0 40	0 90
Cucumbers—			Parsnips, bag	0 90	1 00
Boston, doz.	1 00	2 00	Rhubarb, doz.		1 25
Garlic, per lb.		0 17½	Spinach, bbl.		4 00
Green Peppers,			Tomatoes—		
basket.		0 75	Floridas, crate		5 50
Lettuce—			Cubans, crate		4 00
Curly, box		1 60	Hot-house, lb.		0 35
Boston	1 50	2 00	Turnips, bag	0 40	0 75
Onions—			" Quebec,		
Red, per bag		1 00	per ton	7 50	9 00

Fish—Trade is active and prices are advancing. The prospect of a movement in sympathy with the United States anti-beef eaters has stimulated the market and put fish in the public eye as a food necessity more than ever. When some lines of good fish can be sold wholesale at 2c and 3c per lb., it is no wonder that the demand should increase considerably. Lent is close at hand, so the market must show substantial advances in all lines. The first car of Newfoundland herring is on the market, and show 55 lbs. per 100 fish. If the weather remains cold Tommy cods will come down from spawning and lower prices in this line will result. There is the usual demand for salt fish at this season, at firm but unchanged prices.

FRESH

Market cod, lb.	0 05	Haddock, lb.	0 06
Steak cod, per lb.	0 06		

FROZEN

Dore, winter caught,		Pike, headless and	
per lb.	0 08	dressed.	0 07
Flounders	0 06	Pike, round	0 06
Haddock	0 04½	Steak cod, per lb.	0 05
Halibut, per lb.	0 09	Salmon, B.C., red, lb	0 10
Herring, per 100	1 75	Salmon, Gaspe	0 18
Herring, large	2 25	Salmon, Qualla, lb.	0 07½
Lake trout	0 08½	Smelts, 10 lb. boxes.	0 11
Mackerel	0 10	Tom cods, per bbl.	2 50
Market cod	0 04	Whitefish, large, lb.	0 10
		Whitefis small, lb.	0 06

SALTED AND PICKLED

Green cod, No. 1 med-		No. 1 mackerel, brls.	19 00
ium, per brl	7 00	Salmon, B.C., ½ bbls.	8 00
Green cod, small, brl.	5 50	" " bbls., red	15 50
Green cod, large, brl.	7 50	" " pink	14 00
Labrador herring, bbl	5 25	" Labrador, bbl	18 00
" " ½ bbl	3 00	" " ½ bbls	9 50
Labrador sea trout,		" " trcs.,	
bbls	12 00	300 lb.	25 00
Labrador sea trout,		Salt eels, per lb.	0 08
half bbls	6 50	Salt sardines, 20 lb. pl	1 00
No. 1 mackerel, pail.	2 25	Sardines, Quebec, bbl	5 50
" " ½ bbls.	10 00		

SMOKED

Bloaters, large, per box	1 10
Haddies, 15 lb. bxs., per lb.	0 07
Herring, new smoked, per box	0 13
Herring, boneless, per lb.	0 10
Kippered herring, per box	1 20
Kippered herring, imported	1 10
Smoked salmon, sugar cured, per lb.	0 25

SHELL FISH

Lobsters, live, per lb.	0 16
Lobsters, cooked	0 18
Oysters, choice, bulk, Imp. gal.	1 30
" "Sealshipt," standards, Imp. gal.	1 75
" " seleot	2 00
" shell, per bbl	7 00 10 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Dry cod in bundles, per bundle	6 00
Skinless cod, 100 lb. case	5 50
Shredded cod, per box	1 80

TORONTO.

Green Fruit—On account of the mild weather and good roads the farmers are driving in long distances with produce of all kinds, and scarcely one arrives without several barrels of apples. This has filled the market, and good winter apples are selling at $2 a barrel. More frozen oranges are on the market, but this trouble will soon be over.

Apples	1 50	4 00	Oranges—		
Bananas	2 00	2 25	California navels	2 00	3 00
Cranberries, bbl	8 00	8 50	Floridas	2 50	2 75
Grapes, Almeria			Mexican	2 00	2 25
per keg	6 00	6 50	Marmalade		5 00
Grape Fruit	3 75	4 00	Pears, Canadian		
Lemons—			basket	0 75	1 00
Messina	2 25	2 75	Pineapples, case	3 75	4 00

Vegetables—The vegetable market is quiet. Although almost everything in the vegetable line is representative, there is no special rush in anything. Potatoes have stood at the same mark for some time, with nothing to move them in sight. California celery is plentiful. Hot-house rhubarb looks summer-like. New potatoes at $8.50 a barrel have the appearance of having made a mistake in coming here at this season of the year to compete with ours at 65c a bag.

Beets, bag		0 70	Valencias, new,		
Beets, new, doz.		1 00	crate	2 75	3 00
Cabbage, Cana-			Spanish	2 50	2 75
dian, dozen	0 35	0 40	Green, per doz.	0 50	0 60
Cabbage, Can.,			Spanish, ½ cases.		1 50
per barrel		1 35	Parsnips, bag	0 85	0 90
Carrots, bag	0 65	0 75	Potatoes—		
Carrots, new, dz		1 25	Canadian, bag	0 60	0 65
Celery, Cana-			Bermuda, new,		
dian, dozen	0 30	0 35	per barrel		8 50
Celery, Cal., per			Sweet, hamper	1 25	1 50
case	5 00	5 50	" barrel		3 50
Cucumbers, doz.		1 75	Radishes, doz.	0 35	0 40
Lettuce, hamper		2 50	Rhubarb, doz.		1 50
Lettuce, per doz		0 30	Spinach, hamper		1 10
Onions—			Tomatoes, hot		
Canadian, bag	1 00	1 25	house, lb.		0 25
			Turnips, bag		0 40

Fish—Just before Lent the fish trade usually falls off, but this year, whether it is owing to the meat abstainers or not, the demand keeps brisk, and prices remain unchanged.

LAKE FISH (FROZEN)

Goldeyes	0 05½	Pickerel yellow	0 09
Herring, Lake Erie	0 06	Pike	0 06
" Lake Superior	0 05½	Perch	0 12
" Lake Ontario	0 04	Trout	0 10
Pickerel, blue	0 05½	Whitefish	0 10

OCEAN FISH (FROZEN)

Steak Cod	0 07	Salmon, pink, per lb.	0 09
Halibut	0 10	" red	0 10
Haddock	0 06½	" sea dressed	0 13
Herring, per 100	3 00	Smelts, No. 1	0 11
Mackerel, each	0 20	" extra	0 15
		Shrimps, per gal	1 15

SMOKED, BONELESS AND PICKLED FISH.

Acadia, per crate	2 40	Herrings, Labrador, half barrels	2 90
" tablets, box	1 60	Herrings, Digby, bndle	0 60
Bloaters, per basket	1 00	Herrings, Imported Loch Fyne, per kit	1 10
Codfish, shredded, box	1 80	Kippers, per box	1 25
" Bluenose, "	1 40	Quail on toast, per lb.	0 05½
Cod steak, per lb	0 07	Trout, pickeled, 100 lb. barrels	6 00
Cod, Imperial, per lb	0 05		
Ciscoes, per basket	1 25		
Haddie, Finnan	0 08		

SHELL FISH.

Oysters, standards, per gal	1 65	Oysters, selects, per gal	1 85
		Oysters, extra selects	2 00

BIG SALMON CONSUMERS.

British Market Takes a Lot From Western Coast of North America—Imports in Recent Years.

Henry W. Peabody & Co., London, Eng., in their annual report of the salmon market iu Great Britain for the year 1909, give some interesting information. The year opened with a carry-over of about 80,000 cases of ½-lb. flats and with a light stock of 1-lb. flats and 1-lb. talls.

A clause in the report reads:—British Columbia packers seem to have lost sight of the fact that if they refused to sell they were in danger of allowing the Puget Sound packers to unload a large quantity of their salmon on this market, and it certainly was unfortunate for British Columbia that, when sales were being made fairly freely at $5.75 for talls, $6 for flats, and $7.35 for ½ flats, the Puget Sound packers should offer a large quantity of their output at prices considerably below the English equivalent to the British Columbia prices. In some cases these prices were not actually lower in currency, but the Puget Sound packers figured on a discount of 1½ per cent., and a commission of 5 per cent., together with a draw-

Lent Begins February 9th

The present boycott on meat means increased fish business. No cheaper meat food than fish.

Fresh Frozen Sea Herrings, Smelts, Halibut, Salmon, White Fish, Mackerel, Pickerel, Flounders, Tom Cods, Pickled Fish in 1-2 bbls., Herrings, Trout and White Bloaters, Haddies, Kippers, etc.

A FULL STOCK OF HIGHEST-QUALITY GOODS

WHITE & CO., Limited

FRUIT AND FISH DEALERS

Phone Main 6565 **Toronto and Hamilton**

Fresh Arrivals

THIS WEEK

TWO CARS FANCY NAVELS ALL SIZES

ONE CAR

Fancy Bananas, Lemons

Cranberries, Almeria Grapes, etc.

Phone or mail your orders

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO

Regular arrivals of FLORIDA ORANGES are bearing out the statement that they are the finest Oranges. Do not be misled into the belief that Floridas are otherwise. You can without the slightest hesitation recommend them to your customers and your customers will surely ask again for them. They are Heavy—Juicy—Fine Flavor. We are exercising every care in selecting and packing. When ordering Oranges and Grapefruit see that you receive our pack.

FLORIDA CITRUS EXCHANGE

W. B. STRINGER, Toronto District Manager,

back on tin plate, none of which are calculated in British Columbia. A certain quantity of late run has been packed this year, of which reports as to quality vary considerably. It appears, however, that the quantity packed from the 15th to 20th September was satisfactory in quality, while that which was packed after that date is most undesirable.

The following is a statement showing the imports of salmon into England during the past 14 years:

1896	932,226
1897	1,119,093
1898	1,314,.985
1899	926,935
1900	1,032,155
1901	1,003,511
1902	1,734,567
1903	907,076
1904	989,063
1905	792,550
1906	1,233,019
1907	501,506
1908	677,442
1909	823,376

TO DETECT FROSTED ORANGES.

Frozen on the Tree and Become Puffy—Cannot Tell From the Rind.

There is considerable trouble in the orange trade, and the cause of it is interesting. Those who are buying oranges will find a great difference in flavor and richness in the quality, even in the same varieties. This is the result of "frosted fruit," but most people are under the impression that they were damaged by frost during transit, and are looking on the outside to see whether they are free from it. This is, however, not the trouble. This year they had frost where the oranges grow, and this has the effect of driving the juice from the oranges back into the tree, which makes them light, puffy, and undesirable. As the grocers themselves are not able to pick out all that were touched, some damaged fruit gets mixed more or less with that which is supposed to be uninjured. Wholesale houses, however, are careful, and are doing their best to give the retailers good fruit, and in a short time the trouble will disappear.

TRADE NOTES.

The Montreal Industrial Co-operative Co., Montreal, has assigned to J. McD. Hains.

J. E. Little, who for some time was a salesman in the grocery department of the Wm. Beatty Company's store, Parry Sound, Ont., has been engaged by L. L. Barber, Essex, Ont., to manage his grocery department.

Hagerman & Baird, general merchants, of Hartland, N. B., have dissolved partnership, Frank Hagerman retiring. A new partnership has been formed by Woodford C. Craig and Arthur L. Baird, under the name of Baird & Craig, to carry on the business.

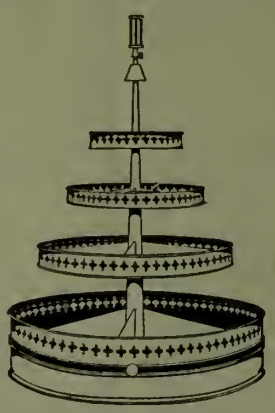
Harold N. Hill, Valleyfield, Que., and D. N. O'Byrne, Rockland, Ont., have gone out on the road for the Dominion Register Co., the former to the Eastern Townships, Quebec, and the latter to western Canada, with headquarters at Moose Jaw.

The last Appraisers' Bulletin, No. 374, issued by the Commissioner of Customs, Ottawa, refers to a tariff decision on "beef tongue, cooked, pressed, in form of blocks, wrapped in paper, and packed in wooden case," fixing the tariff at 17½ per cent. British preferential, and 27½ per cent. general tariff.

Robert Christie, an old country Scotchman, who came to Canada about a year ago with a view to locating a fish-curing factory in a centre where fish are readily procured, has now in operation a factory, wherein Canadian fish are being cured by the Scotch method, which is unique. Although the firm recently suffered considerable loss by fire, they are now in shape again.

Visitors to New Brunswick for some time back, writes the St. John correspondent, have been predicting that the east would experience a boom as a result of the increasing population of the west, inasmuch as the east would be the manufacturing portion of the Dominion, while the west would be the granary. This prediction seems to be working out for factories in New Brunswick and Nova Scotia have been steadily increasing their market in the west, until now the business has grown to respectable proportions.

Vegetable Display Stands



They keep green truck fresh, crisp and attractive. They prevent waste and increase sales and profits.

They are used by Retail Grocers and in markets where there are city water systems.

If you have no city water write us anyway, we have something interesting to show you.

Galesburg Cornice Works
93 Cox Street
Galesburg - Illinois

THE NEW FLAVOR
MAPLEINE
Better Than Maple
The Crescent Mfg. Co., Seattle, Wash.

TRY LEARD'S LOBSTERS and CANNED CHICKEN
Write for Prices
W. A. LEARD
Summerside, - P.E.I.

Lemon Bros.
Owen Sound, Ont., and Sault Ste. Marie
Wholesale FRUIT, FISH and PRODUCE
Commission Merchants, and
Dealers in HIDES, WOOL and RAW FURS

Butter Dishes
Oval Butter Dishes are made complete with one stroke of a knife. No seam or wire. They are the neatest thing in their line. Mail this to your dealer and get prices.
Graham Bros. & Co., Kinmount, Ont.

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

Cable Address: "Trester." ESTABLISHED 1865. A. B. C. Code, 4th Ed.
M. TRESTER, Hamburg, Germany.
Old established Commission Agent for the sale of Evaporated Apples, Millfeed, Bran, Tallow, Hides and all other Canadian Export Products.
CORRESPONDENCE WITH OFFERS F.O.B. SOLICITED.

To the Fruit Trade

One way of increasing your fruit trade and your profits is to keep your stock cleaned up. A dozen oranges left to dry out and spoil in the bottom of a box reduces the profits on a whole case. Fruit that doesn't move in a reasonable time is bound to deteriorate in value and will not do your fruit trade any good. Again, if you can double your sales you double your profits, and your stock is always fresh and clean. Its very appearance is an added incentive to your customers to buy.

Every orange and lemon packed in the "Sunkist" wrappers passes the most rigid inspection ever given fruit. Every piece must be well colored, juicy and full flavored. As we ship entire train loads of fruit from California, we have the advantage over all traffic lines, thus bringing to you the best fruit of California in prime condition. "Sunkist" brand is fruit you can recommend, fruit your trade will appreciate, and you can build up a fresh fruit business that will make you more clean money than any other line of goods you handle. "Sunkist" on the wrappers of oranges and lemons means quality insurance.

We are taking special care with our Canadian shipments and believe every jobber can supply you with "Sunkist" oranges and lemons. If you have any trouble in having your order filled, we will be glad to hear from you.

CALIFORNIA FRUIT GROWERS' EXCHANGE

DISTRIBUTING POINTS:

TORONTO WINNIPEG MONTREAL CALGARY

We Have

THE LARGEST
Fish House

THE LARGEST
Cold Storage Capacity

THE LARGEST
Stock and Variety

The Finest Quality
in the Dominion of Canada.

LENT COMMENCES
Feb. 9th

5,000,000 lbs. of FISH

on hand for the Lenten trade. Mail, Telegraph or Phone your orders. Write for special quotations.

The F. T. JAMES CO., Limited

Church and Colborne Sts. **TORONTO**

FISH
FOR
LENT

Ash Wednesday is Only 4 Days Away!

ORDER IMMEDIATELY

FRESH	FROZEN	SMOKED	PREPARED
Cod	Halibut	Haddies	Boneless Cod
Haddock	Salmon	Fillets	Skinless Cod
Pike	Smelts	Smelts	Boneless Fish
Pickerel	Whitefish	Kippers	Green Cod
Mackerel	Herrings	Red Herrings	Dry Cod

PICKLED: Labrador Herring, Labrador Salmon, B.C. Salmon, Sea Trout, Mackerel

Frozen Sea Herrings — Bulk and Sealshipt Oysters

Our Lenten Price List will interest you. Send for it.

LARGEST FISH AND OYSTER WAREHOUSE IN CANADA

BRANCHES:
Montreal
St. John
Grand River
Gaspe

LEONARD BROS.

20 to 26 Youville Square (Near Customs House) Montreal

P. O. Box 639
4 Long Distance Telephones

Nova Scotia Haddies are good

New Brunswick Haddies are good

Portland Haddies are good

We know because we handle them all, but the best Haddies known are the

Wachusett Haddies

packed by Freeman & Cobb of Boston, Mass. Why ? Because only fat, plump and perfectly fresh fish are selected before going to the smoke house ; because they are smoked by a professional; because they are so cleanly and carefully put up; because they possess a flavor which always pleases.

We are sole agents for Canada. For prices, ask for our booklet, last edition.

D. HATTON CO.

Montreal

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.

SEALSHIPTCASE
SEALSHIPT
OYSTERS
Direct from the Oyster bed free from water ice or preservative
A PURE FOOD natural flavor and freshness guaranteed
THE SEALSHIPT OYSTER SYSTEM INC.
SOUTH NORWALK, CONN

The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

The Sealshipt Oyster System, Inc.

SOUTH NORWALK, Connecticut.

Concerning the Retail Salesman and His Work

Advice of a St. John, N. B., Salesman on Giving the Shelf its Proper Deserts—Old Goods Should be Brought Forward—Keep Shelves Replenished—The Results of Indifference.

By W. E. Hopper.

In conversation with a grocery salesman in a St. John, N.B., store recently, he referred to the importance of keeping the shelves well stocked at all times. "I had that drilled into me more than anything else in the first few years I was in the business," he said. "It would quite often happen that a customer would come in for a tin or a package of something, and the proprietor, on going to get it, would find there was none on the shelves, though we would have plenty in the stockroom.

"'You can't expect to sell goods in the cellar or upstairs,' he would say. 'You must keep them where people can see them.' I soon come to see that he was right, and if you look over our shelves any time now you will find them well stocked.

"In opening up new goods we invariably pile them at the back of the shelves so that the older stock will be sold first, and when a tin, package or bottle is taken out, we pull another one from the back so that the shelves always look uniformly neat and full."

This implied advice of the retail salesman is worth while considering. Salesmen in the store have a hundred and one things to look after, and if they do their duties faithfully they will be successful merchants.

Is a Common Trouble.

Ask a merchant what is the chief complaint he has against his salesmen and he usually refers to their lack of interest in watching the goods on the shelves—seeing that the shelves are well stocked and in placing new goods to the rear in order that the old may be sold off first. Many salesmen have, of course, realized the necessity of attending to this, but there are others—the disinterested sort—who apparently do not seem to try to take the advice. Even some merchants themselves become indifferent, and indifference is certainly contagious. It not only spreads to employes, but when once it masters the merchant or salesman in one thing it soon begins to take effect on other things as well.

Thus, if the salesman neglects the shelf, he will soon neglect the floor, the fittings and the bookkeeping.

The care of the shelf is important, because it either makes or loses money. If it is properly attended to, replenished at the proper time, old goods sold first, it is sure to be an asset. On the other hand, if a customer has to wait while a salesman runs down cellar for a can of beans or a bottle of preserves, that customer will not form a favorable impression towards that store. Neither will she, if she purchases a stale package of tea that has been shoved to the back of the shelf every time a new stock was laid in during the six months previous.

Store salesmen should make it a point to see that the shelf gets its deserved attention, for much depends on it—much that possibly cannot be directly traceable to it, but nevertheless exists.

ROBBERS TWO DAYS LATE.

A daring robbery was perpetrated on the five drivers of Rutherford & Marshall, produce wholesalers, at the barns of that company, on Pembroke Street, Toronto, on Thursday morning last. The drivers go down to the barns at intervals of about twenty minutes apart, and as each man entered the barn he was held up by two masked men, armed with revolvers, relieved of his money, bound and tossed into the hay mow. The employes did not usually hand in the firm's money at night, but in the morning, when they came to work. One man lost $160, and altogether the robbers got $200—$50 belonging to the men and $150 to the company. Had the hold-up taken place on Tuesday morning some $1,500 would have been obtained.

The next time you are wanting Canned Fish, be sure your Jobber has the name right:—

BRUNSWICK BRAND

This will be your guarantee that the contents of each can will be such that you can confidently recommend them to your customers. Sea foods, owing to the greater care which is now bestowed on their selection and packing, are growing in favor each season. See that you are fully stocked with BRUNSWICK BRAND to meet the coming demand.

CONNORS BROS., Limited
Black's Harbour, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

WALKER
PATENTED
—BINS—

If Interested in Modern Grocery Equipment write for Our Illustrated Catalogue.

The Walker Bin & Store Fixture Co., Ltd.
Berlin, - - Ontario

WILL IT PAY?

This is the first question that is asked by any merchant when considering the purchase of modern store fixtures. The fundamental question is one of

ECONOMY.

A device is economical if

It adds cleanliness,
It is a convenience,
It makes labor lighter,
It makes labor more efficient,
It reduces the labor item,
It saves time,
It adds safety,
It adds neatness.
It helps the appearance.

IT SAVES MONEY.

Considered from these standpoints the

BOWSER

Self-Measuring Oil System is the greatest economy.

The question is not "Can I afford it?" because it will pay for itself with money that was before wasted. It's simply up to you to investigate. The merchant who tries to see how much he can really get by adopting modern methods is the one who pulls the largest trade.

WRITE FOR BULLETIN 5.

S. F. Bowser & Co., Ltd., Toronto, Ontario

WARNING!

Your profits are in danger, Mr. Grocer, unless your credit customers pay up. And you can't jump on them "rough shod," because that will drive them away entirely. The safe way is to use.

Allison COUPON BOOKS

They systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the hook is used up. Then he pays the $10 and gets another hook. No pass hooks, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.
Manufactured by
ALLISON COUPON CO., Indianapolis, Ind.

Opening New Accounts

Your business will not grow unless you do add new customers constantly. The old ones will drop out with surprising regularity and those that remain will not increase their purchases materially.

Have a good live talk about your goods in THE GROCER every week. All the best grocers in Canada will read it, and if what you say is worth while, they'll steadily be influenced in your favor.

You will find THE GROCER the most powerful agent at your disposal in the cultivation of new accounts.

Classified Advertising

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30	00
" " "	6 months...	17	00
" " "	3 months...	10	00
50 " "	1 year.....	17	00
" " "	6 months...	10	00
25 " "	1 year.....	10	00

AGENCIES WANTED.

A WHOLESALE FIRM in Vancouver, B.C., with an established connection is open to handle one or two first-class agencies in the grocery and confectionery line. Highest references. Box 349, Vancouver, B.C. (9p)

WANTED—To secure connection with a first-class cheese and also creamery butter factory situated in western Ontario. Apply to 309 N. Vickers St., Fort William, Ont.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and Room 314, Stair Building, Toronto.

AGENT WANTED.

AGENTS WANTED IN CANADA by Manchester Manufacturer of Bottled Jams. An attractive line that should sell well. Address—Duerr & Sons, Old Trafford, Manchester. (tf)

BUSINESS OPPORTUNITY.

GROCERY BUSINESS FOR SALE IN TOWN of Berlin. Splendid location. Stock and fixtures $2,000. Annual business $12,000. Good reasons for selling. Box 331, CANADIAN GROCER, Toronto. (6)

WANTED — Good established grocery or general business in live city or town in western Ontario. S. G. Read & Son, Limited, Brantford, Ont. (6)

YOUNG MAN, 21 years, with four years' business experience, wants experienced partner to go into the jobbing business Would invest in and look after office end of business. Box 332, CANADIAN GROCER, Toronto. (8p)

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

FOR SALE — Automatic Computing Scale. S. H. Fagan, Windsor Ont. (13p)

SITUATIONS VACANT.

GREAT OPPORTUNITY FOR SALESMAN visiting the drug or grocery trade in and west of Winnipeg. Firm established on eastern market several years wants salesman who can invest $300. All profits from his territory will be turned over to him until his investment is paid back. Commission and half the profits thereafter. Profits very large. L.C.M. Co., 506 Union Trust Building, Detroit, Mich.

SITUATIONS WANTED.

COMPETENT MALE GROCERY STENOGRAPHER (employed) wants position offering better opportunity for advancement. A worker. "Steno," care H. Hodgson, 11 Hartney Chambers, Vancouver, B.C. (6p)

MISCELLANEOUS.

A BOON TO EVERY GROCER—A perfectly reliable fountain pen is to be found in the Besumel "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smoothness. Gold nibs of thicknesses to suit every style of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Company, Canadian Agents. Toronto.

MISCELLANEOUS.

ANY man who has ever lost money in the mails has had occasion to learn by painful experiance that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

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ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Toronto. (tf)

FIREPROOF WINDOWS AND DOORS made strictly to the fire underwriters' requirements reduce your insurance rates and protect your building. We are experts in this line and guarantee you really fireproof goods and the maximum insurance allowance. Let us give you our figure. A. B. Ormsby, Limited, Sheet Metal Workers. Factories—Toronto, Winnipeg.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

GET the 1910 Canadian Almanac. Information on Customs Tariff; Bank Stocks; Foreign Exchange; Post Offices; Insurance; Assurance; Patents; Weights; Measures; Newspapers; Magazines; Succession Duties. Paper cover 50 cents; Cloth 75 cents. At all dealers or postpaid on receipt of price. Copp, Clark Co., Ltd., Dept. C., 68 Front St. West, Toronto.

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

INSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive. All foul air in room expelled through special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co., Saturday Night Building, Toronto; Board of Trade Building, Montreal. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

THE National Cash Register Company guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us TO-DAY. Sterling Electric Supply Co., Ltd., 369 Yonge St., Toronto, Ont.

SAVE 50% OF THE COST OF HANDLING merchandise by Installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

USE the best carbon paper. Our "Klear-Kopy" carbon gives clear unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S" The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

725,000 LIVE MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto,

$75 buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit: Acme Duplicating Machine, one tubular stand fitted with type cases, compartments plainly lettered and arranged like universal keyboard of the standard make of typewriters, one drawer for accessories and forms, 20 lb. font of typewriter type, one chase, one Acme ribbon any color with typewriter ribbon to match, one pair tweezers, two quoins, one key, one oil can and one set of regleta. Sold with a guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	5-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dume	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams Per doz		Peach	1 80
Strawberry	1 90	Pear	1 70
Raspberry	1 90	Jellies	
Black currant	1 80	Red currant	2 40
Red currant	1 80	Black currant	2 40
Raspberry & red currant	1 80	Crabapple	1 70
		Plum	1 70
		Grape	1 70
Raspberry and gooseberry	1 80	Marmalade	
Damson plum, stoneless	1 70	Scotch	1 40
		Orange Jelly	1 75
Greengage plum, stoneless	1 70	Green Fig	2 25
		Lemon	1 80
Gooseberry	1 80	Pineapple	2 25
		Ginger	2 25

Pure Preserves—Bulk.	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	
¼-lb. " " "	0

Cook's Friend Baking Powder

Cartoons—	Per doz	No. 12, 4-oz., 6 dz	0 70
No. 1, 1-lb., 4 doz	2 40	No. 12, 4-oz., 3 dz.	0 75
No. 1, 1-lb., 2 doz	2 50	In Tin Boxes—	
No. 2, 5-oz., 6 doz	0 80	No. 13, 1-lb., 2 dz.	3 00
No. 2, 5-oz., 3 doz	0 85	No. 14, 8-oz., 3 dz	1 75
No. 3, 2½-oz., 4 dz	0 45	No. 15, 4-oz., 4 dz.	1 10
No. 10, 12-oz., 4dz	2 10	No. 16, 2½-lbs.	7 25
No. 10, 12-oz., 2dz	2 20	No. 17, 5-lbs.	14 00

Cereals

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case $3.00.

The King's Food, 2-doz. in case, per case $4.80.

White Swan Barley Crisps, per doz. $1.

White Swan Self-rising Buckwheat Flour, per doz. $1.

White Swan Self-rising Pancake Flour, per doz. $1.

White Swan Wheat Kernels, per doz.. $1 40
White Swan Flaked Rice, per doz..... 1 00
White Swan Flaked Peas, per doz..... 1 00

Blue

Keen's Oxford, per lb..... 0 17
In 10-box lots or case..... 0 16
Gillett's Mammoth, ½ gross box..... 2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED

Cocoa—

Perfection, 1-lb. tins, per doz.	$4 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz.	1 30
Perfection, 10c size " 5-lb. tins per lb.	0 90
Soluble, bulk, No. 1, per lb.	0 37
Soluble, bulk, No. 2, per lb.	0 20
London Pearl, per lb.	0 18
	0 22

Special quotations or Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb.	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Ioings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & Co.'s.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz 0 90

Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½s.	0 38
" " " ¼s.	0 38
" No. 1 chocolate, ½s.	0 32
" Navy " ½s.	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 35
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 32
Auto Sweet chocolate, 1-5-lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 32
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases.	Per lb
1-lb. packages	0 26
½-lb. packages	0 27
¼-lb. packages	0 28
1 and ½ lb. packages, assorted	0 26½
½ and ¼ lb. packages, assorted	0 27½
½ lb. packages, assorted, in 5 lb. boxes.	0 28
½ lb. packages, assorted, in 5 lb. boxes.	0 29
¼ lb. packages, assorted, 5,10,15 lb. cas.	0 30

Bulk—

In 15 lb. tins, 15 lb pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White moss, fine strip	0 12	0 21	0 17
Best Shredded	0 18	...	0 1
Special Shred	0 17	....	0 16
Ribbon	0 19	.. .	0 15
Macaroon	0 17	....	0 17
Desiccated	0 16	....	0
White Moss in 5 and 10 lb. square tins, 21c.			

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in dampproof bags and tins.

Club House	$0 32	Ambrosia	0 25
Nectar	0 30	Plantation	0 22
Empress	0 28	Fancy Bourbon	0 20
Duchess	0 26	Bourbon	0 18
Crushed Java and Mocha, whole			0 17
" " " ground			0 17½
Golden Rio			0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, per dz. $ 25
Medium size jars, per doz. 4 50
Small size jars, per doz. 2 40
Individual size jars, per doz. 1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size. "	1 40

Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95 dozen
Medium, cases 2 dozen	1 80 "
Large, cases 1 dozen	2 75 "
Tumblers, cases 2 dozen	1 35 "
25-lb. pails	0 15 lb.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

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100 books and over	each 03½
500 books to 1000 books	03

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Extract of Beef

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles				
1-oz., case of 2 doz				$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

Infants' Food

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors),	doz.		1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.

Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. $2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7 lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails, per lb.	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
7 wood pails, 5 pails in crate, per lb.	0 07

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds, doz. $1.20. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. $1.40. Tomato Ketchup—Bottles (10c. size only) doz. $1.40. Tabasco-Ketchup—Bottles (10c size only) doz. $1.40 Chili Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (new) doz. $1.40; No 80 jars, doz. $1.40.

W. CLARK'S SPECIALTIES

S.S. Beef (Inglass Brand), 3 sizes—¼s, $1.5; ½s, $2.25; 1s, $3.35 dozen. Ox Tongue (Paragon), 4 sizes—½s, $7.50; 2s, $8.50; 2½s, $9.50; 3s, $12 doz. Stewed Ox Tail—1s, $1.60 dozen. Stewed Kidney—1s, $1.50; 2s, $2.65 dozen. Minced Collops—1s, $1.40; 2s, $2.50 dozen.

OCEAN MILLS

Montreal

Chinese starch, 48 1-lb., per case $4.00; Ocean Baking Powder, 48 3-oz., $1.40; 48 4-oz., $1.80; 60 8-oz., $4.50; 36 1-lb.-$3.75; 48 1-lb. pkg., $4; 10 1-lb. tins, $5; loose 25 lbs., $1.75; Ocean blanc mange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, $6 6-oz., $6.00; 36 8-ounce, $7.20

Ocean corn starch, 48 1-lb. $3.60.

ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it. and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

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Simplicity
Fast Grinding
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Finish

ELGIN NATIONAL COFFEE MILLS

(40 STYLES)

These are high-grade, attractive looking mills, at a

LOW COST

Ask any of the following Jobbers for our Catalogue:

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MONTREAL—The Canadian Fairbanks Co.

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Sardines That Sell

are those that have a guarantee on each tin!

Concord Norwegian Sardines

are finest small autumn fish only, packed, when freshly caught, in high-grade oil. Each tin is provided with an extra cover for use after it has been once opened. The care given in selection and packing has retained the natural delicate flavor of the fish in a remarkable degree. Order from any wholesale grocer, and don't forget the name CONCORD.

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Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

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Canadian Agents: ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants,

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

LAMBE & MacDOUGAL, London
H. & A. B. LAMBE, Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax

GREEK CURRANT CO.
95 Broad Street - NEW YORK
THE LARGEST CURRANT HOUSE IN GREECE

Butter Tubs and Boxes

Best White Spruce
STEEL WIRE HOOP

F.O.B. Factories at Manufacturers' Prices

CAR LOTS or SMALLS

Walter Woods & Co.
Hamilton and Winnipeg

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY

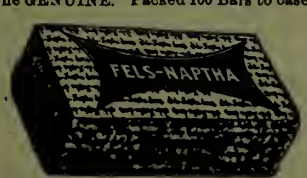
Assorted flavors—gross 10.75.

Assorted Case,	Contains 4 do	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 96

List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 13
½-bbls.	0 13½
Tubs, 60 lbs.	0 13½
20-lb. Pails.	2 70
20-lb. tins	2 60
Cases 3-lb.	0 14
" 5-lb.	0 13¾
" 10-lb.	0 13¾

F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12¾
Tubs	0 13
20-lb. palls.	0 13¼
20-lh. tins	0 12¾
10-lb. "	0 13¾
5-lb. "	0 13¾
3-lb. "	0 13¾
1-lb. cartons	14

Licorice

NATIONAL LICORICE CO.

5-lh. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Aome" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, -lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case ... per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Sbredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz.	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz.	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00

ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream, family size, per case	$3.50
Baby size, per case	2.00
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

OOLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb. tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen	0 45 dozen
Medium, cases 2 dozen	0 90 "
Large, cases 1 dozen	1 35 "

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda

COW BRAND

Case of 1-lb. containing 60 packages, per box, $3 00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " ½ 30 1-lb. " ½ 60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs	
1 case	2 25
5 cases	2 75

Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. Montreal

Soap and Washing Powders

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	$10 20
Maypole soap, black, per gross	15 30
Oriole soap, per gross	10 20
Gloriola soap, per gross	12 00
Straw hat polish, per gross	18 20

3 doz. to box..... $3 60

6 doz. to box..... $7 20

30 days.

1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lot

Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd. Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

	Per lb
Laundry Starches—	
No. 1 white or blue, 4-lb. carton	$0 07
No. 1 white or blue, 2-lb. carton	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada white gloss, 1-lb. pkgs	0 06½
Benson's enamel, per box	1 50 to 3 00
Culinary Starch—	
Benson & Co's. Prepared Corn	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue	0

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry—	
Canada Laundry, boxes of 48-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 48 lb.	07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 40 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
4-lb. toy drums, with drumsticks in case	08
Kegs, ex. crystals, 100 lb.	0 08
	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

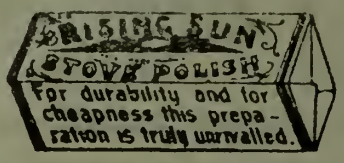
Royal Purple Stock and Poultry Specifics

THE W. A. JENKINS MFG. CO.
London, Ont.

One case, 30 fifty cent packages (assorted)	$10 00
Six pails (retail $1.50)	6 00

Stove Polish

	Per gross
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ¼ gross boxes	10 00
Sun Paste, 5c. size, ¼ gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
¼-barrels, 175 lbs.	0 03¾ "
Pails 25 lbs.	1 30 each
" 38½ lbs.	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas

THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label 1's and ⅛'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

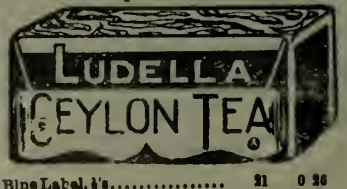
GEO. E. BRISTOL & CO.,
Hamilton, Ont.

EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ⅛s, 21c.
30c	1s and ⅛s, 23c.
40c	1s and ⅛s, 28c.
50c	1s and ⅛s, 35c.
75c	1s and ⅛s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ⅛'s	21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ⅛'s		0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

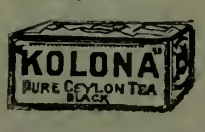
	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.

MELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed, ⅛s	0 70	1 00
" " ⅛s	0 55	0 80
" " ⅛s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ⅛s	0 38	0 50
" " 1 lbs, & ½s.	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ⅛s	0 32	0 40
" " ⅛s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
Black Label, ½-lb., retail at 25c	0 21
Blue Label, retail at 30c	0 23
Green Label, retail at 40c	0 30
Red Label, retail at 50c	0 35
Orange Label, retail at 60c	0 42
Gold Label, retail at 80c	0 55

Pure Gold Jelly Powder } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.

THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 50
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

OILLETT'S CREAM TARTAR

	Per doz
½-lb. paper pkgs., 4 doz. in case	0 90
¼-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ½-lb. paper pkgs. / 2 doz. ¼-lb. paper pkgs. } assorted	7 20
	Per doz
½-lb. cans with screw covers, 4 doz. in case	1 95
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ½ doz. in case	0 28½
10-lb. wooden boxes	0 26½
25-lb. wooden pails	0 26½
100-lb. kegs	0 25
360-lb. barrels	0 24½

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6⅔s and 12s	46
Stag, 6s	46
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s., plug or bar.	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	59

Veterinary Remedies

W. F. YOUNG

Absorbine, per dozen	$18 00
Absorbine Jr., per dozen	9 00

Yeast

Royal Yeast, 3 doz. 5 cent pkgs.	1 10
Gillett's Cream Yeast, 3 doz. in case.	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Tell your Doggy Customers that you Stock

Spratt's MEAT "FIBRINE" Dog Cakes

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch. 13 St. Therese Street, St. Gabriel's, Montreal.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

WARNING!

Crescent BM&Co. Brand
TRADE MARK.

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

Good winter roads mean *easy hauling* of

Salt

For best laid-down-prices write

VERRET, STEWART & CO.
LIMITED
MONTREAL

WETHEY'S CONDENSED MINCE MEAT

(in Cartons)

Just as staple as sugar

No Grocer's Stock is Complete Without It

If your jobber cannot supply you —write us direct.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.

Four Free Phones FOR YOU

You have heard of the Canned Goods Merger. We have some specials in

Canned Goods

You cannot afford to miss them.

See our travelers!
Write us!!
Phone us!!!

Either of these three ways you will get the information. Let us hear from you.

GEO. E. BRISTOL & CO., HAMILTON, ONTARIO
WHOLESALE GROCERS

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building
London, Eng.: 88 Fleet St., E.C. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV. PUBLICATION OFFICE: TORONTO, FEBRUARY 11, 1910. NO. 6.

AT HOME AND ABROAD

KEEN'S OXFORD BLUE

Enjoys the reputation at home and abroad offering the most perfect and satisfactory Blue made—Knowing this, Mr. Grocer, it's money to you to make it your leading laundry blue.

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

Agents for the Dominion of Canada

SYRUP SALES

should be booming with you now, and they will be showing you excellent profit if you are selling

"Crown Brand" Table Syrup

A suggestion to your customers to try a tin will make steady syrup business.

Make "Crown Brand" your leading syrup line and you will be surprised at the results.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

MACONOCHIE'S

PAN YAN SAUCE

AND

PAN YAN PICKLES

have a distinctive character over any other sauce or pickle. Write us for a sample.

MACONOCHIE'S FINEST PICKLES

packed from selected home-grown vegetables and

PURE MALT VINEGAR

Imperial 20 oz. Square Tall Lever Top Bottle.

Obtained 139 Gold Medals and Highest Awards.

Full particulars from

MacLaren Imperial Cheese Co., Limited

TORONTO

Canadian Agents

Profits from Purity

The satisfied customer assures a *permanent* customer, yet without purity satisfaction of the lasting sort is not possible—or probable. Profits from Purity, therefore, command regular trade. *Profits from the articles advertised below are business builders.*

Made pure for sixty years—as pure as pure oil and skill and experience can make it. The most sensitive complexion or most delicate lingerie is safe with "Shell" Soap. Antiseptic, sanitary, clean. Not a *Pure Oil* "tallow soap"—no decaying animal matter in it. Absolutely pure.

"Shell" Soap

Bramwell's Epsom Salts show a noteworthy absence of moisture from top to bottom of package. They are absolutely free from foreign substances. They never have been and never will be classed with ordinary "salts" of commerce. They are in a class by themselves.

"*Bramwell's*"

Epsom Salts

Pastacaldi's Peel is prepared from the finest Corsican Citrons and you get what you pay for every time. No excess of sugar, but highest quality selected peel—drained. Pastacaldi's name on every box.

"*Peels*"

PASTACALDI'S **Leghorn** CITRON PEEL

ARTHUR P. TIPPET & CO., AGENTS
Montreal, Canada

Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

Winnipeg Office

Face-to-Face Business

Are you satisfactorily represented in this district. If not, write?

G. WALLACE WEESE

Manufacturers' Representative 30-32 Main East

HAMILTON

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

Representing Morris Packing Co.

Pork and Lard—Finest Quality

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.

52 Nicholas Street, - Ottawa

J. R. Routh, Manager.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON, Western Canada

J. W. SNOWDON

Manufacturers' Agent

413 ST. PAUL STREET

MONTREAL

E. H. BOWEN

Manufacturers' Agent and Broker

SHERBROOKE, QUE.

Solicits representation of another first class firm putting up high grade goods. Eastern Townships thoroughly covered by three travellers. Highest references. Write immediately if you desire to have your line well introduced.

E. T. BUSINESS.

Are you getting your share of trade from the rich Eastern Townships of Quebec, Mr. Manufacturer? If not, you should. To get it you need a good agent, one with a strong connection. We are the brokers you require—15 years on the ground. Write us about your line.

S. ROBITAILLE & CO., Sherbrooke

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

Finest

Fraser River Sockeye Salmon

On Spot

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

77 York Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

SPOT GOODS

Muscavado Sugar Sultana Raisins

Two and Three Crown Shelled Almonds

Rolled Oats Flaked Wheat Split Peas

Pot, Pearl and Pinhead Barley

Prices on Application

DOMINION BROKERAGE CO.

73 Front St. E - - - Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

Canadian Agencies Wanted

E. SAVILLE WEBB

7 St. Stephens Street

BRISTOL, :: ENGLAND

FORT WILLIAM, - ONTARIO

PELTIER BROS.

have an established connection as

MANUFACTURERS' AGENTS

We are open to receive a few more good agencies. We are hustlers and we live in the best district and

Most Promising City in Canada.

Highest references.

Canadian Manufacturers and Exporters

Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods?

Don't you want some of this business?

You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to

10, Garfield Chambers, Belfast, Ireland

"The magic of a name"

When you see the word

"PICKANINNY"

on a package of

BUCKWHEAT or PANCAKE FLOUR

you can rest assured of the quality. None other as good.

Sell "PICKANINNY" and add to your reputation for selling reliable goods.

The Western Milling Co.
Toronto

CANNED FISH
for Lenten Trade

Clams
Codfish
Haddies
Herrings
Lobsters
Oysters
Salmon
Sardines
Scollops
Shrimps

We have these at prices that will bring your orders

EBY-BLAIN, LIMITED
Wholesale Grocers Toronto

Have you ever tried to handle

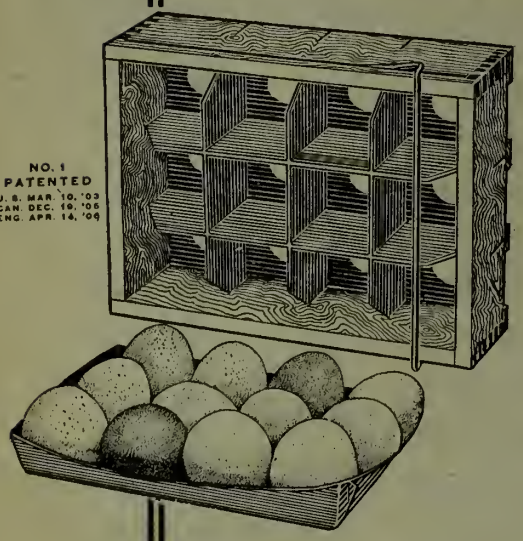
RAM LAL'S TEA?

It was the earliest package Tea introduced to the Canadian market and for 20 years has maintained its high reputation for uniform good quality and distinctive character. A trade once established with it holds itself.

Send to us for Samples and Particulars

RAM LAL'S PURE TEA CO., Limited
266 St. Paul Street :: MONTREAL

BETTER BE SAFE THAN SORRY



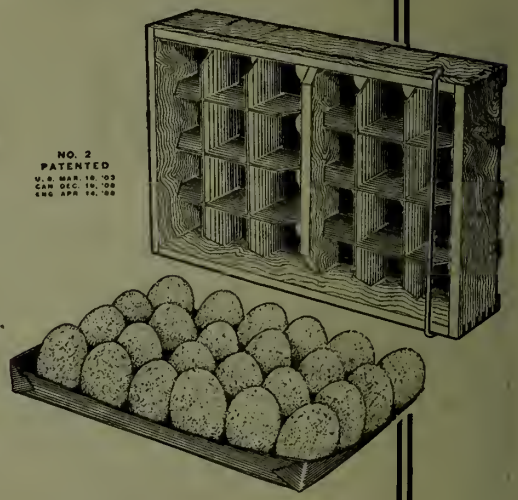
Paper Bags?
Say, are you as old fashioned as that?
Lucky if you don't have a dozen broken for every case delivered!
Pasteboard Boxes?
Almost as bad—average one broken for every 3 dozen delivered. Better use

Star Egg Carriers and Trays

Then you're safe

Star Egg Carriers and Trays

are always ready.
No setting up;
No re-counting;
No broken eggs;
Every egg accounted for—no mistakes.
The "Carriers" last a life time—the "Trays" are so inexpensive that you leave them with the order. Customers like it.



Star Egg Carriers win Trade and Keep it.

Star Egg Carrier and Tray Mfg. Co.

Rochester, N.Y.

JOHN G. ELBS, Prop.

MacLAREN IMPERIAL CHEESE CO., Limited, TORONTO, Canadian Selling Agents

Grocers of Canada Thank You!!!

We appreciate your co-operation in making our advertising campaign to the consumer a success.

Honestly, we feel almost timid about stating in this bold way the fact that a campaign begun so few months ago is a success---but really it is.

Pure Gold Products

(Trade Mark Registered)

have won their way to the hearts of consumers. First they bought---then they bought again and still are buying. You have had that experience with the goods---at least, so many grocers have written us.

You gentlemen have helped us to this quick success by putting the goods in stock either at our request or that of your customers. Thank you.

There may be some who have been slow in doing this---their reasons undoubtedly were good. We look forward to supplying them later when their judgment dictates this profit making step.

May we suggest to those who have delayed, that putting Pure Gold goods in stock is no risk. We ship the goods. If they prove unsatisfactory either from a selling standpoint or a quality standpoint, all in the world the grocer has to do is to return the unsold goods and get his money back--every penny of it.

If you don't carry the goods now write for information and a salesman's call (should you wish it).

These goods can be had of all jobbers and can be shipped from Pure Gold stocks at Victoria, Vancouver, Winnipeg, Montreal, Toronto and Calgary.

PURE GOLD MANUFACTURING CO., Limited, Toronto

To the Trade:

You Should in Stocking

CEYLON TEA

Be Ever Careful to Buy

The Better Grades.

IT IS

The Most Profitable

Policy in the Long Run.

Selling Cheap Teas at Fine Tea Prices Might Show Big Profits Temporarily, but It Would Eventually Kill Trade. and It Would Discourage Growing Fine Teas.

"AYLMER" JAMS, JELLIES PRESERVES, etc.

Every Glass Jar or other package of "AYLMER" Jams, Jellies or Marmalades is Guaranteed Absolutely Pure, put up from FRESH FRUIT when in season and FINEST GRANULATED SUGAR.

The flavor and high quality of "AYLMER" Preserves cannot be obtained in preserves made from pulp.

NO PRESERVATIVES

NO COLORING

At every process cleanliness is reduced to a science.

"AYLMER" New Season's Scotch Marmalade and Orange Jelly Marmalade now ready. Send in your orders at once for stocks of these fine goods.

CANADIAN CANNERS

Limited

HAMILTON, - CANADA

WAGSTAFFE LIMITED, HAMILTON

WAGSTAFFE'S FINE OLD ENGLISH NEW SEASON MARMALADE 1910
NOW READY

NO PRESERVATIVES OR COLORING USED WHATEVER

SEVILLE BITTER ORANGES AND BEST GRANULATED SUGAR ONLY.

Exact Reproduction of
The Most Modern & Up-to-date Fruit-Preserving Factory in Canada

BANISH "BLUE MONDAY

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES, FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

Hobart Electrical Meat Choppers

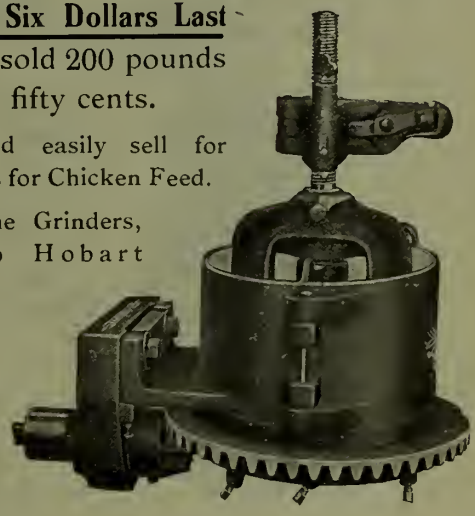
are the Standard of Quality from the Atlantic to the Pacific.

Bone Grinder Attachment

You Lost Six Dollars Last Week if you sold 200 pounds of bones for fifty cents.

They would easily sell for Seven Dollars for Chicken Feed.

Hobart Bone Grinders, attachable to Hobart Choppers, are making big money for Butchers everywhere.



CANADIAN SALES AGENTS: **The W. A. FREEMAN CO., Limited, Hamilton, Ont.**

The Huber Commercial Account Register

has been used by hundreds of Canadian Merchants for over three years

It handles $200,000 as easily as a $5,000 business.
Does away with book-keeping and posting; avoids errors.

Gets Your Customer's Confidence and He Trades More

So simple a child can use it.
The best COLLECTING SYSTEM known.
You have FIRE PROTECTION for your accounts.
Once purchased will last a business lifetime.
Avoids disagreements with customers at time of settlement.
Keeps you posted as to amount of outstanding accounts.
Customers' accounts always ready for settlement.
Handles and controls the vital part of your business.
An account can be settled as quickly as a single article can be sold.
It is the latest, most accurate, and most satisfactory method of handling accounts.

Customers know full amount of their bills and do not hand you the old timer, "Send itemized statement, so I can look it up."

Will we send Catalogue and write you full particulars?

Address— **R. B. BELDEN & CO.**

178-180 Victoria Street TORONTO, ONTARIO

We pave your way to greater profits

Apart from the undoubted excellence of

"E.D.S." Brand Jams and Jellies

you must realize how profitable it is to handle a line of goods backed by regular consumer advertising. This is what we are now doing—creating a demand for you.

Any proposition that brings trade to your store is worth investigating, isn't it? Give "E.D.S." Brand a trial. There's money in it for you.

Made by **E. D. SMITH,** at his fruit farm

WINONA - ONTARIO

Stock our newest line—UNFERMENTED GRAPE JUICE

Sap Usually Runs About April 1st and then we begin to make our Famous "Pride of Canada" Maple Syrup

¶ We'd like to deliver "Pride of Canada" Pure NEW Maple Syrup right now. It would be profitable for us both.

¶ But we cannot control nature. Just as soon as ever sap begins to run we commence making "Pride of Canada" NEW Maple Syrup. Never before.

¶ Some people can give you new maple syrup all the year round (?), we cannot. We have no pull with nature.

¶ If you order now rest assured you will receive your goods immediately when made—generally this means end of March or beginning of April.

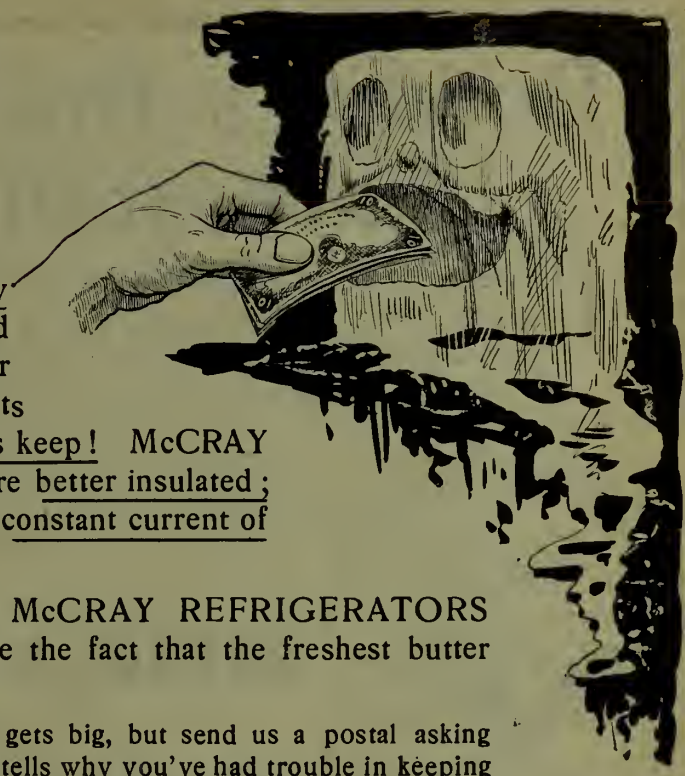
Sole Makers of the Brand:

The Maple Tree Producers Association, Limited

WATERLOO, QUE.

Montreal Office, 58 Wellington Street Toronto Agent, W. J. Dack, 512 Dundas Street

How much money will you put into Ice this Summer ?



The answer is easy—unless you install a McCray Refrigerator, your ice bill will be bigger than it should be. Trying to preserve perishable goods in a poor refrigerator means spending most of the profits on those goods for ice. And the goods don't always keep! McCRAY REFRIGERATORS use less ice, because they are better insulated; and refrigerate perfectly, because they keep up a constant current of chilled air as long as there is any ice left.

Besides preserving their contents perfectly, McCRAY REFRIGERATORS increase sales because your customers will advertise the fact that the freshest butter and cheese, berries, etc., come from your store.

Don't wait until the weather gets warm and the ice bill gets big, but send us a postal asking for our "Refrigerator Catalogue No. 66." This catalogue tells why you've had trouble in keeping butter, cheese, berries, prepared meats, etc., and how you can avoid all trouble. It is especially written for grocers. Send a postal for the catalogue while you think of it.

McCray Refrigerator Company

131 Lake St., Kendallville, Ind. 55 Wabash Avenue, Chicago, Ill.

The Government's Opinion of Our Factory Is Well Worth Considering—

Here is what the Dominion Government Inspector of Canned Fruits and Vegetables had to say about our factory—as reported in the St. John Standard of Wednesday, December 22nd, 1909:

> "———found everything in excellent shape. He "said that they were doing a very good business "and that the class of canned goods put up was "of the best quality."

It is in this factory that **BOSTON BAKED BEANS** and **BALAKLAVA BRAND SARDINES** are packed.

Quality Will Out—and a Government Inspector is Certainly a Disinterested Party.

The Eastern Canning Co., Port Canada, N.B.

Borden's Brands are standard—

IT takes goods of known quality—standard goods like Borden's---to build strength into a retail business---the sort of strength that endures throughout the years, and by means of which a large volume of profitable trade is attracted---and held.

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

Always give prominent display to Borden's Brands. They'll repay you handsomely for your attention.

UNSWEETENED

Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Mason & Hickey, Winnipeg, Man.

Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

"Compare our Coffees with others at similar prices and you must admit that

CHASE & SANBORN'S COFFEES

are the best value on the market to-day."

Chase & Sanborn

Montreal

Some talking points for your use in selling Holland Rusk (The Dainty Dutch Delicacy)

Holland Rusk is the only food made that is good for breakfast—lunch—dinner—supper and every hour between, in a hundred different ways, "Just as it comes" without any preparation.

It's a Dainty Dutch Delicacy and **good all day.**

Men like it better than anything else ever put out in the food line. Children pass by many breakfast foods and ask for it three times a day.

Holland Rusk can be eaten as a milk or cream toast, or dipped in coffee, tea or chocolate—as a relish—as a rarebit—with Lobster Newburg—or Finnan Haddie—or Minced Chicken—with your favorite beverage—with cheese—poached egg—in a hundred different forms.

A pleasing substitute for heavy biscuits or rolls.

Holland Rusk is made of eggs, milk, sugar and **Dutch Skill with Dutch Secrets.**

There's only one Holland Rusk in America.

Our offer, to send a full-sized package of Holland Rusk to any grocer in Canada as a sample, still stands.

What interests you most as a grocer is that HOLLAND RUSK IS A SELLER. It has proved to be in 700 Toronto stores, and wherever else it has been introduced. It pays a profit which makes it worth your while to talk it to your customers.

WRITE TO **MacGreegor Specialty Co., Toronto** *CANADIAN IMPORTERS*

HOLLAND RUSK CO., Holland, Mich.

SOLE MAKERS OF HOLLAND RUSK IN AMERICA

ROWAT'S 2 WINNERS

Two time-tried, merit-proved staples of quite unparalleled popular favor, gained through many years of uniform satisfaction-giving.

The wise grocer, in business for profit, never lets run low his stock of

Rowat's Pickles and Olives

and

Paterson's Worcester Sauce

PROPRIETORS:

ROWAT & CO. - Glasgow, Scotland

CANADIAN DISTRIBUTORS:—Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, and Ontario; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.; Nicholson & Bain, Winnipeg, Edmonton, Calgary.

THERE'S a reason why

Canada First Evaporated Cream

sells so well throughout the year. Customers know that the process of manufacture is as perfect as care, skill and cleanliness can make it, and the canning in air-tight sanitary cans, without the use of acid or solder, uniformly safe. Stock and recommend this splendid selling line.

Order from your wholesaler.

The Aylmer Condensed Milk Co., Ltd., Aylmer, Ont.

COUNTER CHECK BOOKS

F. N. BURT COMPANY, Limited

Successors to

THE CARTER-CRUME COMPANY, LIMITED

Better Service. **No Advance in Price.**

Write for samples, or telephone repeat orders at our expense.

TORONTO and MONTREAL

Phone Main 2511 Phone Main 2511

ARCTIC Refrigerator

It does matter a great deal what kind of a refrigerator you use. For they don't all refrigerate alike.

There are many good reasons why your refrigerator should be an ARCTIC.

These reasons have to do with the profits you make from butter, eggs and other perishables, and the degree to which you are able to satisfy your customers.

Arctic Refrigerators for all purposes.

JOHN HILLOCK & CO.

Queen & George Sts., - TORONTO

HOTEL DIRECTORY

HALIFAX HOTEL

HALIFAX, N. S.

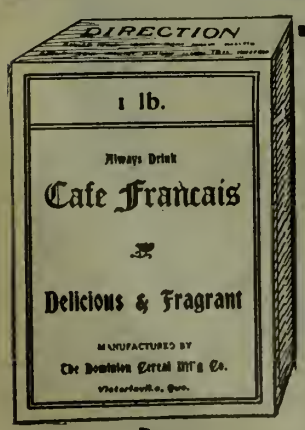
THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

ACCOUNTANTS

Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto; 465 Temple Building, Montreal



Every Progressive Grocer Sells

a line which yields him large profit, and which proves a repeat seller. That is why we strongly urge you to sell this line, which is "Coffee with the after effects taken out." A winner all the time. ***Sample Free.***

Dominion Cereal Mfg. Co.

Also Makers of Imperial Self Raising Flour Victoriaville, Que.

Cafe Francais

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR

LONDON, ENGLAND
Commands a Preference over all others.

IS THE BEST
Made from the finest malted barley.

AGENTS

W. S. Clawson & Co., South Wharf, St. John, N.B.
Green & Co., 25 Front Street East, Toronto
J. W. Snowdon, 413 St. Paul St., Montreal
W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.

We are open to do business on easy consignment terms

Write our Agents for Particulars

SOAP SENSE

is a sense that comes to every grocer after a while, and which tells him his best interests are served by selling an honest soap—a soap of absolute purity, retailing at a moderate price. Such a soap is

ASEPTO
SOAP POWDER

"The enemy of dirt."

It is invaluable for every purpose in the house, and will be found more economical than any other soap. It is a sure seller and makes repeat orders a certainty.

Order from your jobber.

ASEPTO MFG. CO.
ST. JOHN, N.B.

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

WE WANT YOUR ORDERS FOR

BRUSHES and BROOMS

for the Spring trade, and we have the facilities to handle the business with satisfaction to our customers.

With the largest plant in Canada, and the most complete range of goods, we are prepared to meet all demands.

Stevens-Hepner Company Limited
Port Elgin - - - - Ont., Can.

For Steady and Profitable Selling

THE BEST LAUNDRY SOAP IS

Richards Pure Soap

IT ALWAYS PLEASES AND LEAVES YOU A GOOD MARGIN OF PROFIT. HERE ARE OUR OTHER LINES:

QUICK NAPTHA SOAP SNOWFLAKE SOAP CHIPS
AMMONIA POWDER 100% PURE LYE TOILET SOAPS

1910

Tartan BRAND

Our Annual Tea Sale

January and February Bargains

Black Tea, 14c to $1.00 per lb.
Green Tea, 14c to 60c per lb.

Samples mailed on application. See our travellers.

BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**

GOODWILLIE'S

PURE FRUITS

In Glass

Those particular customers of yours desire something extra fancy in the matter of quality.

When they ask for preserved fruits ensure their satisfaction by giving them Goodwillie's Pure Fruits in glass.

Of delicious natural flavor, quite unequalled anywhere.

AGENTS

Rose & Laflamme
Montreal and Toronto

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

Every Grocer Wants High Grade Spices

Ewing's name signifies the best in spices of all kinds, and

All Lines of Herbs

Write us before stocking

S. H. EWING & SONS

Montreal Toronto

When you are asked for

one of the 57 Varieties that you do not carry in stock, you run the risk of losing a permanent customer. The housewife knows that

HEINZ
57 VARIETIES
Pure Food Products

(The kind that contain no preservatives)

are carried by all first class grocers and she will have them. Absolutely pure, clean made, and of the highest quality, Heinz products make firm friends wherever sold.

Merchants are authorized to refund purchase price if they ever fail to please.

Anything that's HEINZ is safe to sell.

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

MADE IN CANADA

Book-Keeping Without Books

The *McCASKEY CREDIT REGISTER SYSTEM* is acknowledged to be the most complete up-to-date method of handling accounts ever invented.

It is ao good that many of the progressive commercial colleges and correspondence schools are teaching the *McCASKEY SYSTEM.*

It is so simple, easy and accurate.

It is such a time-saver, labor-saver and money-maker that nearly sixty thousand merchants in all lines of business are using the *McCASKEY* to-day.

The *McCASKEY REGISTER SYSTEM* handles your accounts with only ONE WRITING. It gives you more information about your business than you can get from any other system.

THE McCASKEY REGISTER COMPANY are the originators and inventors of the one writing, total forwarding system. Don't waste your time and money with incomplete and unsatisfactory imitations. When you get a *McCASKEY* you get the best that brains, skill and money can produce.

Write for information—it's free for the asking.

DOMINION REGISTER COMPANY, Limited

Successor to The McCaskey Register Co. in Canada

96-104 Spadina Avenue TORONTO, CANADA

PURE FOOD STANDARDS

WE BELIEVE
THAT EVERY POUND OF

WHITE SWAN BRAND

SPICES

WILL COVER ALL THE REQUIREMENTS OF SUCH STRICT

PURE FOOD STANDARDS

AS THE

DEPARTMENT OF INLAND REVENUE

WILL SOON PUT INTO FORCE

BECAUSE THEY ARE

HIGHEST GRADE PURE

NOT MERELY PURE

TO COVER THE PRESENT LAW

DON'T WAIT

UNTIL YOU FIND YOURSELF STOCKED WITH GOODS THAT WILL NOT PASS MUSTER

BUY

WHITE SWAN GOODS

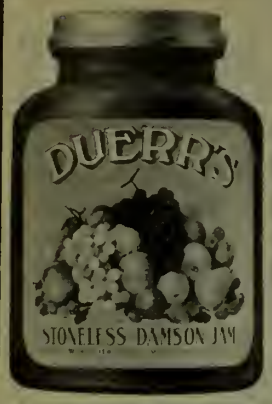
AND TAKE NO CHANCES ON TO-MORROW

OUR PRICES ARE LOW FOR QUALITY

MAIL ORDERS RECEIVE SPECIAL ATTENTION

WRITE TO-DAY

WHITE SWAN SPICES & CEREALS, LIMITED
TORONTO



"BRITAIN'S BEST"

DUERR'S
VACUUM-BOTTLED
JAMS
ARE UNEQUALLED FOR FLAVOR

Keep perfectly any length of time.
Absolutely pure
No preservatives.
English fruit and cane sugar only.
One size, 1½ pounds net, attractively labelled.

Ask your wholesaler

Duerr & Sons, Old Trafford, Manchester, Eng.

KEEP WIDE AWAKE

Here's a chance you shouldn't miss. Stock up with

KITCHENER BRAND
PORK AND BEANS

In 1, 2 and 3-lb. sizes in plain or Tomato Sauce. A line of splendid sellers!

If your wholesaler cannot supply you, write us direct.

The OSHAWA CANNING CO., Ltd.
OSHAWA, ONT.

British America Assurance Company
A. D. 1833
FIRE & MARINE
Head Office, Toronto

BOARD OF DIRECTORS
Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W Cox, Geo. A. Morrow, D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D. Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C. Sir Henry M. Pellatt, E. R. Wood.
W. B. Meikle, General Manager P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

WESTERN ASSURANCE COMPANY. Incorporated 1851
FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over	$3,570,000
Income for 1906, over	3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

CANADIAN PACIFIC
WESTERN
EXCURSIONS
Single Fare

Plus $2.00 for the Round Trip

From all stations in Ontario, Port Arthur and West, Manitoba, Saskatchewan and Alberta, to

VANCOUVER
VICTORIA and
WESTMINSTER

Also to OKANAGAN VALLEY and KOOTENAY POINTS

Tickets on sale December 16, 17, 18, 1909; January 21, 22, 23 and 24; February 15, 16, 17 1910; good to return within three months.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

CHINESE STARCH

Money Maker
Known Everywhere
Repeat Seller
Best Value

Get Prices

OCEAN MILLS
MONTREAL

Canada's Leader!

Why Sell Inferior Brands

When You Can Get the Best for the Same Money ?

W. P. Downey
Montreal

COFFEES

Every Coffee Specialist knows that in order to obtain the best results he must roast his own coffees.

We have installed the most up-to-date Coffee Roasting Plant obtainable, and have engaged Mr. W. Mills, who has had twelve years' experience in High-Class Coffees and is well known to the trade as a Coffee Specialist, to take charge of this department.

Do not hesitate to give our travelers an order for—

"MELAGAMA" COFFEE

(Cash Rebate Inside Every Tin)

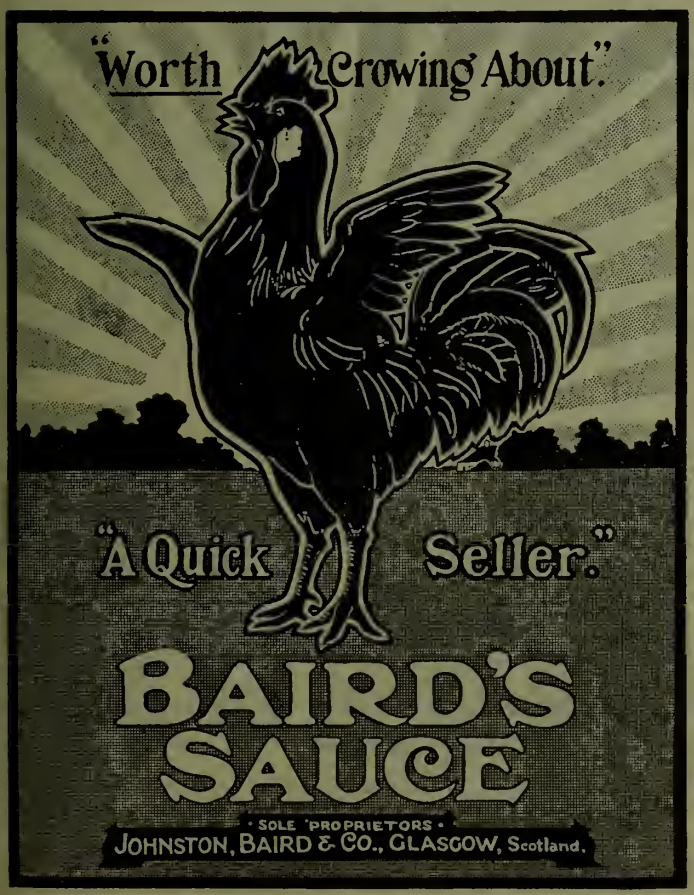
—knowing as you do the reputation of our package tea MELAGAMA.

BULK COFFEES—Our bulk coffee blends will be known as

MINTO COFFEE.

Ask our travelers or drop us a line for samples and prices. We know they will interest you.

MINTO BROS., Toronto and Buffalo



GINGERBREAD

BRAND

Creates the Demand

This well-known Molasses is packed in tins—2's, 3's, 5's, 10's and 20's; in pails—1's, 2's, 3's and 5's, 10 gallon kegs, half-barrels and barrels.

When ordering from your wholesaler mention the above brand.

The Dominion Molasses Co., Limited

HALIFAX - NOVA SCOTIA

It Pays to Sell Goods That Give Satisfaction

A LEADER FOR 50 YEARS

COOK'S FRIEND

Baking Powder has been giving satisfaction for the past 50 years. If you want purity and known quality without the fancy price, you should order Cook's Friend at once.

"IT CONTAINS NO ALUM"

W. D. McLAREN, LIMITED

BAKING POWDER SPECIALISTS - - - - - - MONTREAL

Say, brother Grocer, are you carrying

SNAP?

We don't claim for SNAP that it will do everything from washing a baby to cleaning a frypan, but we do claim that for chasing grease, paint, dirt and tar from soiled hands it is absolutely without a rival.

SNAP SELLS AT SIGHT

and leaves you a good margin of profit.

The Snap Co. Limited Montreal

ESTABLISHED 1894

"McLEAN'S"

White Moss Cocoanut

PROUD? CERTAINLY

of our goods and of our name and the success we are having.

We cut the first strip in Canada, we created the name, both have been as closely copied as the Law will permit.

Do you find a poor article copied?? We want you to share our success by giving your customers **McLean's White Moss.**

THE

Canadian Cocoanut Co.

Montreal

JAPAN TEAS

Closing-out prices on our balance of stock will be interesting to Jobbers.

See Samples

S. T. NISHIMURA & CO.

MONTREAL

IT'S A SHORT-SIGHTED POLICY

to send good customers elsewhere.

Your customers are buying H.P.—SOMEWHERE

ARE YOU SUPPLYING THEM ?

W. G. Patrick & Co., Toronto and Montreal.
R. B. Seeton & Co., Halifax, N. S.
W. H. Escott Winnipeg, Man.
The Midland Vinegar Co., Birmingham, Eng.

H.P. SAUCE

St. Lawrence

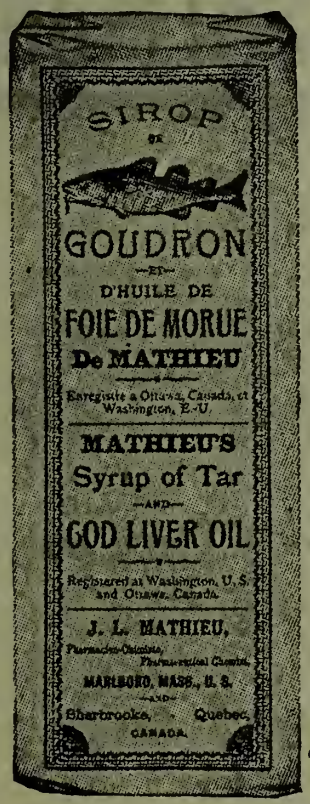
GRANULATED

and

GOLDEN YELLOWS

Made only from Pure Cane Sugar

The St. Lawrence Sugar Refining Co., Ltd.
Montreal



A COLD CURE EVERY Dealer Can Recommend

To be able to recommend an article because of its success in the past makes selling easy.

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

has been a wonderful success.
The testimonials received by the proprietors tell of marvellous cures.
Thousands of households are never without it.
Its sales have multiplied in every community where it is sold.
Dealers never find it a slow seller.
During the Fall and Winter seasons large sales are assured.
Keep a good supply on hand and when ordering order also

MATHIEU'S NERVINE POWDERS

which are necessary to reduce fever and remove pains in connection with colds.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

GOOD COFFEE

Coffee better than the average. Coffee superior to others. Coffee so exquisite in flavor.

That people want it again—and again. That's what

AURORA COFFEE

is. The best that money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO. Wholesale Grocers Coffee Importers **HAMILTON**

BRANCH HOUSE: SAULT STE. MARIE

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

Manzanillas, Queens, Club House, Nutoliv
Pitted, Celery Stuffed, Pimento Stuffed

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE. WINNIPEG

QUAKER SALMON!

Did you but know of the hundreds of thousands of tins annually sold, you would appreciate the more the quality of the fish. If the merit was not there the salmon would not sell as it does.

Of course, YOU are selling Quaker Brand?

MATHEWSON'S SONS

Wholesale Grocers

202 McGill Street, - MONTREAL

SUGAR

When next purchasing supplies of Granulated Sugar, ask for

Redpath

The Purest and Best. To be had in original packages, barrels of about 300 lb., and bags of 100, 50 and 20 lbs.

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

PURITY AND STRENGTH combined have made

SHIRRIFF'S

FLAVORING ESSENCES

prime favorites with the economical housewife. This is a most profitable line for you to handle, and the goods are especially in demand while winter festivities are on.

See to your stocks

The Imperial Extract Co., - 8, 10, 12 Matilda St. TORONTO, CAN.

BIGGER
AND
BIGGER SALES

Such will be the tale you have to tell if your canned goods are all right—if you are handling the "all right" brand.

OLD HOMESTEAD

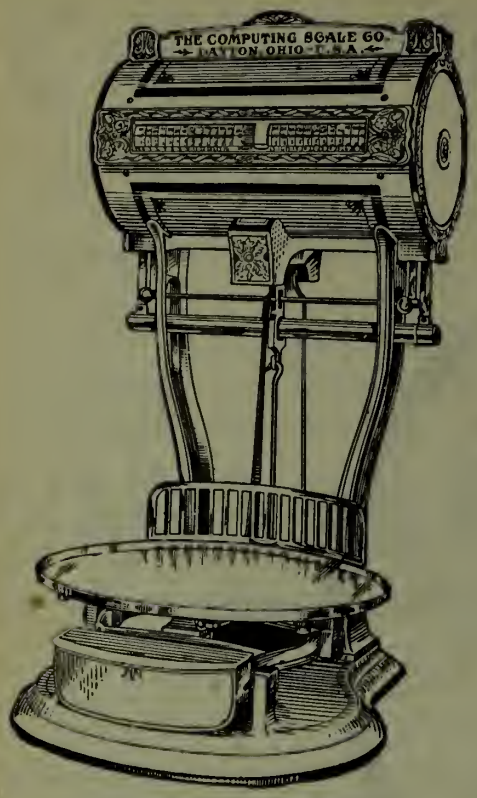
Canned Fruits and Vegetables

"OLD HOMESTEAD" has won out for the same reason that superior merit is bound to win out! Extra care in selection of raw materials, most approved processes of treatment and canning and employment of highest skilled labor, have placed "OLD HOMESTEAD" goods at the pinnacle of perfection!

Are you handling this reliable line?

Old Homestead Canning Co.,

Picton, Ont.



Dayton Moneyweight Scale.
Note the Low Platform.

FAMOUS DAYTON SCALES

The scale that pays for itself. Agate Bearings throughout.
No poises to move, no weights to lift.
The only scale fitted with Ball Bearing swivel base, which allows scale to be turned to either side of counter or to any light. Scale is always level.
Fitted with Automatic Thermostadt, regulating the scale in any temperature.
Acknowledged by all to be the Best Scale in the World, so if you want the Best Buy the Dayton.
Drop us a card and we will give full particulars.
A perfect guarantee goes with every scale.

"Made in Canada"

THE COMPUTING SCALE CO. OF CANADA, LIMITED.
164 King Street West, TORONTO, ONT.

An additional $1 worth of goods to each of Grocer's 7,000 readers:

If 7,000 of the best grocers in Canada held a meeting every week at Toronto, Montreal, Winnipeg or some other point, what would a manufacturer pay for the privilege of giving them a series of talks about his goods?

If this manufacturer was able to demonstrate the solid worth of his product, and show that it paid the dealers a fair profit, could he induce each one of them to buy an additional $1 worth of it in a year?

$1 worth of any manufacturer's goods would make a pretty small parcel. Yet multiply that quantity by the number of dealers and you find that it means $7,000.

There is only one way in which a manufacturer can address the 7,000 leading buyers of grocery lines every week. That is through The Canadian Grocer.

If he approaches his talks in this paper as carefully as if he were actually addressing a meeting of these buyers—says something worth while—do you mean to say that he could not make it worth many times what it costs?

A space this size costs $425 for 52 weeks, which means that a manufacturer using it could talk to about 10 good buyers for every cent expended. The value of the space to him would depend entirely upon what he said in it.

OUR CANADIAN BUSINESS ONLY

Don't the following figures of our Canadian business convince you that the public are pleased with

"SALADA"

For week ending Jan. 8th our sales decreased 2,559 lbs.
" " " " 15th " " increased 8,447 "
" " " " 22nd " " " 6,540 "
" " " " 29th " " " 9,404 "
" " " Feb. 5th " " " 9,074 "

Over the corresponding weeks of 1909.

Why not keep in the foremost position in your store the tea the people are pleased with—the tea that sells quickly? "SALADA" has a larger sale than any tea in America. Over twenty million packages are sold each year. Our sales are big—and they are going to be bigger. It pays to hand out "SALADA" when tea is asked for.

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Part Played by Farm Products in High Cost of Living

Careful Resume of Files Show That in February 1910 Prices on the Whole Were Higher Than During Previous Eight Years—Increases Nearly all in Canadian Farm Products and are Due Chiefly to Shortages—Why Hog Products, Beans and Flour are Dear.

Talk of high prices is still in the air. The general public, who are readers of the daily press, are being led to believe so many different reasons for the high cost of living that it is difficult for them to form any definite conclusion.

The retailer has been blamed by many; others censure alleged 'combines' among manufacturers, but few attribute any of the higher cost to supply and demand. If this latter phase of the question is gone into, it will be seen that the production of farm products plays a prominent part in the increase in cost of some of the table necessities.

In the table below, the prices of 51 articles sold over the grocery counter are given. They range over a period of 9 years, beginning with 1902, the prices being taken from the files of The Canadian Grocer. They were the prices prevailing on these articles during the first week in February of each year, are the standard wholesale prices to the retail trade in Toronto, and are guaranteed correct.

From this table it will be observed that there is not a great deal of difference in the cost of these goods during February of the different years.

For instance between 1910 and 1909 there was an increase of only about $2.50. The year in which prices were, on the whole, the lowest was 1904, the present year being an increase over it of $17.85.

Now let us examine the costs of the various articles and determine wherein this difference lies.

In the case of long clear bacon there in an increase of 6 cents per lb. in 1910 over 1904; in roll bacon it is 4½c; in breakfast bacon 5c; in back bacon 5½c; in heavy mess pork $10.50 per cwt.; in lard 8c per lb.; in dressed hogs $5.80; in creamery butter 7c; dairy butter 7c; chickens 6c; turkeys 5c; granulated sugar 92c; and in beans 75c per bushel.

	1902	1903	1904	1905	1906	1907	1908	1909	1910
Long clear bacon, per lb.	11	10¾	8½	8½	11	11¾	11	11½	14½
Roll bacon, per lb.	11½	12	10	9½	12	11½	11	11	14½
Breakfast bacon, per lb.	14½	15	13	12	14	16	15½	15	18
Back bacon, per lb.	14½	15	13	15	16	16	16¼	16½	18½
Heavy mess pork, per cwt.	21.00	21.50	16.50	15.50	18.00	20.00	20.00	20.00	27.00
Lard, pails, per lb.	11¾	11½	08	8½	11	12½	12½	13	16
Dressed hogs, per 100 lb.	8.25	7.75	6.20	7.00	9.00	9.50	7.00	10.25	12.00
Creamery butter, fresh, per lb.	22	23	22	25	25	27	32	29	29
Dairy, best, per lb.	18	20	17	21	22	23	27	23	24
Eggs, new laid, per doz.	26	25	40	30	23	28	33	32	33
Eggs, stored, per doz.	20	17	30	19	19	25	28	26	28
Chickens, per lb.	09	08	12	11	10	11	12	16	18
Turkeys, per lb.	10	12	14	16	15	12½	15	20	19
Honey, per lb.	09½	09	07½	09	08	11	13	11½	11
Tomatoes, per dozen	90	1.65	1.05	1.25	95	1.20	1.25	1.00	85
Peas, per dozen	85	95	90	1.30	1.20	85	90	87½	1.05
Corn, per dozen	75	95	1.15	1.25	85½	95	95	90	85
Horseshoe salmon, per doz.	1.45	1.75	1.75	1.85	1.55	1.75	1.80	1.90	1.90
Sugar, gran., per cwt.	4.18	3.88	4.03	5.83	4.18	4.30	4.50	4.60	4.95
Cheese, per lb.	10½	13½	10¾	11	13½	14	13½	13½	13½
Apples, per barrel	4.50	2.50	3.00	3.00	3.50	3.00	3.50	5.00	3.00
Cranberries, per barrel	10.00	11.00	9.00	10.00	13.00	10.00	9.50	9.00	8.00
Grapes, Almeria, per keg	6.00	6.00	6.50	7.50	6.50	6.00	6.00	6.50	7.00
Grapefruit, per case	5.00	4.00	3.50	4.00	4.75	4.00	5.00	3.50	3.50
Oranges, navels, per case	3.25	3.25	3.00	3.00	3.50	3.00	3.00	3.25	3.00
Lemons, per case	2.50	3.00	2.50	2.50	2.50	2.75	2.50	3.00	2.75
Pineapples, per case	5.00	4.00	5.00	4.50	4.75	4.50	5.00	5.00	4.00
Beets, per bag	1.20	50	75	75	75	75	95	75	75
Cabbage, per doz.	60	40	40	75	75	60	60	65	65
Carrots, per bag	1.20	40	1.10	75	75	75	75	75	75
Celery, Canadian, per doz.	50	40	35	75	65	80	70	60	80
Cucumbers, per doz.	2.50	2.75	2.00	1.75	2.25	2.50	2.50	3.00	1.75
Onions, per bag	1.25	75	1.75	2.00	1.30	1.40	1.20	2.00	1.10
Potatoes, per bag	80	1.15	65	90	1.00	80	1.10	85	65
Turnips, per bag	90	25	35	35	75	35	40	60	40
Flour, per brl.	3.80	3.50	4.15	5.75	4.30	4.50	5.50	5.60	5.70
Whole black pepper, per lb.	18	18	18	19	19	20	20	20	18
Whole white pepper, per lb.	26	27	27	27	27	30	27	30	25
Ginger, per lb.	25	25	25	25	20	30	25	25	25
Nutmeg, per lb.	75	75	75	75	75	75	75	75	30
Cloves, per lb.	35	35	35	25	30	35	35	35	35
Cream of tartar, per lb.	25	30	30	30	25	25	25	25	25
Prunes, 70 to 80, per lb.	06¾	06½	06¼	05½	07	07	07	08¼	07
Apricots, per lb.	15	12	15	14	15	25	15	12¾	15
Valencia raisins, per lb.	06½	08¾	07	05¾	05¾	09½	07	05½	06¼
Almonds, Tarragona, per lb.	11½	12	11	12½	12½	15	11	13	12
Walnuts, Grenoble, per lb.	10½	14	13	12½	15½	13	11	14	13
Filberts, per lb.	10½	11	10	11	10	11	10	10	12
Rice, standard B, per lb.	03¼	03½	03¾	03½	03½	03½	03¾	03½	03¼
Evaporated apples, per lb.	10	06½	07	07	10	09	09½	07¾	08
Beans, per bushel	1.60	2.00	1.30	1.50	1.75	1.45	1.50	2.00	2.05
Totals	92.64	89.04	81.53	90.41	55.83	91.29	91.36	96.80	99.38

Part Played by Farm Products.

This totalled, comes to $18.56, and there you have the cause of the $17.85 increase—all the products of the farm. If the remaining articles are closely followed, there will be an occasional change noticed, but on the whole the prices are practically the same.

The only conclusion to which one is forced to come is that the prices of farm products are almost entirely responsible for any increase in the cost of living.

The same conclusion will be reached if the years 1910 and 1909 are compared—the increase this year over last is due to Canadian farm products.

There is no necessity here in going into the advances made on hogs and hog products. Everyone knows there is a world-wide scarcity of raw material. The farmers are not paying as much attention to the hog industry as formerly and those who are, are getting big money for what they raise.

With respect to granulated sugar any advance or decline originates with the supply and demand—or more properly the estimated supply and demand—in the primary markets. The Canadian market is to a very great extent governed by the New York market. So far as the advance in sugar of 92c since 1904 is concerned, the retailer's profits have not increased. In 1905 sugar was quoted at $5.83, almost a dollar more than in 1910.

There are many who consider new laid eggs have been excessively high this year in comparison with others, but a glance at the table shows very little difference during the past 9 years. In fact, in February, 1904, they were 7c dearer to the trade than they were last week.

Horseshoe salmon is the same price as in 1909, but 10 cents per dozen dearer than in 1908. Supply and demand reg-

nlates this. Canned peas are high this year, because the crop was short.

Regulated by Supply.

Apples and potatoes are cheaper this year than usual, because there was a good supply of both. If the same could be said of hog products, salmon, etc., they would be cheaper too.

With respect to imported fruits, they are generally cheaper; few changes occur in spices and vegetables.

Flour is dearer this year, because the price of wheat to the farmer is higher. Beans are up for the reason that the farmer is holding on to his supply, and the demand is good.

From the above facts and figures it should be plain why there has been any advance in the cost of living this year over previous years—the farmer evidently holds the key to the situation.

It is a significant fact that many of the young men of the farms are leaving and crowding into the cities. Can this be the cause of the lesser production? If so the educational campaign to "keep the boys on the farm" should be waged more vigororously and probably in a few years' time, things would be back to their normal condition again.

SPECIALIZES ON TWO TEAS.

Reasons Why a Hartford, Ont., Merchant Sells Only the Two Kinds.

By R. J. Thomas.

We only sell two kinds of tea in our store. In the first place we make a specialty of our 30c. Japan. Our Indian customers are large users of tea, and they prefer a good Japan. I have tried them with a blend of Ceylon green and Japan, and clear Ceylon, but good Japan seems to suit them best.

The white customers are about evenly divided between our 30 cent Japan and a package tea.

We are seldom asked for a higher priced tea, and not often for a 25c line.

The package tea trade we have worked down to one kind, at 25c. This one was the first we stocked. We have tried 3 or 4 others since, but this one has outlived them all, with no special advertising. The others have been sampled and personal letters have been written, etc., but the customers still prefer the first choice. We have always managed to sell out the other kinds, and when we find a tea a drag, we do not stock it again. We have even given some teas the second trial but it was of no use.

In looking back over our tea business, I think we have been wise in educating our customers to the two lines. It has been an education both ways; and I think it could be applied to other lines as well.

It is a great satisfaction at stocktaking time to not find a lot of unsalable goods filling the shelves, or perhaps shoved back out of sight.

Stock of H. O. Smith, general merchant, Marquette, Man., has been sold to Mrs. H. O. Smith.

Is Your Clerk Worth the Salary He is Receiving?

A Practical System Devised For Determining His Value to the Business—Does His Salary Exceed the Profits on the Goods He Sells?—Something That the Scientific Grocer Figures on.

Do clerks ever consider what they are worth to their employers, or do the employers even know whether certain clerks earn their salaries? As mercantiling is becoming more of a science every day, it also becomes necessary to look more scientifically into the financial details of a merchant's business.

It is well known that clerks in most retail grocery stores are not drawing large salaries, but it does not matter so much what a man is paid, as it does to know whether he earns what he is getting.

It is an easy matter to ask for a higher salary, but a clerk has no right to ask for an advance unless he can show that he is worth it.

Some have an idea, if they work in a store for a certain length of time they are entitled to a raise whether they are worth more or not. Few really consider what value they render to their employer and make little effort to be more valuable, and yet expect more wages without taking into consideration whether their employer can afford to pay an advance or not.

To assist the clerk in taking a fair look at the situation and arrive at a businesslike conclusion whether he is entitled to more or not The Grocer has prepared the following schedule which will show in a practical way what a clerk must do to earn his salary. The bill of goods is a fair ordinary every day order :—

	Selling Price.	Cost.
To 1 lb. soda biscuits	10	7½
1 lb. butter	32	28
1 loaf bread	10	08
½ lb. coffee	20	15
½ lb. tea	20	15
1 doz. eggs	35	30
3 tins tom., corn peas..	25	22½
2 breakfast foods	25	20
18 lb. sugar	1.00	89
Flour	25	20
6 soap	25	23
	$3.27	$2.78

It will be seen from this bill that the profit is 49c. If a clerk gets $12 a week at this rate he will have to sell about $70 worth of goods to pay himself. If he does not sell more the proprietor is losing the expense of running the business, so far as this clerk and the goods he sells are concerned, which would be about $10.

After the clerk has first made his own wages he begins to pay the expenses and what is left over and above that goes as profit to the proprietor. The value of a clerk therefore depends entirely in his ability to exceed the point where the net profit of the proprietor begins.

It is quite probable that there are clerks who never reach the paying point, and yet might think that they should have more wages.

Every merchant therefore should adopt some system by which he could tell every week from the amount of business done, whether his clerks are worth the salary he pays them or whether they are entitled to more. By a clean and fair investigation some unsuspected ones might not measure up to the paying point.

E. A. Bagin & Co., general merchants, Haywood, Man., are succeeded by Fay & Dagesse.

Presentations were made by the employees of the Empress Manufacturing Co., to Walter Taylor and E. C. Taylor, who have retired from the firm. Gold lockets were the mediums by which their former associates expressed their goodwill.

Things That Shouldn't Be

A Grocer Dodging a Traveler by Slipping Out the Back Door.

Hands Out Important Judgment Re Substitution

Judge of Superior Court Claims it to be Illegal to Substitute a Certain Brand of Goods When Another is Demanded—Defendants Have to Pay Nominal Damages and are Restrained by an Injunction to Continue Substitution.

A judgment of much importance to the retail and wholesale trade, and which was referred to in last week's issue, was that given by the Hon. Chas. de Lorimier, Judge, Superior Court, Montreal, Que., in favor of Bovril, Limited, and against Metrakos Bros., confectioners, Montreal, the latter being accused of substituting another brand of beef fluid when that of the plaintiff was called for.

The Grocer has secured a copy of the judge's observations and decision, the prominent extracts of which appear below as given by him minus some of the words and phrases, which are not necessary to the comprehension of the judgment by the reader, but which are necessary in law:—

"The Court, having heard the witnesses in open Court, and respective attorneys of the parties in this case, examined the proceedings, documents, consents and evidence and on the whole, having deliberated, renders the following judgment:

"Plaintiff is a body politic and corporate duly incorporated, having its head office in London, England, and an office and chief place of business for Quebec in Montreal. The defendants are fruit and candy merchants, doing business under the style of Metrakos Bros. Plaintiff complains of defendants and by the declaration in this case, it is, in effect alleged: That plaintiff has for a long period of years carried on business throughout the world as manufacturer's of a fluid beef, which it has placed upon the market and sold under the name of Bovril. The plaintiff has advertised its product extensively, and has spent very large sums of money therein, and it has become universally known under the name Bovril. The plaintiff has advertised and sold its product in Montreal and vicinity for a number of years.

Where Substitution Comes in.

The defendants for a long time past have been serving and supplying those of their customers, and the public generally, who ask for Bovril, with a preparation of another fluid beef; when customers of the defendants and the public asks for Bovril they are alleged to be served with another beef fluid; the defendants have for a number of years palmed off and substituted upon their customers and the public, a substance manufactured and placed upon the market by another company, the whole to the great loss and damage of the plaintiff; the plaintiff is entitled to a writ of interlocutory injunction concurrently with a writ of summons to be issued herein, restraining the defendants from selling or offering for sale under the name of Bovril, any substance, preparation or product other than that manufactured and prepared by plaintiff and placed upon the market under the trade mark Bovril; as a result of the acts and conduct of the defendants in substituting and palming off upon their customers and the public, products not manufactured by the plaintiff, the plaintiff has suffered loss and damage in the past to a large amount which for the purposes of the present action, it reduces to the sum of $5,000.

The Defendants' Plea.

The defendants, in reply, allege that the public generally do not ask for Bovril, but usually ask for fluid beef, and very often beef tea, which means any kind; that the respondents sell and supply to their customers either fluid beef indifferently, according to the wishes of their customers. Those of the customers who call for Bovril as a general rule and perhaps invariably mean and signify their intention of having fluid beef or beef tea; that the customers certainly never have been misled, as they always were supplied with whatever they wanted; that the defendants have put in front of their store a sign (4x8) advertising the other fluid beef, and that the customers always know what substances are being supplied by defendants; that the customers further may see, and as a matter of fact, do see, the bottles which are being used so as to supply what is being asked for, and these bottles are labeled; that the defendants never palmed off the other fluid for Bovril; that if Bovril was not served when asked for on some occasions, which is denied, it was because customers did not make it clear that it was Bovril they wanted, and the defendants were misled every bit as much as the customers, if not more so, and defendants supplied them openly with what they were in the habit of serving when fluid beef was called for; that the defendants have never practised any deception on their customers and have, on the other hand, supplied Bovril when fluid beef was called for, and the plaintiff has certainly in this matter been compensated, if, indeed, any errors were unwilfully committed; that both fluids are equally good, and at all events it is a matter of taste, and both substances are made of extract of beef; that if any error has been committed, which defendants deny, they regret it, but have acted in good faith and are prepared to so act in good faith in future and to be very careful and not to give other fluid beef when Bovril is asked for; that the defendants, at the times of which the plaintiff complained that the defendants passed off the other fluid beef, had engaged new hands.

Reasons for Decision.

In rendering his decision his honor said in part: "It is in evidence that plaintiff has expended large sums of money for the advertising of its product; that at divers dates, and more particularly during January and February, 1909, customers who went to defendants' place of business, called for Bovril, but were knowingly and illegally served, by defendants' employes, with a totally different product or preparation of fluid beef purchased by defendants at a lower price than plaintiff's product; that such willful substitution constitutes, in law, an illegal and willful act, for which the defendants are responsible.

Nominal Damages to be Paid.

"It is also in evidence that, by reason of defendants' illegal acts, plaintiff has suffered loss and damage; but seeing the declarations contained in defendant's pleas as to the future, plaintiff has agreed that such damages be assessed nominally to the sum of $25.

"Considering that plaintiff has established by legal evidence, the material allegations of his action and demand, and that interlocutory injunctions, must in consequence, be declared perpetual.

"Considering that defendants have failed to establish the material allegations of his plea;

"The court maintains plaintiff's action, demand and injunction, and declares said injunction pre-emptory and perpetual, and in consequence doth restrain and enjoin the defendants from selling or offering for sale under the name of Bovril, any substance other than that manufactured and sold by the plaintiff under its trade mark, and it is ordered that the injunction remain, according to law, perpetual and in full force to all intents and purposes; condemns defendants to pay the plaintiff $25 with interest, and dismisses the defendants' pleas, the whole with cost against them."

A BUSINESS CREED.

To do the right thing, at the right time, in the right way; to do some things better than they were ever done before; to eliminate errors; to know both sides of the question; to be courteous; to be an example; to work for the love of work; to anticipate requirements; to develop resources; to recognize no impediments; to master circumstances; to act from reason rather than rule; to be satisfied with nothing short of perfection.—Michigan Tradesman.

Hard Headed Business Man Condemns the Bill

Some of the Schemes of the Promoters of Co-operative Bill Elucidated — Why Wholesalers and Manufacturers Should Oppose It—Toronto Labor Men Have no Sympathy With It.

Hamilton, Ont., February 8.—Shown a copy of the Bill to be introduced in to the House of Commons by Lloyd Harris to incorporate Co-operative Societies in Canada, one of our hard-headed business men says he considers it about the "smoothest" proposition he has yet seen. After analysis he comes to the conclusion that there is far more in it than appears on the surface and that there is some powerful motive behind it that is pressing for legislation, other than the Canadian people.

A clause relating to the formation of local companies reads: "That any seven persons may register with the Secretary of State and do business as a Co-operative concern."

"Now mark," he said. "this clause goes on to say that any child over twelve years of age may qualify as one of the directors of the company. Thus any family consisting of the parents and five children over twelve years of age, may register, form a company, and act as directors of same.

"Another pernicious clause is, that outside companies may acquire holdings in any company so formed, and these outside companies may dominate the smaller concerns. Of course, this is done apparently for the purpose of legally getting control by the parent concerns which are behind the whole scheme."

Establishing wholesale depots in the principal centres if found successful, manufacturers of all descriptions would soon follow. And here is where my friend H. H. Businessman is surprised at the apathy of the wholesaler and manufacturer in not opposing such a piece of legislation.

Some of these people smile and say this is only a matter for the retailer. If they will look up the business they have done in England and their methods, they will possibly want to keep the retailer out.

Another clause in the bill which is very bad is the system of auditing. The bill provides "that one of the number shall be an auditor." As a good many business men know, there are "auditors" and "auditors," but the safest ones are chartered accountants who are above "cooking" the returns.

The system of selling stock in connection with these companies is also pernicious. In the event of failure the subscriber stands no chance whatever for restitution. Every merchant and manufacturer in Canada should make it a point to present the case to his local member and Senator and thoroughly enlighten them on the character of such a measure.

WHAT LABOR MEN THINK.

Toronto, Feb. 8. — The Toronto District Labor Council invited a delegation from the Retail Merchants' Association to meet them the other evening to discuss the Co-operative Bill now before the House and also the troublesome question of the causes of high living. The meeting took place and the discussion was interesting and brought out many features which shed light on the subject. The butchers aimed to show that they were not getting more than a living profit out of their end of it and were not the cause of the trouble. It came out in the discussion that if the farmer gets, say $2 a hundred more for his cattle, the general public erroneously thought that the butcher should be able to sell his meat at 2c advance and make the same profit.

This, however, is not the case. The offal, it was explained, was nearly half of the animal, so that if the farmer gets say $4 a hundred live weight, the meat costs the butcher about $8, but if the farmer gets $6 per 100, the meat costs the butcher $12. The farmer gets 2c a pound more but the butcher has to pay 4c more for the meat. As the cheaper cuts are not in demand they will bear little of the advance and therefore the desirable parts must bear the extra cost. Practically the same rule works out in the hog problem.

The Co-operative Bill was strongly opposed by the retail merchants and it receives no sympathy or support from the labor council. The bill never originated from the labor people, nor from any class of consumers, and it must therefore come from some promoters who are seeking special privileges to "do up" the public, and therefore, it was maintained, such a bill should have no support or even consideration by any member of the House.

NEW FACTORY FORMALLY OPENED.

Hamilton, Ont., Feb. 10.—At the formal opening of the new factory of Wagstaffe, Limited, here last week there was a large attendance of retail grocers, besides the mayor, board of control, aldermen and a number of other citizens. The visitors were conveyed by special cars to the factory, where Mr. Wagstaffe conducted them through, at the same time explaining the machines and the work they performed in the manufacture and packing of the various products. It was shown how they are arranged for the convenience, and, at the same time, comfort of the employes. The factory is divided into five rooms, besides the office. The equipment makes provision for cleanliness to a marked degree, and the rooms are large and well ventilated. The factory was formally declared open by Mayor McLaren, who compared the present to the time, just four years ago, when Mr. Wagstaffe started up with a chopping machine and a few dollars capital. Fred Smyc, president of the company, thanked the visitors for their attendance, and refreshments were served. On departing each lady was presented with a jar of marmalade and the gentlemen with cigars.

GREAT DECLINE IN SUGAR.

Grocers' Association's Opinion on Cost of Living—Eighteen New Members.

Hamilton, February 10.—The Retail Grocers' Association maintains that groceries are cheaper to-day than they were forty years ago. J. A. McIntosh, president of the association, brought this question up at the last regular meeting and stated that it was proved at the annual banquet of the retail grocers in London that the above statement was so. Forty years ago, he said, sugar was selling at eight pounds for $1, while to-day eighteen pounds could be procured for the same money. Much discussion took place as to whether the association should take any action in regard to the matter, but it was decided to leave it over until the next meeting.

There is a possibility that the annual picnic of the grocers will not be held at Niagara Falls this year, as the association at London has invited the local association to go there. While no definite action was taken, a majority of the members suggested Guelph as a convenient spot to hold the picnic. It is probable that the matter will not be decided for some time.

The co-operative bill, at present before Parliament, was also discussed at considerable length. The president explained that petitions had been circulated protesting against the bill and had been signed by the leading manufacturers and departmental stores of the city. All the members of the association were requested to sign them.

The auditors' report for the past year was presented by Joseph Kirkpatrick and showed a small balance to the credit of the association. It was explained that during the year a large sum was donated to various charitable institutions. Eighteen new members were received, the largest number to join at any one time for years.

The announcement in Ottawa that the Retail Grocers' Association would employ a brightly uniformed man to collect bad debts seems to have been very successful according to an Ottawa report. A number of grocers report that in many cases people who previously had refused to pay their debts are now coming in and paying up unsolicited for fear of the collector calling on them as soon as engaged. The association is taking up the question of a grant towards the $5,000 the board of trade is raising for the Ottawa publicity department.

Solid Business Discussed at Important Banquet

London Retail Grocers a Live Organization — Price-Cutting Discouraged—Grand Annual P.cnic Suggested and a Provincial Organization Touched Upon—Views of Representatives of Hamilton and Brantford Associations — Plan to Extend the London Manufacturing Field.

In business "the other fellow" is often credited with a good many characteristics and motives that are anything but desirable—till we know him better.

In days gone by Bill Smith, grocer on Dundas Street, London, hadn't much use for John Jones, who conducted an opposition store a couple of blocks away.

These two stores were the best in the locality. Smith felt that Jones was the man he had to beat, and vice versa.

Smith advertised several leaders at cut prices, and Jones, fearful of losing trade, went him one better.

Pretty soon it was a rare occasion when Smith and Jones were not offering bargains in groceries.

Each — figuratively speaking — went round with a chip on his shoulder daring the other to knock it off.

Smith and Jones barely nodded when they met on the street, and neither had a good word to say for the other.

About this time a reorganization was effected of the Retail Grocers' Association, that had been in existence for years, but which had got into the habit of waking up periodically just long enough to declare the old officers re-elected by acclamation.

To make a long story short, Smith and Jones were thrown together frequently by the association meetings, and once the ice was broken each found the other a pretty decent sort of a fellow.

They compared notes and figured out just about what this campaign of price-cutting had meant to them.

With both there had been some increase in yearly turn-over since it was started, but—

—they had actually made less money from their businesses.

Their petty jealousies and short-sighted merchandising had cost them pretty dearly.

Smith and Jones don't attempt to do business on the cut-price basis any more

They depend upon good, well kept stores, first-class service and quality merchandise to attract and hold trade.

Their businesses have increased steadily and they're both making money a great deal faster than they ever did before.

There is lots of competition between the two stores, but it is a competition that does them both good and brings extra profits to their cash drawers.

All because Smith and Jones were brought together by the reorganization of the Retail Grocers' Association and got to know and understand and appreciate one another better.

Which brings us round to the fact that the London Retail Grocers' Association is one of the livliest organizations of its kind in existence anywhere.

Smith and Jones and some hundred and fifty other grocers of the Forest City are on the membership roll.

They're not there as a mere matter of form either. Every last man of them takes a real interest in the association and its objects, and every last man of them has derived benefits from it that have had a dollars and cents value to him.

The association has been the means of immensely bettering conditions, not only by creating a feeling of good-fellowship, but by correcting abuses and promoting the adoption of sounder, saner, merchandising methods.

The Canadian Grocer congratulates the London Retail Grocers' Association on what it has done in the past and extends its best wishes for the future.

London, Ont., Feb. 10.—It was indeed a merry company that gathered round the festive board at the third annual banquet of the London Retail Grocers' Association—a company composed largely of men more or less in close competition during business hours, but who are broad enough to see that this need not interfere with organization for mutual benefit and the betterment of friendly relations. As their guests they had representatives of the manufacturing and wholesale interests, commercial travelers, retail associations of other cities and the Mayor of London.

The annual banquet is an eloquent expression of the good fellowship that exists among London grocers. This year it was more successful than ever, which is saying considerable. A splendid menu, well arranged toast list and good musical numbers all combined to make the evening an exceedingly enjoyable one. The program proved so entertaining that when the National Anthem was sung at 2 a.m. scarcely a chair had been vacated. There were nearly 125 present.

Hamilton and Brantford associations were represented by their presidents, J. A. McIntosh and W. J. Mellen, respectively. A telegram was read from D. McLean, president of the Toronto association, expressing regret at his inability to attend.

President E. J. Ryan discharged the duties of toastmaster very gracefully. Following is the list of toasts introduced, with the respondents :

"The King."

"Canada and the Empire."—Col. A. M. Smith.

"Our Mercantile Interests."—Moses Masuret, Wm. Turnbull and J. S. McDougall.

"City of London."—Mayor Beattie.

"Our Manufacturers."—Robt. Wallace, Chas. Hunt and John Stevely.

"Our Travelers."—F. E. Tobias and Jos. Boyd.

"Retail Grocers' Associations."—J. A. McIntosh, R. J. Donaghy, Harry Ranahan and W. J. Mellen.

"Our Trade Journal."—T. J. Tobin.

"The Ladies."—Clem Garvey.

"Our Guests."—C. W. McGuire and G. J. McKey.

The following vocalists contributed very acceptably to the enjoyment of the evening : Thos. Ranahan, Frank Webster, Wilfrid Blakie, M. McKeough, Ken Murray and the Centennial Male Quartette. Bert Weir was accompanist. The Tony Cortese Jr. orchestra was present as well.

Officers of the London Association are : President, E. J. Ryan ; vice-president, Norman McLeod ; Second Vice-President, Jas. Haskett ; Treasurer, Harry Ranahan ; Secretary, Cyril Hayes ; Committee, Thos. Shaw (chairman), R. J. Donaghy, Fred Travers, Frank Paull and Chas. Summers.

Following are extracts from some of the addresses, all of which were characterized by pointed reference to the various subjects, and brevity as well :

Col. A. M. Smith.—"We all know the facts and figures about this great Dominion and this great Empire, but do we realize what it all means ? I was lately in England, and while I thought that people had generally informed themselves as to the facts about Canada, I could see that they do not realize what it all means. * * * Great Britain is increasing her capital at the rate of a thousand million dollars a year. She could greatly increase her expenditure on army and navy without unduly feeling the burden, and I think she would be wise to do so at once. All that does not excuse the dominions beyond the sea from doing their part. * * * The secret of the solidity of the British Empire lies in the fact that each portion is at liberty to work out its own policy, whether good or bad, without reference to the others."

Moses Masuret.—"I feel that I was born a half century before my time, for Canada has only really been discovered. * * * There is talk of high living, but I think it is only due to an overgrowth. People do not want to stay on the farms, consequently we do not produce enough. The law of supply and demand must always regulate prices. * * *The Wholesale Grocers Guild has lowered instead of raising prices, by equalizing freight rates, etc. It shortened credits and led the retailer to do the same. Now you men have your own association and it has also been beneficial."

Wm. Turnbull.—"Seventy years ago groceries were four times as expensive as they are to-day. Then only rich men could afford store goods. Workingmen now enjoy luxuries that Queen Elizabeth could not have. Not so long ago the workingman could not have wheat bread unless there was a wedding in the family, and they seldom ate meat. * * * Nations have in the past destroyed commerce by putting to much restriction on it. You can't regulate trusts by act of parliament. We need

Three things that the London Retail Grocers' Association are going to work for are :—

1. A union picnic of the Toronto, Hamilton, Brantford and London associations to be held at London.

2. Mayor Beattie's scheme to raise by subscription among business men of the Forest City, a fund sufficient to purchase property that can be offered on easy terms to manufacturers seeking locations.

3. A Provincial Retail Grocers' Association.

a commerce commission that would follow the lines of the Railway Commission. It was always found impossible to regulate the railways by legislation. They always found a way to get round it. So will the combines and trusts. * * * People to-day are pretty well off. Not so long ago the highest salaried man in Hamilton received only $600 per year. At the same time sugar sold at 14c a pound wholesale and cotton at 30c a yard."

J. S. McDougall.—"Price-cutting is very unwise. It seems to me that any fool could sell goods that way." Mr. McDougall dwelt at some length on the matter of boosting London. He suggests as a practical method that the citizens be loyal to the retail trade, that the retailers buy altogether from London wholesalers, and that the latter patronize as largely as possible the local manufacturers.

Mayor Beattie.—"The Customs revenue at London increased 30 per cent. in the past year, and the bank clearings $5,000,000. This city stands third as a distributing point in Canada, and fifth as a commercial centre. * * * We want factories, but we are badly handicapped at the present time in not being able to offer any inducements to manufacturers in the shape of cheap sites. We have asked the Government for power to issue debentures for the purchase of property for this purpose, but our request was refused. I propose to circulate a subscription among the merchants and other business men, and hope in this way to raise sufficient funds to purchase a desirable block of land that can be sold at very favorable prices to industries that we induce to locate here. * * * I hope to have the old market building removed. We are harboring men there who pay the miserable rental of from $4 to $8 and are in direct competition in some lines with you grocers who have heavy taxes and rentals to meet."

W. J. Mellen (Brantford).—"Personally I am in favor of a union picnic of the Toronto, London, Hamilton and Brantford associations, and I would like to see it held in London first. I will do what I can to bring it about, although I am not authorized to promise anything on behalf of the Brantford association."

J. A. McIntosh (Hamilton).—"Hamilton has the oldest association in the Province, and it is doing good work. We are circulating two petitions now against the Co-operative Societies Bill. Our objection is not that a certain form of competition should be allowed to crop up, but that it is proposed to accord it special privileges. Brantford and Hamilton take 6,000 people to Niagara Falls on their annual excursion. Eight special trains are required to carry the crowd. We have money to burn. There has been talk of a union picnic with London. If that materializes I would like to see it go to Guelph. * * * We should have a provincial association. It would not aim to hold up the manufacturers. We only wish to talk matters over with them. I believe also, that it would remedy evils among the retailers themselves. For one thing we should quit cutting prices. Our percentage is small enough any time. The secret of success is good goods at honest prices. No man can ever build his trade solid by cutting. I am glad to see that The Canadian Grocer has taken this matter up."

R. J. Donaghy.—"We should stick together. In the London association we have nearly 150 members. Whatever we have tried to carry we have carried very successfully. Among other things we have discouraged new goods that do not allow the retailer a fair margin. A line that costs $1 should not be retailed at 10c. We have done a good deal to prohibit pedlars from selling in the streets. Hucksters became so bold they overbid us on the market. Two or three of them were brought into police court recently and conditions are becoming better. * * * A provincial association is needed. We should start with London, Toronto, Hamilton and Brantford. * * * At the next meeting of our association I propose to start the list the mayor spoke of for the purchase of factory sites. I will move that the association make a contribution of liberal size. The scheme is a good one and deserves the best support we can give it."

Harry Ranahan.—"What good has our association done? If it never did more than promote the good-fellowship that now exists among the grocers, it has justified its existence. * * * The various associations should be loyal to Canadian cities. When an excursion is taken to Niagara it means the expenditure of a lot of money in Buffalo. We ourselves have gone to Detroit and spent our cash like sailors. Now let us have a union picnic and hold it in a Canadian city—in London preferably."

Robt. Wallace.—"Manufacturers will build up a city as nothing else can. It used to be that we in this country were afraid of U. S. competition. Now an article can have no better recommendation than that it is made in Canada. There is nothing more effective as an advertisement for London than good branded lines going out from her factories with the 'Made in London' stamp on them. This city has now 150 factories, with 6,000 employes and a weekly pay roll of $45,000."

Chas. Hunt.—"The grocer is the doctor who feels the pulse of the public and the manufacturer fills the prescription."

John Stevely.—"We export pulpwood at $7 a cord that is worth five times that amount in the manufactured state. We should provide our own people with this labor. * * * We have in London three or four concerns that are the largest producers in their line in the British Empire. Their products are known throughout the world. 'Made in Canada' is a grand motto."

F. E. Tobias.—"I have a heart full of sympathy for the grocer. He is certainly a philanthropist. His ledger is conclusive evidence of that fact. When we travelers call on grocers we occasionally find one that is grouchy and out of sorts. However, we shouldn't judge him too hardly, for we are not in a position to know what load of trouble he may have on his mind. The things that happen to some men, both in their businesses and outside are enough to make them grouchy." Mr. Tobias mentioned a statement in a farm paper that $40,000,000 a year were spent on travellers' salaries and expenses, and that the traveler could be dispensed with, the consuming public being given the benefit of the consequent saving. Such reasoning, he said, was obviously ridiculous.

Joseph Boyd contented himself with giving a reading entitled: "Shanahan's Old Shebeen."

C. W. McGuire.—"I am glad to note the tendency in the grocery as well as all other lines of business toward the cash system."

Those in Attendance.

Those present were: W. J. Mellen (Brantford), J. S. McDougall, Chas. R. Hunt, Lt.-Col. A. M. Smith, Mayor Beattie, E. J. Ryan (president), M. Masuret, Wm. Turnbull, G. J. McKey, (Toronto), John Stevely, T. J. Tobin, (Toronto), Robt. Wallace, J. M. Dillon, Wm. Garneau, R. J. Donaghy, J. N. McIntosh, A. McPherson, Clem. Garvey, F. E. Tobias, J. H. Boyd, C. W. McGuire, T. W. McFarland, H. Kenzie McCormick, J. L. Wyckoff, J. A. Buchie, R. A. Ross, A. L. Hammond, F. L. Manning, Walter Richards, W. P. Douell, Joseph Fortner, Jas. Jupp, R. Jupp, Frank Millson, Jas. Falkner, Geo. Ross, Harry T. Bell, Orlie Falkner, G. B. Drake, Walter Lee, J. H. Langford, A. R. Boug, Harry Marshall, A. Boug, Jack Walton, Jas. McLeod, D. Gwalchmai, P. A. Sands, J. H. Wilkey, E. E. Linnell, N. M. Ripley, H. Lewis C. J. Leach, F. W. Parker, J. Taylor, R. Fonger, C. Sanborn, Geo. Laird, H. Fountaine, J. M. Duncan, Earl Insley, E. S. English, H. English, John Murray, Fred H. Traver, T. McKay, Dan Carter, Dick Kemp, W. F. Brown, A. E. Mitchell, E. F. Clegg, C. Garfield McCormick, R. G. Collins, Thos. Shaw, J. J. Haskett, T. H. Haskett, H. Harley, H. Geach, C. Finchamp, E. O. Hill, F. W. Paul, Alex. McLachlan, Stewart Gladstone Paul, James McKenzie, C. H. Tune, A. McGuffin, E. Ecclestone, W. C. Make, D. J. Patterson, T. J. Cohoon, Thos. Fitzgibbon, Wm. Kidner, H. Lance, J. J. Harding, R. H. Cullis, W. Hayes, T. W. Vincent, Alf. S. Wilson, M. A. Young, J. A. McFarlane, C. W. Summers, R. Fonger, J. Taylor, F. N. Parker, C. J. Leach, H. Lewis, Fred H. Traver, Walter Hungerford, Harry Ranahan (treasurer), Cyril Hayes (secretary), Wilfrid Blakie, Frank Webster, Thomas Ranahan, Michael McKeough.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

Minto Bros., Toronto, having experienced through their American branch at Buffalo, that coffee and tea go hand in hand and having acquired thorough experience regarding the purchasing of the green bean in the different markets in various parts of the world during the last three years, have installed a coffee roaster, cleaner, cooler and grinder of the most improved type, and especially built an odor proof room with all the latest facilities necessary. This is a separate department from their tea business. They have secured the services of W. Mills who has had a life-long experience in coffee and coffee only. They feel satisfied of their position in this new branch of their business and are going to put it out in half-pounds and pounds in tins under the name of "Melagama." They are putting money in every package the same as in the case of Melagama tea. Their bulk blends will be known as Minto coffee under numbers over two, three, etc.

The Canadian Grocer

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SMALL MINDS AMONG RETAILERS.

A "small mind" is one of the worst evils that can beset any trade. That "small minds" among the retail trade are gradually being eliminated is a fact, but nevertheless the educational campaign should by no means be terminated.

A case in point has recently come to our notice. Among the retailers in a large Canadian town there was one more successful than the rest, simply because he did business on a broader plane and always on a modern basis.

Eventually, his retail business evolved into a wholesale one and he naturally expected to get a share of the trade of his former associates. In this, however, he was doomed to disappointment. The others were jealous of his success, and, rather than purchase from him, sent to other places and paid more for their goods.

The result was that the wholesaler was forced out of business and left that town.

When retailers show such petty jealousies as this, and at their own expense, too, the trade in such a place cannot be in a very healthy condition. Broad-minded men are required—men who are willing to do what they can for the furthering of the interests of their native towns—and not "small minds," who are always prone to hate their competitors and even customers of their competitors.

It takes an organization like the London Retail Grocers' Association to dispel all these small ideas. Such an organization, as shown by their recent banquet, a report of which appears elsewhere, brings together competitors, gets them acquainted with each other so that they may see the good in one another. It provides new ideas, new methods and makes it possible for a combined campaign in the interests of trade and commerce in any town or city.

Had the labor men not organized their unions and worked together, what advantages or privileges would they have had to-day?

The retailers are standing absolutely in their own light when they allow narrow ideas and petty jealousies to rule their actions.

EARLY CLOSING SPREADING.

That grocers are more and more working towards scientific methods cannot be disputed. Early closing is one of the advanced methods that is gradually coming into its own, and in this matter The Canadian Grocer has reason to feel grateful, because it has been continuously advocating it.

By an item in another section of this issue it will be seen that the Peterboro grocers are now after early closing and have waited on the city council to have their request granted.

It is pleasing to note that about three-quarters of the members of the trade want the new system, and that among these are the majority of the best grocers in that city.

There is only one point for the trade to learn. That is, that no trade will be lost to any if all agree to close early. The trouble in the past has been that someone always kicks over the traces, thinking that he will gather in everything; but this only causes the others to do likewise and eventually conditions are back to the old state—every store open and none making enough profit to pay for light and fuel, not even taking into account the time of the grocer and his salesmen.

A little backbone is required and the trouble is blotted out.

ILLEGAL SUBSTITUTION.

The attention of the trade is directed to an article in this issue regarding substitution of goods. It is a judgment given by a judge of a Superior Court in favor of a firm which accused Montreal confectioners of supplying a beef-fluid to the general public other than the brand asked for.

This judgment is important inasmuch as there is considerable illegal substitution going on at the present time, not only in the grocery trade but in others as well.

It will therefore be in the interests of every member of the trade, whether retailer, wholesaler, broker or manufacturer, to carefuly study the judgment given by the Hon. Chas. de Lorimier at Montreal. It may be the cause of preventing an action for damages.

A LESSON FROM TRADING STAMPS

To a retail merchant in Canada it seems like a dream to hear of the merchants in many states of the union still having the trading stamp chain around their necks. This was one of the greatest obstacles the retail trade in Canada ever had to meet, and many of our retail merchants have no idea what was saved for them by the prompt action of organized effort.

The United States trade papers are full of the enormous drain on the trade made by trading stamps and still do not seem to be able to cope with them.

In South St. Louis it is claimed that the "Eagle Trading Stamp Company" has 1500 clients, of these 825 are grocers and 319 are butchers. Petitions are being circulated to get all these to sign an agreement, under a penalty of $200 for breaking it, that these stamps be discontinued. It has been shown that $90,000 has annually been taken from the pockets of the grocers and butchers in South St. Louis. This is about the amount that was supposed to have been taken from the coffers of the Toronto grocers and butchers each year during the time they were flourishing in Canada.

Suppose the retail merchants of Canada had not acted promptly and vigorously, that drawback would still be upon us, and what would it mean? Toronto merchants alone would have been fleeced to the extent of about a million dollars, and what loss it would have been to the merchants of the Dominion is beyond comprehension.

The schemes crept in, serpent-like, and the bait was taken first by the weakest men in the trade and through their mistakes, others were forced to follow and the result was a ruinous loss to the entire trade.

The Co-operative Bill, with such persistent efforts behind it, which is again before the house, is regarded fully as dangerous as the trading stamps, and yet to many merchants it appears perfectly harmless. The great danger lies in giving special privileges to promoters to organize these societies and in tying up the unsuspecting to these stores which are in direct opposition to fair and honest trade conditions.

Merchants in general seem to be able to spare little time in looking after matters that concern the general trade and therefore the absolute necessity of trade papers and association work is apparent, and these should have the warm patronage of every merchant in the country.

Practical Methods Used in Retail Grocery Stores

Calgary Merchant Selling Cabbage by Weight—How a New Brunswick Grocer Makes Use of the Traveler—Vancouver Grocers do not Want Two Phones—A Seasonable Marmalade Window—Toronto Grocer Makes Good Use of Different Colored Canned Goods Labels.

Sells Cabbage by Weight.

Calgary, Feb. 9.—There is at least one grocer here working towards the 'selling by weight' plan. He claims that in the case of cabbage a retailer hands out no justice at all to customers when he sells by the half dozen or dozen. Some are sure to get more than their share of the big heads, while others have to take what is left.

Recently he decided to eliminate selling cabbage by the head and adopted the weight plan. He finds his customers more easy to please, his salesmen are not tempted to 'play up favorites,' and everything is done, as he himself states, 'on a fair and square basis.'

Makes Use of the Traveler.

Moncton, N. B., Feb. 10.—The advantage of using the traveler for educational purposes is strongly advised by one of Moncton's merchants. Many of these drummers, he says, represent big jobbing houses, who are closely in touch with the markets and their advice is often worth while considering.

"I talk to them regularly, because they are always full of information, but, of course, I don't mean that I gossip with them. If this talk is carried on in a casual way some good pointers may be secured not only regarding markets, but in connection with successful methods adopted by merchants in other places.

"In this way the traveler is very useful to me, and I am always glad to give him a hearing whether I want to buy or not."

Grocers Favor One 'Phone.

Vancouver, Feb. 9.—The Vancouver Retail Grocers' Association has sent in an official protest to the city council against the granting of a franchise to a second telephone company in this city. A couple of weeks ago, application was made to the council by the Automatic Telephone Co. for a franchise, and it was rather favorably entertained, since the present system is reported a long way from being satisfactory. Since then, however, business men generally have raised objections, and they consider they would rather bear with the evils that exist rather than have them added to by the addition of another system, when every business man would have to have two sets of telephones installed. One grocer, who makes frequent trips to other cities, and who has seen the two systems in operation in one place, declares that they have no single advantage. The rates are not reduced, and it only means an extra expense without any increase in business.

Suggestive Marmalade Window.

Toronto, Feb. 10.—Marmalade season is on and it's the live merchants who will make the most of it. J. Blood, a Yonge St, grocer, has had a window display for some days with this end in view. Besides showing two or three different lines of manufactured marmalade, he has the raw material also and works out a unique idea in this respect. Three cedar poles about a couple of inches in thickness and about five feet in length are stood up in pyramid shape—a hunter's method in cooking meals—tied at the top with a chain hanging down snapped onto a pot filled with marmalade oranges. Beneath this is heaped up wood all ready for the match.

An orange slicing machine is also displayed, with a card attached, to the effect that it is loaned free of charge for slicing oranges for marmalade.

This is a window that any grocer—large or small—can easily use. It is up-to-date because the marmalade season is here, and it might be used by other grocers with good results.

Attractive Showing of Labels.

Toronto, Feb. 8.—Walter Giddings, who manages the branch of the W. J. Snell grocery store at the corner of Queen Street and Lee Avenue, has a fine up-to-date store. The ceiling is covered with art metal roofing of simple design, the silent salesmen and show cases are of oak, and of the modern variety. The store has two cash registers, each of which has four separate compartments used by different clerks for different departments. The most novel feature of the store at present is the artistic arrangement of the canned goods on the shelves. At the end of the store is a pyramid of cans. The outline is made of cans of corn which have a light colored label. The inner part has the dark green pea labels, the cans being arranged diamond shape. This scheme is carried out along the top of the shelving; the different colored labels on the cans offering large scope for the designing of conventional patterns.

View of High Cost of Living.

Peterboro, Feb. 10.—In all this talk about the increased cost of living, no one can blame the grocer for any increases that may have been made to the price of the goods they handle. Such is the feeling of a local grocer of this city in regard to the present question that is of all-absorbing interest in the press during the past few weeks. The grocer was trying to place the blame for the state of affairs that is being emphasized now and will be forgotten in a month or more, and he completely exonerated the members of his own craft.

"The retailer is practically a fixed quantity in this game," he said. "The producer, wholesaler and others are securing higher prices. The consumer, through the increase in the cost of labor, is receiving more money, but the grocer is almost untouched by or unaffected by the conditions. In fact, if it does affect us, or has affected us, it has been to cut down our profits, rather than to increase them."

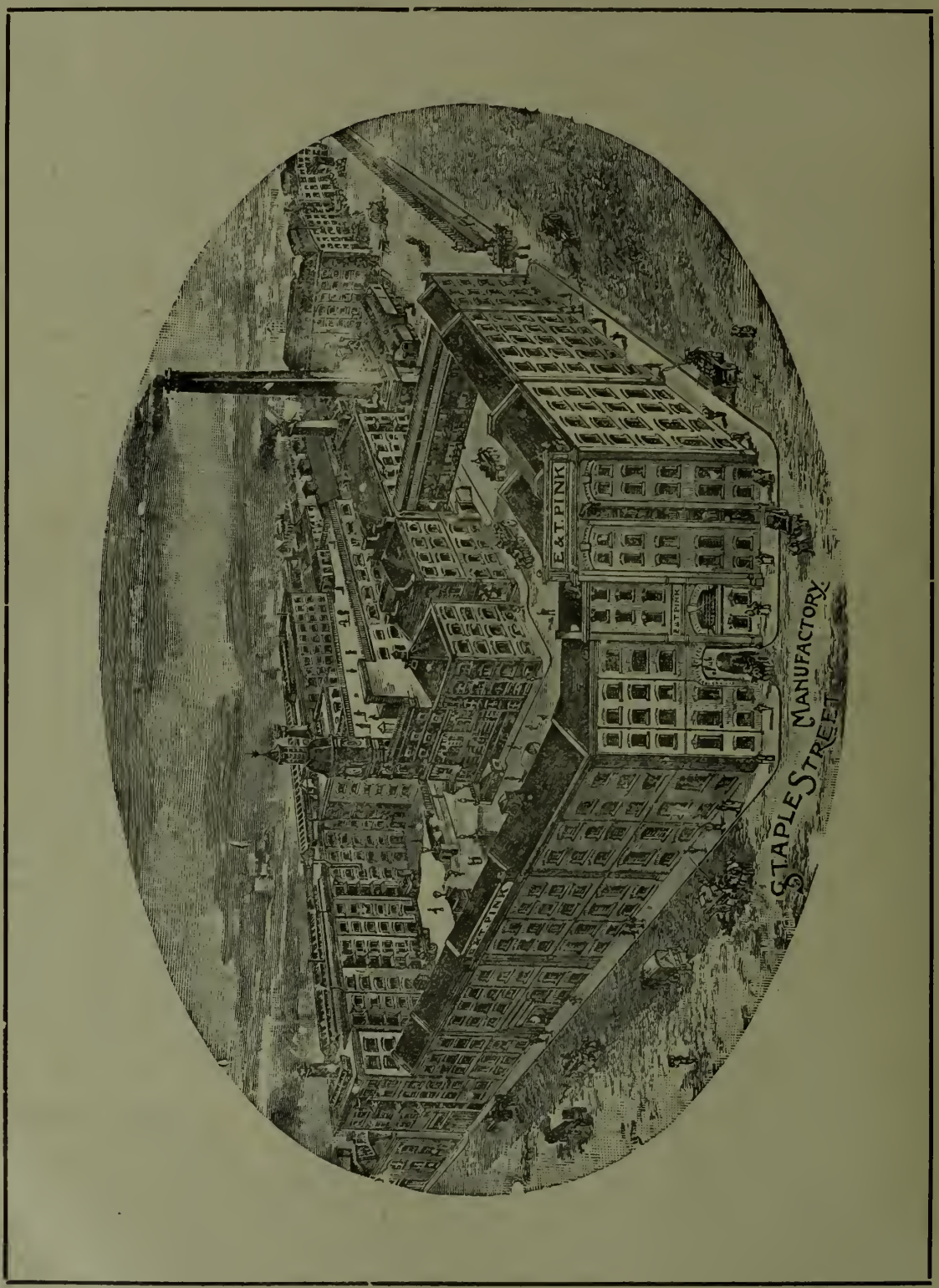
The grocer claims that there is not the same production as formerly and that, combined with the cost of labor, has almost compelled the manufacturer to raise his prices, and the burden has returned to the shoulders of the consumer.

Grocers Handling Baled Hay.

Bracebridge, Ont., Feb. 8.—"Should a grocer handle baled hay?" asked your correspondent of a large grocery store proprietor in this town. "Well, that's a serious question to answer," he replied. "Honestly speaking, I think not, it more or less damages the delivery system—a big factor in a successful store; it creates more work in the office; its the means of enlarging your credit system and it means bad friends with some of your customers who buy hay if it's not number one. On the other hand, I have handled 15 car loads since the New Year, and have made some money out of it." So that is the question. Who can answer it?

Protection Against Poor Pays.

Vancouver, Feb. 9.—The Merchants' Protective Association is approaching retailers to become members, a charge of $10 per year being made. It is proposed to give a service by means of which a dealer may ascertain at short notice the standing of any resident of the city, whether of good or bad pay and of what financial resources. A list would be furnished every month of suitable information. This is fairly well looked after in the credit list of the Retail Grocers' Association, which keeps track of those who do not pay, which is the principal thing.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The Markets—A Scarcity in Raisins Reported

Prices Are Now Firm—Beans Advance on Montreal Market—Sugar Market a Little Weaker—Firmness Displayed inthe Nut Market — Little Demand for Evaporated Apples.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—

Peanuts—½ to 1 cent higher.

Beans—15 cents higher.

Raisins—Firm.

Cinnamon—Firm.

Montreal, Feb. 10, 1910.

The coming of Lent has put somewhat of a damper on trade generally, though, of course, some lines have benefited. It's an ill wind indeed that blows no one good. However, as this condition of affairs is expected every year, dealers have time to prepare for it and make ready for the large increase which always takes place after the Lenten season closes. It is a good thing to have a time of year set apart when it is known to be dull, if only to allow a general relaxation and period of recuperation. Trade always comes back with a bound later.

In Montreal this condition of affairs is probably more pronounced than in our other large cities, owing to the greater number of strict observers of Lenten denial here. At any rate for the next few weeks trade is expected to slacken materially.

Sugar—Raws continue firm with an upward tendency. There has been considerable activity in sales of refined and refiners are well satisfied with present conditions. No changes in quotations have occurred.

Granulated, bags	4 80
" 20-lb. bags	4 90
" Imperial	4 55
" Beaver	4 55
Paris lump, boxes, 100 lbs.	5 60
" " " 50 lbs.	5 70
" " " 25 lbs.	5 90
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 50
" 100 lb. boxes	5 60
" 50 lb. "	5 70
" 25 lb. "	5 90
" 5 lb. cartons, each	0 37½
Extra ground, bbls.	5 25
" " 50-lb. boxes	5 45
" " 25-lb. boxes	5 65
Powdered, bbls.	5 05
" 50-lb. boxes	5 25
Phoenix	4 80
Bright coffee	4 75
No. 3 yellow	4 65
No. 2 "	4 55
No. 1 " bags	4 40

Bbls. granulated and yellow may be had at 5c. above bag prices.

Syrups and Molasses—New crop molasses is arriving in fair quantities. There is this about present conditions which is somewhat disappointing to importers, that buyers are only placing orders for immediate requirements. Syrups are having a fairly brisk sale.

Fancy Barbadoes molasses, puncheons	0 40	0 42
" " " barrels	0 43	0 45
" " " half-barrels	0 45	0 47
Choice Barbadoes molasses, puncheons	0 38	0 41
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45½
New Orleans	0 27	0 28
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls.		0 03½
" ¼-bbls.		0 03½
" 38½-lb. pails		1 80
" 25-lb. pails		1 30
Cases, 2-lb. tins, 2 doz. per case		2 50
" 5-lb. " 1 doz. "		2 85
" 10-lb. " ½ doz. "		2 75
" 20-lb. " ¼ doz. "		2 70

Tea—The market is firm and reviving somewhat. There is still a marked scarcity of the cheaper grades of Japans. Chinas are having a ready sale.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 27	0 30
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Coffee—There seems to be a slight weakening in the primary prices of Rio and Maracaibo. It is thought to be only temporary, however, as general conditions seem to point to a continued firmness.

Mocha	0 18½	0 25	Santos	0 14	0 17
Rio, No. 7	0 10	0 12	Maracaibo	0 15	0 18

Spices—Cinnamon is selling strongly The demand for other lines is steady, but not sensational in any way. Ginger is, if anything, slightly weaker.

	Per lb.			Per lb.	
Allspice	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20
" ground	0 15	0 19	Mace		0 75
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 22
Cream of tartar	0 23	0 32	" white	0 22	0 29

Dried Fruits—Raisins have been in good demand lately, particularly the better grades. Prices are still unchanged, but the tendency is toward a weaker market.

Currants, fine filiatras, per lb., not cleaned		0 05½
" " " cleaned		0 06½
" Patras, per lb.	0 07½	0 08
" Vostizzas, per lb.	0 08	0 09
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
Old seeded raisins		0 06
California, choice seeded, 1-lb. pkgs		0 07
" fancy seeded, 1-lb. pkgs		0 09
" loose muscatels, 3-crown, per lb	0 07½	0 08
" " 4-crown, per lb	0 08½	0 09
" sultana, per lb.	0 07½	0 10
Valencia, fine off stalk, per lb.		0 05
" select, per lb.		0 06½
" 4-crown layers, per lb.		0 06½

Nuts—Peanuts are up from ½ cent to 1 cent, depending on the quality. Sales of this line have been large, and as a result stocks have run low enough to warrant higher prices. Other lines present no new features. Prices are firm.

In shell—		
Filberts, Sicily, per lb.		0 13
" Barcelona, per lb.		0 10½
Tarragona Almonds, per lb.	0 12	0 13
Walnuts, Grenobles, per lb.	0 12½	0 14
" Marbots, per lb.		0 12½
" Cornes, per lb.		0 11½
Shelled—		
Almonds, 4-crown selected, per lb.	0 32½	0 35
" 3-crown " "	0 31½	0 33
" 2-crown " "		0 30
" (in bags), standards, per lb.	0 26	0 27
Cashews	0 15	0 17
Peanuts—		
Spanish, No. 1		0 12
Virginia, No. 1	0 13	0 15
Pecans, per lb.		0 65
Pistachios, per lb.		0 75
Walnuts—		
Bordeaux halves	0 25	0 27
Brokens	0 22	0 25

Evaporated Apples — There is no change at present. A rumor is current of a new evaporator to be started this year in Quebec, equipped with all the most modern machinery.

Evaporated apples, prime	0 09

Beans and Peas—Export demand for peas continues brisk and higher prices are looked for if it continues.

Beans are having a good local sale with firm prices. Some dealers are quoting 15c advances.

Ontario prime pea beans, bushel	2 25
Peas, boiling, bag	2 50

Rice and Tapioca—Little has been doing this week in either rice or tapioca. It is hoped the Lenten season will serve to divert more trade away from luxuries and back to these staples. Prices are unchanged.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 85
" " pockets, 25 pounds	2 95
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½ 0 04½

CANNED GOODS

MONTREAL.—Meats are improving in demand somewhat, though still not entirely satisfactory. Vegetables find a ready sale, with fruits not far behind. Prices are firm and unchanged.

Peas, standard, dozen	$1 05
Peas, early June, dozen	1 07½ 1 10
Peas, sweet wrinkled, dozen	1 10 1 12½
Peas, extra sifted, dozen	1 52½ 1 60
Peas, gallons	3 87½ 3 92½
Beans, dozen	0 85
Corn, dozen	0 80 0 82½
Tomatoes, dozen (Ontario and Quebec)	0 82½ 0 90
Strawberries, dozen	1 37½ 1 40
Raspberries, 2's, dozen	1 75
Peaches, 2's, dozen	1 65
Peaches, 3's, dozen	2 65
Pears, 2's, dozen	1 60
Pears, 3's, dozen	2 30
Plums, Greengage, dozen	1 50 1 55
Plums, Lombard dozen	0 95 1 00
Lawtonberries, 2's, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb talls, per dozen	1 87½
½-lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 02½
Other salmon—	
Humpbacks, dozen	0 95 1 00
Cohoes, dozen	1 35 1 40
Red Spring, dozen	1 60 1 65
Red Sockeye, dozen	1 85 2 00

Compressed corned beef, 1s	1 50	Minced collops, 2s	2 50
Compressed corned beef, 2s	2 70	Corned beef hash, 1s	1 60
English brawn, 2s	3 00	Corned beef hash, 2s	2 80
Boneless pigs' feet, 2s	3 00	Jellied hocks, 2s	3 50
Ready lunch veal loaf ½s	1 20	Jellied hocks, 6s	10 00
Ready lunch veal loaf 1s	2 35	Paragon ox tongue, 1½s	7 50
Roast beef, 1s	1 50	Paragon ox tongue, 2s	8 50
Roast beef, 2s	2 70	Paragon ox tongue, 2½s	9 50
Stewed ox tail, 1s	1 60	Paragon lunch tongue 1s	4 00
Stewed kidney, 1s	1 50	Tongue lunch, 1s	3 00
Stewed kidney, 2s	2 65	Sliced smoked beef, ½s	1 60
Minced collops, 1s	1 40	Sliced smoked beef, 1s	2 60

TORONTO.—The market in canned goods is very strong. Peas are scarce and more money is asked for them. Salmon also are firm. If a move is made in any line it will be upward. All goods are in good demand.

Beans	0 85	0 90	Red pitted cherries, 2's		1 75
Corn	0 80	0 85	Gallon apples	2 45	2 75
Peas	1 10	1 60	Bartlett pears—		
Pumpkins	0 80	0 85	Heavy syrups, 2's		1 65
Tomatoes, 3's	0 80	0 85	Light " 2's		1 15
Strawberries, 2's	1 40	1 50	Heavy " 3's		2 40
Raspberries, 2's	1 60	1 67½	Light " 3's		1 70
Peaches, 2's		1 65	Lombard plums, 2's	0 80	0 85
" 3's		2 65			
Lawtonberries		1 65			

Clover Leaf and Horseshoe brands salmon:

1-lb. talls, dozen		1 90	Red Spring, doz.	1 55	1 65
½-lb. flats, dozen		1 25	Red Sockeye, dz.	1 65	1 70
1-lb. flats, dozen		2 12½	Lobsters, halves, per dozen	1 85	2 20
Other salmon prices are:			Lobsters, quarters, per dozen		1 40
Humpbacks, doz	0 95	1 00			
Cohoes, per doz.	1 45	1 50			

ONTARIO MARKETS

POINTERS—

Sugar—Somewhat easier.

Raisins—Shortage reported.

Beans—Demand strengthening.

Toronto, February, 10, 1910.

Immediately after the holidays, the wholesale trade started off at an uncommonly high speed, which was too good to keep up, and in order to balance affairs, the trade is losing now what it unduly gained in January. On the whole, however, the wholesale trade is satisfactory and all look for a rattling good spring business.

It is a most healthy condition of affairs when there is not a line of goods on which a decline in value is expected. Everything is looking up.

Sugar—The sugar market is a little easier, but this means nothing more or less than a lack of the keen interest shown a few weeks ago. That the production is below last year is unquestioned and with a continual increase in the consumption, sugar will likely hold its present price with a chance of going higher. As sugar has already advanced it is not likely that it will make another move for some time.

St. Lawrence "Crystal Diamonds," barrels	5 60
" " " ½ barrels	5 70
" " " 100 lb. boxes	5 80
" " " 50 lb. boxes	5 90
" " " 25 lb. boxes	6 10
" " " cases, 20-5 boxes	6 65
" " Dominos, cases, 20-5 boxes	7 65
Paris lumps, in 100-lb. boxes	5 90
" in 50-lb. "	5 80
" in 25-lb. "	6 10
Red Seal	0 55
St. Lawrence granulated, barrels	4 95
Beaver granulated, bags only	4 65
Redpath extra granulated	4 95
Imperial granulated	4 65
Acadia granulated (bags and barrels)	4 85
Wallaceburg	4 85
St. Lawrence golden, bbls	4 55
Bright coffee	4 85
No. 3 yellow	4 70
No. 2 "	4 60
No. 1 "	4 50

Granulated and yellow, 100-lb. bags 5c. less than bbls.

Syrup and Molasses—Nothing more than the ordinary regular orders for these goods can be reported, and without any change of any kind.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz. in case	2 50	Gallons, 6 to case	4 80
5 lb. tins, 2 doz. in case	2 85	½ " 12 "	5 40
10 lb. tins, ½ doz. in case	2 75	Quarts, 24 "	5 40
20 lb. tins, ¼ doz. in case	2 70	Pints, 24 "	3 00
Barrels, per lb.	0 03¾	Molasses—	
Half barrels, lb.	0 03½	New Orleans, medium	0 31 0 33
Quarter " "	0 03¾	New Orleans, bbls	0 29 0 31
Pails, 38½ lbs. ea.	1 80	Barbadoes, extra fancy	0 45
" 25 " "	1 30	Porto Rico	0 45 0 62
		Muscovado	0 30

Tea—The tea market is firm, and as their is nothing that can disturb the prices for some time it is in vain to look for any appreciable change in the situation.

Coffee—The coffee market is quiet with nothing more than the usual demand.

Rio, roasted	0 12	0 13	Mocha, roasted	0 25	0 28
Santos, roasted	0 15	0 17	Java, roasted	0 27	0 30
Maricaibo, "	0 16	0 18	Rio green	0 08	0 09

Spices—Spices are dull and sales are light.

Peppers, black	0 15	0 18	Cloves, whole	0 25	0 35
" white	0 22	0 25	Cream of tartar	0 22	0 25
" whole, black		0 16	Allspice	0 14	0 16
Peppers, whole, white		0 23	" whole	0 14	0 16
Ginger	0 18	0 25	Mace, ground	0 75	0 80
Cinnamon	0 5	0 40	Mixed pickling spices, whole	0 15	0 16
Nutmeg	0 20	0 30	Cassia, whole	0 20	0 25
			Celery seed		0 24

Dried Fruit—The orders for dried fruit are not what they should be, and the reason for it is a matter of opinion. It is, however, expected that things will improve and that a good brisk demand will follow the dullness which now prevails. The cheapness of green apples may have some influence on the dried fruit market. Raisins, especially Valencias, are scarce and are in the hands of a few and will likely bring more money in the near future.

	Per lb.
Prunes—	
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 10
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06
Same fruit in 50-lb. boxes ¼ cent less.	
Apricots—	
Standard	0 15
Choice, 25 lb boxes	0 15
Fancy, " "	0 17
Candied and Drained Peels—	
Lemon 0 09 0 11 Citron	14 17
Orange 0 11½ 0 12½	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag figs	0 03½ 0 04
Dried peaches	0 08 0 08½
Dried apples	0 07½
Currants—	
Fine Filiatras 0 06¾ 0 07 Vostizzas	0 08½ 0 09
Patras 0 08 0 08½	
Uncleaned ¼c less.	
Raisins—	
Sultana	0 05 0 05½
" fancy	0 06 0 07
" extra fancy	0 08½ 0 09
Valencias, new	0 06 0 06½
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07½
" 12 oz. " "	0 06
Dates—	
Hallowees 0 05 0 05½ Fards choicest	0 08½
Sairs 0 05	

Evaporated Apples—The demand for these goods is light, and the prices are weak.

Evaporated apples	0 07½ 0 08

Nuts—Nuts will be affected by the new French-Canadian tariff and will be somewhat higher so far as almonds and walnuts are concerned.

Almonds, Formigetta		0 11½
" Tarragona		0 12
" shelled	0 32	0 35
Walnuts, Grenoble		0 13½
" Bordeaux		0 11
" Marbots		0 12
" shelled	0 29	0 30
Filberts	0 12	0 12½
Pecans	0 16	0 18
Brazils		0 15
Peanuts, roasted	0 08	0 12

Rice and Tapioca—There is nothing new in these lines. There is a regular demand, but nothing of an active character.

	Per lb.
Rice, stand. B	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03¾
Patna	0 05¼ 0 05¾
Japan	0 05¾ 0 06½
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04½ 0 04¾

Beans—Beans are still looking up higher. It is still the opinion that the farmers are exercising their right of holding back their stock for higher prices, but some are inclined to think that they have not much to hold back. The demand for beans, like many other things, exceeds the supply and consequently the prices will be high.

Beans, per bushel	2 00 2 10

MANITOBA MARKETS

Corrected by Wire.

POINTERS—

Advance—Beans, meats, salmon, canned pumpkin.

New Goods—Ontario honey.

Steady—Cornmeal, nuts, coffee.

Winnipeg, Feb. 10, 1910.

At present there are many changes going on in the grocery trade throughout the west. New stores are opening, old stores are enlarging, pioneer grocers are retiring, and several transfers have been transacted in the different provinces. There is more or less of this every year after stocktaking, but this season has been rather an exciting one in this regard. The changes have all resulted in an active demand for goods. Better perhaps has been the excellent manner in which receipts have come in during the past few weeks. Wholesalers are busy revising their trade list and credit accounts, at the same time doing all in their power to despatch the goods that are ordered in such large quantities and covering a wide range of goods. This condition has stimulated the market, and although manufacturers do not quite understand, they are being pressed for goods of all kinds.

There is no commodity in the wholesalers' list this week that has a weak trend. All lines are firm and advancing many important items are reported out of stock. If the manufacturing centres do not look more eagerly to the output in the west, there is no alternative but high prices and continued shortages.

SUGAR—The trade is fair only and prices hold firm at the following quotations. Although lower prices are not anticipated, yet there is no immediate advance expected. Merchants are quite well stocked.

Montreal and B.C. granulated, in bbls	5 40
" " in sacks	5 45
" yellow, in bbls	5 00
" " in sacks	4 95
Icing sugar, in bbls	5 75
" " in boxes	5 95
" " in small quantities	6 0
Powdered sugar, in bbls	5 55
" " in boxes	5 75
" " in small quantities	6 40
Lump, hard, in bbls	6 25
" " in ½-bbls	6 35
" " in 100-lb. cases	6 35

Syrup and Molasses—Syrup is the great winter commodity. From February to May the demand is the largest in the year. Prices are strong. Molasses has a good market just now.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 23
" " 5-lb. tins, per 1 "	2 68
" " 10-lb. tins, per ½ "	2 51
" " 20-lb. tins, per ¼ "	2 57
" " ½ barrel, per lb.	0 04
" " ¼ " Sugar Syrup, per lb.	0 03½

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Beehive Brand, 2-lb. tins, per 2 doz. case	2 25
" 5 " 1 "	2 75
" 10 " ½ "	2 55
" 20 " ¼ "	2 60
Barbadoes molasses in ½-bbls., per gal	0 50
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, 5-gal. tins, per tin	1 95
Challenger, 6 10-lb. tins, per case	2 15

Tapioca and Sago—The stiffness of the Tapioca market continues, and the demand is quite heavy in both commodities. Sago may be advanced soon, as reports from producers are to that effect.

Pearl tapioca, per lb	0 05
Sago, per lb	0 04½ 0 04¾

Fresh Fruits and Vegetables—These goods are reported in excellent condition from the south. Prices will likely be forced up as these quotations are low and supplies are limited.

Carrots, per lb	0 02
Potatoes, per bushel	0 50
Cal. cauliflower, per crate	3 75
Native cabbage, per lb	0 02
Native beets, per bushel	0 60
Native onions, per doz	0 40
Oranges	3 25 3 50
Lemons	5 00
Apples, Ontario, per bbl	3 75 5 00
Grape Fruit, per crate	5 00
Grapes, per keg	5 00
Bananas, per lb	0 06
Cranberries, per bbl	9 00 10 00

Nuts—The present prices are strong in all nuts. Last week's 1c advance in walnuts may be repeated at an early date.

Shelled Walnuts, in boxes, per lb	0 28
" " small lots, per lb	0 29
" Almonds, in boxes, per lb	0 35
" " small lots, per lb	0 36
Peanuts, Japan, per lb	0 11 0 15

Honey—There are no lower prices expected so long as the demand continues as it has been for several weeks. The 60 lb. tins are moving freely, and it is expected that eastern supplies will be short before next season.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb	0 12½

Rolled Oats—Cereals all move well during this season. The oat market is steady now; the rolled stuff cannot be lower, it would seem, judging from the fact that present prices are ridiculously low.

Rolled oats, 80 lb. sacks, per 80 lbs	1 80
" 40 " " 40	0 95
" 20 " " 20	0 50
" 80 " (8, 10s)	2 20

Cornmeal—The great foreign population in the west creates an enormous demand for cornmeal. Particularly during the winter months the demand is heavy. These prices are exceptionally strong and may continue so.

Cornmeal, per sack	2 05
" per ½ sack	1 05
" per bale (10, 10's)	2 30

Beans—Another advance of ten cents (10c) is reported. The trade is excellent everywhere on the continent and stronger prices are in sight.

3-lb. picker, per bushel	2 40
Hand picked, per bushel	2 50

Foreign Dried Fruits—The following quotations on all lines are held strongly. Prunes are having a large output at this season. Fard dates may be quoted 10c lower—they are firm, however, at $1.30. Peaches and apricots have an excellent market.

Smyrna Sultana raisins, uncleaned, per lb	0 08
" " " cleaned, per lb	0 09½
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 85
" " selects " 28's	1 95
" " layers " 28's	2 05
California raisins, choice seeded in ¼-lb. packages per package	0 06
" " fancy seeded, in ¼-lb. packages per package	0 06½
" choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08¼
Raisins, 3 crown muscatels, per lb	0 06½
" 4 " " "	0 07
Prunes, 90-100 per lb	0 05
" 80-90 "	0 05½
" 70-80 "	0 06
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08½
" 30-40 "	0 08½
Silver prunes, acc. to quality	0 09 0 12
Currants, uncleaned, loose pack, per lb	0 06½
" dry, cleaned, Filiatras, per lb	0 06½
" wet, cleaned, per lb	0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08½
Pears, per lb	0 09 0 15
Peaches, standard, per lb	0 08¾
" choice	0 09
Apricots, standard, per lb	0 15
" choice, per lb	0 15½
Plums, pitted, per lb	0 11 0 12½
Nectarines, per lb	0 09½
Dates, per lb., Hallows, bulk	0 06½
" Fard, 9½ lb. boxes	1 30
" packages, 30 in case	0 07
Figs, per lb	0 04½ 0 05
Peel, per lb., lemon	0 09½
" " orange	0 10
" " citron	0 13½ 0 18

Barley—Some Manitoba grown barley has been recently put on the market as pot and pearl, but the quality has proven to be inferior to the Ontario grown. No lower prices can be expected.

Pot barley, per bag, 100 lbs	2 40
Pearl barley, per bag, 100 lbs	3 50

Coffee—Rio is going up still, but supplies can be had locally at last week's prices. Quotations to-day are 10½ to 11 cents.

Evaporated Apples—The demand is excellent since the green apples are becoming limited. From now on advances are confidently expected. The present market which is at 8 and 9 cents is considered low.

Meats—The advanced prices of fresh meats have strengthened the canned stuff. Prices are going up all round, and just now they are transient. Lunch tongue is up about $1.00 since last quotation.

	Per dozen
Veal, beef and pork, 1-lb. tins	2 25
" " ½-lb. tins	1 30
Mutton, boiled, 1-lb.	2 10
" " 2-lb.	3 45
" roast, 1-lb.	2 10
" " 2-lb.	3 45
Ox tongue, 1½-lb.	7 60
" 2-lb.	8 60
Pigs feet, 1-lb. boneless	1 60
" 2-lb. "	2 75
Sausage, Cambridge, 1-lb.	2 30
" " 2-lb.	4 25
" Genova, 1-lb.	2 30
" " 2-lb	4 25
Tongue, lunch, 1-lb.	3 10
" potted, ½-lb	0 55
" " ¼-lb	1 05
Turkey, boneless, 1-lb.	2 50
Loaf beef, 1-lb. tins	2 25
" ½-lb. tins	1 30
Loaf chicken, 1-lb. tins	3 00
" ½-lb. tins	1 75
Loaf cottage, 1-lb. tins	2 25
" ½-lb. tins	1 30
Loaf ham, 1-lb. tins	2 25
" ½-lb. tins	1 30

NOVA SCOTIA MARKETS.

Corrected by Wire.

Halifax, Feb. 10, 1910.

Unseasonable weather during the past week has interfered to some extent with business in the grocery lines. As a result of these conditions the wholesale trade is rather quiet and the retailers also report a falling-off in business. This is only temporary, however, and as soon as the weather and the roads improve, business will again resume its normal state. With regard to prices, they are fairly steady at present. Some of the dealers are anticipating that the markets will be a little easier from now on, but there is nothing at present that indicates any marked change.

Large shipments of apples continue to be made from Halifax to the London market. Over thirty thousand barrels were sent from here this week, and more are to follow. Prices are improving on the other side for first-class fruit.

Now that the Lenten season is near at hand there is a good demand for fish. Lobsters are fairly plentiful and heavy shipments are being made to the United States market. The prices are high, and are likely to continue so. As the consumption of fish has increased in the United States cities since the meat boycott, fish is in better demand and the dealers in Nova Scotia are now sending large quantities of fish to these markets.

Prices rule about as follows:—

Creamery prints per lb	0 26	0 27	Beef, American plate per bbl	16 50 17 50
Creamery solids per lb	0 27	0 28	Beef, Canadian per bbl	16 50
Dairy, tubs, lb.	0 23	0 24	Hams smoked	0 16½
Fresh eggs, doz.		0 32	Pork, fresh	0 10 0 11½
Case eggs "		0 28	Codfish, quintal	5 50
Sugars—			Herring, pickled per bbl	5 00
Extra Standard, granulated		4 95	Apples, per bbl.	1 50 3 00
United Empire		4 85	Potatoes, P. E. Island, bag	1 25
Austrian, bags, granulated		4 85	Onions, Spanish per lb	0 02½
Bright yellow		4 75	Onions, American, per lb	0 02¼
No. 1 yellow		4 60	Onions, Canadian, per bag	1 60 1 75
Flour h. wheat per bbl	6 40	6 50	Molasses, fancy Barbados, bbl	0 38
Flour, Ontario blends, bbl	5 75	5 85	Molasses, fancy Barbados, pun	32 00 35 00
Cornmeal, bag.	1 70	1 75	Beans, bushel	2 25
Oats	0 54	0 55	Rolled Oats, bbl.	5 25 5 40
Pork, American per bbl		28 00		
Pork, clear bbl	30 00	31 00		

NEW BRUNSWICK MARKETS.

Corrected by Wire.

Sugar—			Molasses, fcy. Barbados, gl	0 34 0 35
Standard gran.	4 95	5 05	Butter, dairy, lb	0 25 0 28
Austrian "	4 85	4 95	Butter, creamery, lb	0 26 0 29
Yellows	4 45	4 85	Eggs, doz	0 30 0 35
Flour, Manitoba	6 55	6 65	Eggs, new laid	0 35 0 45
" Ontario	5 85	6 15	Potatoes, bbl.	1 25 1 50
Cornmeal, bags.	1 57	1 60	Canned goods—	
Rolled oats, bbls	5 35	5 40	Peas, doz	1 10 1 50
Buckwheat, west. grey, bag	2 90	3 00	Corn, doz	0 85 0 90
Val. raisins, lb	0 05¾	0 06¼	Tomatoes, dz	0 95 1 00
Cal. raisins, seeded	0 07½	0 08½	Raspberries, dozen	1 85 1 90
Currants, lb	0 07	0 07½	Strawberries, dozen	1 55 1 60
Prunes, lb	0 05½	0 09	Salmon, case-	
Rice, lb	0 03¾	0 03½	Red spring	6 50 6 75
Beans, hand picked, bus	2 25	2 30	Cohoes	6 00 6 25
Beans, yellow eye, bus	3 60	3 75	Peaches, 2's, dozen	1 70 1 80
Cheese, lb	0 13	0 13½	Peaches, 3's, dozen	2 70 2 80
Lard, compound lb	0 14	0 14½	Baked beans, dozen	1 15 1 25
Lard, pure, lb.	0 16½	C 17	Fish—	
Pork, domestic mess	28 50	29 00	Cod, dry	2 75 4 25
Pork, American clear	28 00	28 50	Herring, salt, half bbls	2 30 2 60
Pork, clear backs	28 50	31 50	Herring, smoked, box	0 11 0 12
Beef, American plate	17 00	18 00		
Beef, Canadian plate	16 75	17 00		

BRITISH COLUMBIA MARKETS.

Corrected by Wire.

Vancouver, Feb. 10, 1910.

Outside of navel oranges, which have decreased in price from $3 to $2.25 per crate, there are few changes in prices, though some of the figures are very firm. Potatoes, Ashcrofts, are held at $35, with a prospect of a rise to $40 in the near future. Locals are still quoted at $25.

Apples are jobbed at $2 to $2.50 wholesale, and from now on the price may go up still further.

There was a tendency to drop eastern selected eggs to 30c, but with a few days of cold weather this week, the holders of stocks have taken courage, as

local stock has been coming in slower. The 32c figure has therefore been maintained.

With creamery butter jobbing at 40 cents, the quality is poor. For some time it has been impossible to secure an article free from a rank taste, and as the quantity is limited, consumers have to take what the commission men favor the retailers with.

Although there has been an increase in the price of sugar in the east, the price still remains the same here. The reason is believed to be the importation of sugar from Scotland, which is brought here on the Blue Funnel liners.

Sugar, standard granulated		5 60	Butter, local creamery		0 40
Val. raisins, lb.		0 05½	Butter, Western	0 22	0 25
Cal. " "		0 07	Eggs, Eastern	0 3?	0 33
Prunes	0 05½	0 07½	Eggs, local, fresh	0 40	0 45
Currants	0 06½	0 07½	Cheese, per lb.	0 14½	0 15½
Dried apricots	0 11	0 13	Bacon, premier		0 29
Flour, Standard, bbl.		6 90	Lard, pure	0 18½	0 19
Cornmeal, p. 100 lbs.		2 60	Lard, compound		0 17½
Beans, per lb.	0 03½	0 04½	Potatoes—		
Rice, per ton	68 00	76 00	Ashcrofts, ton		35 00
Tapioca, per lb.		0 03½	Local, ton		25 00
Evaporated apples		0 08½	Canned Goods—		
Butter, Eastern dairy in tubs		0 25	Peas		1 30
Butter, Eastern dairy, choice		0 30	Tomatoes		1 27½
			Corn	1 00	1 10
			Apples		3 42½
			Strawberries		2 15
			Raspberries		1 65

ALBERTA MARKETS.

Corrected by Wire.

Sugars—			Dry salt bacon, smoked		0 16
B.C. granulated		5 74	Eggs, fresh, case 30 dozen		9 50
Raymond "		5 64	Butter—		
Peels—			Alberta creamery bricks		0 30
Lemon		0 12	Alta. creamery solids		0 29
Orange		0 13	Alta. dairy		0 26
Citron		0 20	Alta. tubs		0 25
Dried fruits—			Cheese—		
Apricots, choice		0 16	Ontario, large		0 15
" standard		0 15	" twins		0 15½
Peaches, choice		0 10	" Stiltons		0 17
" standard		0 09½	Beans—		
Pears, choice		0 12	Ontario, hand-picked, bushel		2 40
Pitted plums		0 12	California limas, per lb.		0 06½
Prunes, 40-50		0 08½	Canned fish—		
" 50-60		0 07½	B.C. salmon, sockeye, 48-1's		7 50
" 60-70		0 07	B.C. cohoes, 48-1's		6 25
" 70-80		0 06½	B.C. pinks, 48-1's	4 00	4 25
" 80-90		0 06	Sardines, domestic, 100-4		4 00
" 90-100		0 05½	Lobster, 48-1's		17 00
Evap. apples, 50's		0 11	" 96-2's		18 50
Produce—			Fin. haddie, 48-1		5 65
Sugar cured ham 10-12 average		0 18½			
Sugar cured ham picnic		0 16			
B. bacon bellies		0 21			
" back		0 20			
Dry salt bacon		0 15			

PETITION FOR EARLY CLOSING.

Majority of Peterboro Grocers Want New Method Brought About.

Peterboro, Feb. 10.—A large number of Peterboro grocers have presented a petition to the council asking that a by-law be passed fixing the hours at which the grocery shops in the city shall be closed. A deputation representing the grocers was present to explain the reasons for asking the passing of the by-law. Affixed to the petition are the names of more than three-quarters of the grocers, and it is believed that the council will acquiesce in the request that has been made. The majority of the leading grocers have joined in the petition. One of the speakers stated that those who objected were largely proprietors of small businesses. They could open at seven in the morning and close at midnight if they chose, and in most cases they remain open until 10.30 and 11 o'clock.

In a large business it is not fair to expect clerks to work all day and several hours after supper. Another point was that the new hours would educate the people to buy their supplies early and thus be cured of the carelessness that is responsible for purchases made at ten and eleven o'clock at night. It was pointed out that the passing and enforcing of the by-law will educate the general public to turn out earlier and by all the stores being closed no grocer will secure an advantage over another. The representative of The Canadian Grocer was told by one grocer that he believed the by-law would lead to the formation of a strong grocers' association, an organization which he claimed would be a great benefit to the individual.

Peterboro grocers want to close at 7 o'clock every night except Saturday night, when 10.30 will be the limit. Other provisions, as usual, are made for particular occasions.

CARELESSNESS CAUSED FIRE

That clerks and grocers should be careful with matches was demonstrated in Montreal recently when a fire was caused in a grocery store caused by a clerk dropping a lighted match into a tank of coal oil. A patron came into the store to purchase some coal oil about eight o'clock and a clerk went to an outbuilding at the rear to draw a quantity from a large tank there. It took some time for the oil to come out of the tap, so he lit a match, and leaned over the tank to see if it were nearly empty. A part of the match fell into the coal oil. An explosion followed and in a moment the clerk's clothes were a mass of flames. He had the common sense to rush out and throw himself into a snow pile thus saving himself from death, though he did not escape without severe burns. The damage will be in the neighborhood of about $1,000.

STORE HINTS FOR GROCERS.

Cleanliness Pays. Keep the show cases, floors, and goods themselves clean.

Keep your shop warm during the winter months. A good radiator will yield you returns in the form of pleasure to your customers, and increased sales.

Your share of your town's trade is yours only if you get it, and to get it you must go after it in the right way.

Please your customers and your business will grow, even if you have to ask a little more money for the best goods.

Instruct your assistants to now and then suggest to housewives that they may be in need of a new washtub, washboard, or some such thing.

To sell goods in quantity is to sell more goods, because the housewife will use things more freely if she has a good supply on hand.

Stock of estate of Chapman & Mitchell, general merchants, Bradwardine, Man., is sold to Robinson & Co.

TRADE WITH NEWFOUNDLAND.

A special report on the trade and commerce of Newfoundland, issued by the Trade and Commerce Department of the Dominion Government, and compiled by Trade Commissioner J. E. Ray, at St. John's, deserves the attention of manufacturers and exporters of grocery articles.

The Customs Tariff comprises 218 items, of which 61 are on the free list. The highest ad val. rate of duty is 75 per cent., but the items are very limited. The items of interest to the grocery trade bearing a duty of 50 per cent. are brooms and whisks. Important items liable to a duty of 40 per cent. are: Aerated waters, fancy biscuits, brushes, china, fancy wares and glassware. Items carrying a 35 per cent. duty are: Acids, anchovies and groceries in general.

Among the items on the free list are: Wheat, flour, hides, Indian corn, kerosene oil, molasses and pease meal.

An interesting feature in connection with Newfoundland's exports is the increased trade with Canada to the extent of $1,000,000 in the years 1907 and 1908, in comparison with the year 1900. This state of affairs should be gratifying to both countries, in view of the fact that the imports from Canada exhibit an increase of $1,768,148 during the same period, thus indicating the rapidly developing trade relationship between these two British colonies.

TRADE NOTES.

The French-Canadian treaty which was explained in a recent issue came into effect on Feb. 1st. The Commissioner of Customs, Ottawa, has sent out a notice to the effect that warehoused goods specified in the treaty may be ex-warehoused at the rates therein provided after Feb. 1, upon proof by declaration of the importer to the satisfaction of the collector that the goods are by reason of their origin entitled to entry under the treaty.

An Ontario charter has been granted to the Bon-Bon Co., a new concern formed for manufacturing purposes. The head office is in Toronto, the provisional directors being Lionel Davis, C. E. Stonehouse, G. E. McCann, and A. T. Struthers.

A TRAVELER'S APPRECIATION.

The Canadian Grocer,

Gentlemen.—Am sending you herewith P. O. order for $2, to pay subscription to March, 1910. Apologise for not attending to it before, and wish to say, that my only explanation is a bad memory. Am highly pleased with The Grocer which has improved very much since I first read it and think it an absolute necessity to the traveler who lives too far away from house to visit it weekly.

Wishing you continued prosperity, I am,

H. L. McNALLY.

North Bay, Ont., Jan. 10, 1910.

Early Closing Saves Light and Fuel Expenses

Experiences of Toronto Grocers Who Close at Seven O'clock —Others Admit That They Only Make About 75 Cents Profit After That Hour—Claim This to be Insufficient to Pay for Gas and Coal—Advantage of Evenings at Home.

By R. Y. McLean.

The all too common practice in Toronto of keeping grocery stores open till ten and eleven o'clock every night in the week is a feature of the trade which is deplored by most rational business men.

When a man starts work at 7 a.m. he has done all that should be asked of him, or all that he should ask of himself in the twelve hour span span between that time and seven o'clock at night. If he is a clerk he has a right to demand extra pay at double scale for all work done after that hour and if it is the proprietor, himself, who stays tied down to his work till ten or eleven o'clock, he is forfeiting, in impaired constitution, many times what he receives in increased profits.

The main obstruction in the path of the early closing movement seems to be the antagonism which exists between different members of the trade. Each man is afraid to close because his competitor may stay open and carry off some of his custom. This is a natural fear as grocers are all human and all after business. A very little thought, however, will show anyone that early closing can be instituted without any falling off in receipts.

People have to eat and they have to eat groceries. The consumption of these necessities is not going to dwindle off because it becomes necessary to purchase them before seven o'clock.

The trouble does not lie between the merchant and the puhlic, but between the grocers themselves. The money is there for them to get, and it is only a matter of the time when they are to get it. If the merchants in a section would get together and bind themselves to close every night at seven o'clock they would be money and time in pocket.

Are Money in Pocket.

A. A. Martin, 202 Lippincott St. and P. R. Morrison, of 127 Lippincott St. agreed last November to close their stores at 7.30 every evening. Although there are three or four other stores within easy walking distance of these two men yet they claim that they have not lost more than an occasional odd cent or so, not enough to pay for their gas and coal bills had they kept open.

One man in that same district who keeps open at night states that he sold practically no groceries after seven o'clock. His stand is on the corner of two streets along which there is considerable traffic and he says that his business after seven consists of sales of tobacco and cigars to transient customers. He estimated that his sales would average about $3 for an evening on which there would prohahly be 60c or 75c profit. When he was reminded of the extra gas and coal bills he incurred through his long hours, to say nothing of the strain on his constitution, he decided that there was not much profit in the late closing.

When Mr. Morrison was asked how his customers liked the change, he said that he had not had one complaint. Some of his patrons were in the habit of doing their shopping late and he went to these people, personally, a few days before he inaugurated the new order of things. He told them the position in which he was placed, explaining how the late hours tied him down to his business. He put it to them fairly and squarely asking them how they would like to be kept at their work all night instead of getting off at six o'clock.

These people met him in the right spirit and now he has no customers who do not make their purchases before the hour of closing.

Jealousy Must Not Rule.

The practicability of this scheme depends altogether on the closeness of the relations between the members of the trade in one section. There is no reason at all why the grocers cannot get together, formulate an agreement and then live up to it.

No one grocer will lose money, the whole body will he further ahead, because the expenses of running a store after dark will be cut out and at the same time the volume of trade will not decrease, for as it has been pointed out hefore, people have to eat whether they buy their provisions after seven or before. This is a "dollars and cents" matter to every grocer in Toronto, whose store is open at night, and as such it demands his attention. In these days when profits are cut so fine in the grocery trade it behooves all line grocers to save every possible cent, and early closing will save you money.

QUESTIONS AND ANSWERS.

What Retailers Desire to Know—Cost of Doing Business Puzzling.

H. A. Meredith writing from Vegreville, Alta., to The Canadian Grocer, asks: "Will you inform me through your valuable journal, whether any of the Canadian canners put up tomatoes in any smaller size than 3's. It has often occurred to me that in this western country there is room for a smaller can—say half above size — there being so much travel and camping, and so many hundreds of farmers living alone who would often use the smaller one, whereas they would not the 3's. I feel sure there would be a big sale for a 24 oz. can."

Answer—There is a smaller sized can of tomatoes put up by some of the canners, but not to any great extent. Some 2's are put up but this, as a general rule, is done only in cases where canners have a surplus of the smaller sized cans on hand and they have a supply of tomatoes to fill them.

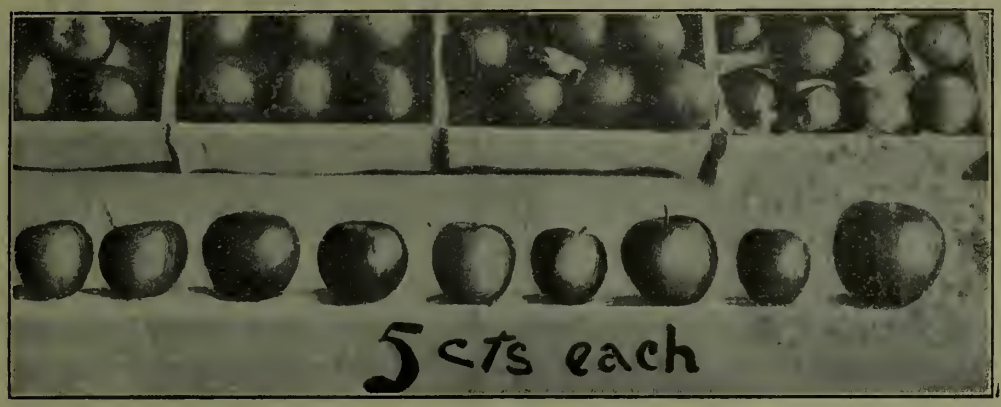
Wants Cost of Doing Business.

A Hamilton, Ont., grocer in renewing his subscription, asks: "I would be pleased if you could supply the follow-information, viz., what is the average net retail profit and the average net cost of doing a retail business in staple groceries."

In answer to the above it may be his subscription, asks: "I would be as the average net cost of doing business entirely depends on circumstances and varies in different towns and cities, and it also depends on the management. One grocer makes money under conditions where another one will lose. It may, however, he stated that the net profit over and above all expenses should be at least 8 per cent. and not less than 5 per cent. This, however, can only he ascertained hy each grocer, hy keeping account of his daily cash sales. Some find it too much trouhle to keep proper accounts, from the fact that they are trying to keep track of the cash and credit sales. To save a great deal of trouble and have just as good results in the end, the daily cash sales should include all the money that was received from goods sold and also that was taken in that day on accounts for goods that had been sold before. If this is done, it is an easy matter to know the daily cash receipts. To find out the cost of doing business, find the weekly cost of rent, light, heat, telephone, help, horse feed, delivery, etc. Suppose cash sales for a week are $400 and expenses $52, then by multiplying $52 by 100 and dividing by $400, the cost of doing buisness in percent is ascertained. This is 13 per cent. the percentage on the turnover for doing business.

To get an approximate percentage of the profit made on any goods, the following is a simple method: Take a number of your bills as you sell the goods to your customers and determine what they have cost you. If this is done, say with 3 or 4 bills for several days, you will get a fair idea of the profit you are making by finding the difference between cost and selling price. When these parts of the grocery work are properly attended to, they offer inducements for greater effort to excell from week to week, hesides providing the satisfaction of knowing what you are doing.

A Halifax grocer is charged with attempting to set his store on fire. It was found the fire was caused by two oil soaked lighted cords, which were lying on the counter and were attached to the oil tanks. Had it not been discovered the place would have been blown up.



Which Would You Choose?

IF you saw a row of apples, everyone differing in size, ripeness and color,and all for sale at the same price, wouldn't you choose the **BEST?**

Why not do the same then when you appoint **AGENTS?** You require the best and we are at your service—the **Largest and Most Progressive Wholesale Commission House in Canada.**

We reach all over the **GREAT WEST.**

Write us to Winnipeg, or at our branches at **REGINA, CALGARY** or **EDMONTON.**

Nicholson & Bain

Wholesale Commission Merchants and Brokers

WINNIPEG REGINA CALGARY EDMONTON FORT WILLIAM

Thurston & Braidich

128 William Street — **NEW YORK CITY**

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

EMPRESS BRAND JAMS

20-oz. Glass Jars—1909 Fruit

The attractive appearance sells them. Their delicious taste brings the customers back for more. TRY THEM. That's all we want. We are sure of your future orders once you have had the

EMPRESS BRAND

WRITE US FOR PRICES

Empress Manufacturing Co.

Limited

VANCOUVER, B.C.

STILL

"EASIFIRST"

SPECIAL PRICE FOR THIS WEEK

12¼ cents tierce basis

Prices will certainly advance. This is your opportunity to

ORDER NOW

GUNNS LIMITED Pork and Beef Packers WEST TORONTO

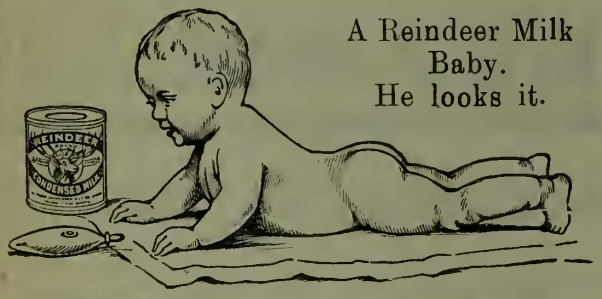
CHEESE

Demand is improving in Canada, and offerings from Great Britain have advanced since the first of the year.

We think cheese is a good purchase at present prices; it certainly is the cheapest food on the market to-day.

We have in stock colored and white, large and twins, Stilton's Canadian and English Limburger and Roquefort.

F.W. Fearman Co.
LIMITED
Hamilton



Young Canada is Being Raised on

Reindeer Condensed Milk

The richest and best

HOW IS YOUR STOCK?

The Truro Condensed Milk Co., Limited, Truro, N.S.

MILD CURED

Breakfast Bacon Skinned Backs and Hams

Finest Quality. Made from Selected Hogs. Made under Government Inspection.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Anti-Meat Agitators Discover Their Mistake

Come to Conclusion That Supply Rather Than Combines of Dealers Has Been Responsible for High Prices — Export Trade in Butter Likely—Good Outlook for Cheese.

The effort made to shake up the meat situation and place the blame of the high prices of meat on the dealers, has resulted in a fizzle. The agitation came from a source where the facts were entirely lacking. Cold storage plants and well equipped packing houses are now better understood as safeguards against extreme prices than as combines to fleece the people. The outcome of all the fuss is that the supply is not sufficient to meet the demand. This seems to be general all over, and the natural remedy is high prices to induce greater production and to lessen consumption. This is actively at work and will in due course of time find the proper level.

As the demand is well supplied with fresh made butter, it is encouraging to those who still hold large quantities of cold storage creamery butter to know that there are export prices so nearly reaching their views that business is likely to result.

The cheese market has a good outlook, and there is no danger of having too much of a surplus on hand when the new season opens up.

The egg trade is in good shape, and even with the increase in the receipts of fresh eggs, the held stock is held firmly at unchanged prices.

MONTREAL.

Provisions.—Both pure and compound lards are down ¼ cent, owing in some part to a slackening of trade during Lent. There is a general weak tone to the provision market, though two lines—heavy flank pork and Windsor bacon—show an increase due to a short supply. Clear fat backs are down 50c. Trade for all lines is dull.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16½
Cases, tins, each 10 lbs., per lb	0 16½
" " " 5 " "	0 16⅝
" " " 3 " "	0 16⅝
Pails, wood, 20 lbs. net, per lb	0 16
Palls, tin, 20 lbs. gross, per lb	0 16½
Tubs, 50 lbs. net, per lb	0 16½
Tierces, 375 lbs., per lb	0 16¼
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 11½
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12½
" 5 " " " "	0 12½
" 3 " " " "	0 12½
Palls, wood, 20 lbs. net, per lb	0 12½
Palls, tin, 20 lbs. gross, per lb	0 11½
Tubs, 50 lbs. net, per lb	0 12
Tierces, 375 lbs., per lb	0 11½
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	29 00
Bean pork	23 50
Canada short cut back pork, bbl. 45-55 pieces	28 50
Heavy clear pork, bbls. 20-35 pieces	28 50
Clear fat backs	32 50
Heavy flank pork, bbl	29 00
Plate beef, 100 lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 14½
Long clear bacon, heavy, lb	0 15
Long clear bacon, light, lb	0 15½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 15
Large sizes, 18 to 25 lbs., per lb	0 16
Medium sizes, 13 to 18 lbs., per lb	0 16½
Extra small sizes, 10 to 13 lbs., per lb	0 16½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 17½
" " " small, 9 to 12 lbs., per lb	0 18
Breakfast bacon, English, boneless, per lb	0 18
" " " " "	0 17½
Windsor bacon, skinned, backs, per lb	0 19
Spiced roll bacon, boneless, short, per lb	0 15
Hogs, live, per cwt	8 50 8 75
" dressed, per cwt	12 75

Butter.—Butter is firm and is having a brisk sale. There is comparatively little in storage here, and receipts are small. No changes in price are reported.

Fall creamery solids	0 26 0 26½
Fresh creamery solids	0 25½
Fresh creamery prints	0 25½
Dairy, tubs, lb	0 21 0 22½
Fresh dairy rolls	0 22

Cheese.—Export demand continues brisk with less than 20,000 boxes in storage here to supply it. The cheese situation is a good one for the dealers, and those who have stocks are holding. Some sales for export are reported as high as 12 cents.

Quebec, large	0 12½
Western, large	0 13
" twins	0 13
" small, 20 lbs.	0 13
Old cheese, large	0 16

Eggs.—There is a fair demand for the few eggs finding their way in now. Storage stocks are low and another jump in prices would not surprise anyone here.

New laid	0 35
Selects, dozen	0 30
No. 1, dozen	0 27
No. 2, dozen nominal)	0 25 0 26

Poultry.—Just at present the poultry market is somewhat dull, and little revival is expected until after Lent. Meanwhile prices are steady.

Chickens, per lb	0 15 0 19
Hens, per lb	0 12 0 15
Young ducks, per lb	0 20
Turkeys, per lb	0 19 0 20
Geese, per lb	0 14 0 15

Honey.—Demand continues about as last week, just fair at the same quotations.

White clover comb honey (nominal prices)	0 15 0 17
Buckwheat, extracted	0 08 0 08½
Clover, strained, bulk, 30 lb. tins	0 11 0 11½
Buckwheat comb	0 12½ 0 13

TORONTO.

Provisions—The provision market is steady, with a fair demand, but on the whole a little bit easier, although there are few changes in the prices. Hogs are about 50c cheaper, and are now bringing $11.50 per hundred dressed, and from $8 to $8.10 live weight f.o.b at country points. As usual, Lent will likely have a slight effect, but on account of the scarcity, lower prices cannot be looked for.

Long clear bacon, per lb	0 14 0 14½
Smoked breakfast bacon, per lb	0 18 0 18½
Roll bacon, per lb	0 14 0 14½
Light hams, per lb	0 15
Medium hams, per lb	0 15
Large hams, per lb	0 14 0 14½
Shoulder hams, per lb	0 13 0 13½
Backs, plain, per lb	0 18 0 18½
" pea meal	0 18½ 0 19
Heavy mess pork, per bbl	27 00 27 50
Short cut, per bbl	28 00 29 00
Lard, tierces, per lb	0 15½ 0 16
" tubs "	0 15½ 0 16
" pails "	0 15½ 0 16½
" compounds, per lb	0 12½
Live hogs, at country points	8 00 8 10
Dressed hogs	11 50

Butter—The receipts of fresh-made butter are heavy and quite ample to supply the demand. Instead of complaining about the poor quality of butter on our local markets, it is claimed that the quality is much better than last year. This is certainly good news, and the farmers who deserve the credit should know that their better work is appreciated. The grocers throughout the country who buy the butter from farmers should be pleased to convey this knowledge to the farmers as an encouragement for still greater effort.

	Per lb.
Fresh creamery print	0 28 0 29
Stored creamery solids	0 25 0 26
Farmers' separator butter	0 23 0 24
Dairy prints, choice	0 20 0 22
Tub butter	0 19 0 20
Ordinary butter	0 18 0 19

Cheese—The local cheese market seems to be a fixture. With the high prices of meat, there is still an opportunity for the grocer to lead his customers to use more cheese. With good salesmanship the consumption of cheese could easily be doubled.

Cheese, new, large	0 12½ 0 12¾
" " twins	0 12¾ 0 13

Eggs—The receipts of new-laid eggs are on the increase, but as the stock of held eggs is not considered too heavy, it is not expected that the prices of eggs will be much lower for several weeks. Quotations, therefore, remain the same.

Cold storage eggs	0 27 0 28
Select eggs	0 28 0 29
Strictly new laid	0 30 0 33

Poultry—The poultry market is still well supplied, especially with chickens, which sell for 18c to 20c a lb. Turkeys are about done and geese and ducks are practically off the market.

Spring chicken, dressed	0 18 0 20
Hens, per lb. dressed	0 11 0 12
Turkeys, per lb., large	0 18 0 19
Ducks	0 16 0 17

Honey—There is a regular steady demand for honey, but not enough activity to cause any variation in the prices.

Honey, extracted, 60 lb. cans	0 10½ 0 11
" " 10 lb pails	0 11 0 12
" " 5 lb. pails	0 12 0 12½
" comb, per dozen	2 50 2 75

MORE SUGAR SCANDAL.

The Grocer's Wife—"Ach! no, my child, ve can not to de beach go in de vinter; but ven the gustomers have went away, you may take your liddle pail and shofel and play mit de granulated sugar."—Harper's Magazine.

TRADE NOTES.

Christakos Bros., Cobalt, Ont., have opened a general store at Porcupine, the new mining town.

Elmer E. Fisher, Dundas, Ont., has purchased the grocery business of Joseph Boyle. Mr. Boyle's retirement from business is owing to the unsatisfactory state of his health.

Milo Young, Tillsonburg, Ont., has sold his business to J. H. Berdux.

F. L. Wagner, Aylmer, Ont., has sold his grocery store and will enter the boot and shoe manufacturing business.

T. J. Lowrey, St. Davids, Ont., has sold his grocery business to Lowrey, Vivian & Shoveller.

Leeson, Dickie & Grasse, wholesale grocers, Vancouver, B.C., have opened a branch in New Westminster.

On Feb. 1, the world's visible supply of coffee was 15,755,029 bags showing a decrease of 914,244 bags against the visible supply of Jan. 1, 1910, and a falling off of 388,793 bags compared with that for the same month in 1909.

The Ultimatum

as to which soap, after all, rests with the good housewife who does the washing.

Her verdict must have been that the most work is done in the shortest time with the least effort by using Fels-Naptha soap. More women use it every year.

CLAM SHELL
BUTTER DISHES

Use two oval butter dishes together like a closed clam shell. Pleases customer, clerk and delivery boy. Mail this ad. to your dealer for prices.

Graham Bros. & Co.
Kinmount ***Ontario***

JUST ARRIVED IN STORE

Shipment from John Gray & Co., Limited, Scotland, of their celebrated Jams and Marmalade. 1's, glass, black currant, strawberry and raspberry jam. 1's, stone jars, black currant, strawberry and raspberry jam. 1's, glass, marmalade. 7lb. tins Marmalade. We will gladly furnish prices.

Dominion Brokerage Co. *73 FRONT ST. E. TORONTO*

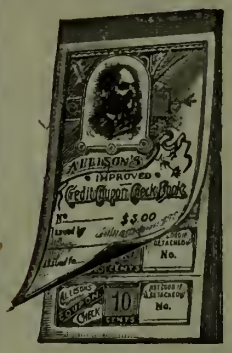
MR. GROCER,
Try the Better Way

That credit customer should not give you trouble at all. His business is as good as the cash customer's, and he will pay just as well if you use the right tactics on him. Don't jump all over him—don't be too loose with him. Just use the good, old, safe, sensible plan that has been tried and proved successful by thousands of grocers all over America.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK



A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.
Manufactured by
ALLISON COUPON CO., Indianapolis, Ind.

Tea Hints for Retailers

by John H. Blake

The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

Part I deals with :—

- Tea Gardens of the World.
- Tea from Seed to Leaf.
- Tea from Leaf to Cup.
- The Tea Marts of the Orient.

Part II :—

- How to Test Teas.
- Where to Buy Teas.
- Is it Wise to Place an Importation Order?
- Bulk versus Package Teas.
- How to Establish a Trade.
- Tea Blending.

275 Pages Price $2.00

Fully Illustrated

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Technical Book Dept.
10 Front St. East - - Toronto

THE NEW FLAVOR
MAPLEINE
Better Than Maple

The Crescent Mfg. Co., Seattle, Wash.

Nation's Celebrated
CUSTARD POWDER
THE BIG 5c. PACKAGE

Just the thing
WHEN EGGS ARE SCARCE

We stock it. Write.

W. H. ESCOTT
Broker
Winnipeg, - - Man.

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

SUCHARD'S COOOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

FOR SALE.

FOR SALE—VINEGAR, W.W., 100 barrels. Proof. 25 barrels XXX. Must be sold at once. Low price, C.O.D. Address Box 709, CANADIAN GROCER, Montreal.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

The makers of **"Gillett's Goods"** started business over 50 years ago in a modest way. To-day they operate the largest factory of its kind in the British Empire, and their goods are sold all over the world. Only good goods, upright dealing and continued improvement could have obtained such a result.

Magic Baking Powder.
Gillett's Cream Tartar.
Gillett's Perfumed Lye.
Royal Yeast Cakes.

Good Goods with a Reputation.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

☞ **Merchants should recommend food products that are produced in CLEAN factories.**

The CALL FOR Clark's Meats GROWS LOUDER

Advertising and well-known excellence create an increasing demand.

Satisfaction in using makes the demand permanent.

There are sure sales and satisfactory profits in CLARK'S High-grade Food Specialties.

Wm. Clark - Montreal

Manufacturer of high-grade
—Food Specialties—

Other pickles and relishes, but none quite so distinctive and satisfying as

STERLING BRAND PICKLES

Your customers who are furnished with these justly famous goods soon cultivate the "come back" habit.

Order from your jobber or direct.

The T. A. Lytle Co., Ltd.
Sterling Road, Toronto, Can.

WANT TO SEE NO CHANGE.

Hamilton Grocer Believes the Present Bread Act to be Satisfactory.

Editor, Canadian Grocer. — A local paper with the aid of the city solicitor claims to have found the true remedy of the bread problem. The remedy is to pass an act fixing a uniform weight for all kinds of bread. This is as old as the hills, but it has always been found wanting.

Writing from a retailer's standpoint I favor the law as it stands now. I believe the grocers as a rule are all perfectly satisfied, and I fail to see where the consumer would in any way be benefited by a change. This act has only been in force for a short time, and as it has given good satisfaction I think it is unwise to ask the Government to make a change, when it is not clear that any class would derive any benefit.

It is certainly much easier for the grocer to handle it all at the same price, than to sell at three different prices, because the consumer, if he wanted the fancy bread, would then have to pay more money in view of getting a larger loaf than he now gets. It might be that some would take the cheaper loaf, and inferior bread, rather than pay a higher price for the same size of a better quality. The privilege of buying the standard loaf is open for any one now, but it appears that the demand is almost entirely for the fancy bread of the better quality.

Suppose the law should make a standard loaf of 24 oz. or 3 lbs. for a large loaf, would it be any help to the consumer to be compelled to pay 15c for a fancy loaf instead of taking a smaller weight a t 10c. There cannot be any difference to the consumer. It should also be taken into consideration that it is impossible to make a 3lb. loaf of fancy bread as good as a 2lb. loaf, owing to the process of baking. Taking all into consideration I think it is best to leave well enough alone.

HAMILTON GROCER.

Hamilton, Feb. 10, 1910.

Substitution

Substitution kills trade. Imitations are invariably inferior. A lower price, or a promise of a wider margin of profit, is the temptation held out to persuade the trader to buy the "just as good" and push it off among his customers, but they are not pleased with the goods. The grocer suffers in reputation and the consumer is prejudiced against the particular class of goods to the loss of the manufacturer who must again attempt to convince that individual that his product is worth buying.

There is only one

BOVRIL

and to protect the honourable trader, the consumer and ourselves we have recently taken into Court a case of substitution of another article when **BOVRIL** was asked for, and

His Honor, Judge Charles De Lorimier, in the Superior Court in Montreal, granted an injunction restraining the defendants from any further substitution and condemning them to pay damages and also all costs of the action.

We have been compelled to institute action against several other firms to restrain them from the same course.

The qualities of **BOVRIL** and its uses have been widely advertised, and we have always endeavored to retain a good margin of profit for the trade. We therefore solicit your interest and aid in the distribution of our preparation.

BOVRIL LIMITED

Montreal, P.Q.

EVER SELL A HORSE OF FLOUR?

Many grocers in different parts of Canada are selling large numbers of these horses—also cows, pigs and other creatures in biscuit form. A very popular line which grocers can sell to all classes. Profit is good.

GET SAMPLES IF YOU HAVE NO STOCK

THE CANADIAN BISCUIT COMPANY, LIMITED

LA PERADE, QUE.

Why Christie biscuits make for success in the grocery business

Success does not happen.

There is nothing accidental about it. There are always good and apparent reasons for success—especially in the grocery business.

The grocer who conducts *a pure food shop* is bound to succeed, for the simple and conclusive reason that *pure foods* are the foundation of stable reputation—*a reputation that no amount of money can buy.*

Since Christie biscuits are the purest of *all pure foods,* it is reasonable to assert that the grocer who handles them is laying the proper foundation for *permanent* success.

Your best customers *know* a great deal about the *purity, quality* and *lasting goodness* of Christie biscuits.

Is it wise to risk losing even one good customer? Remember there's a Christie biscuit for every taste, and—

Christie Biscuits sell more than biscuits.

CHRISTIE, BROWN & CO., Ltd.

Good Biscuit Condition is Indispensable

No matter how good the quality of a biscuit may be, it is worthless if it reaches you in a soggy condition.

CARR'S BISCUITS enjoy a world-wide reputation for quality and always reach you as crisp and fresh as they leave our factory. Order from nearest agent.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn, Montreal and Toronto, Eastern Provinces
Hamblin & Brereton, Winnipeg, Port Arthur to Alberta
L. T. Mewburn & Co., Ltd., Province of Alberta
The Standard Brokerage Co., Ltd., Vancouver, B.C., British Columbia
T. A. McNab & Co., St. John's, Newfoundland

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER

Our VILLAGE Bisouit retails 3 lbs. for 25o.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

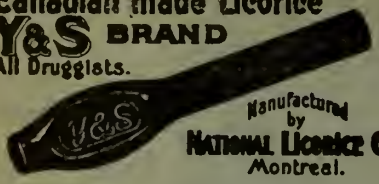
Write for prices

John Malcolm & Son,
ST. GEORGE, - ONT.

Canadian made Licorice

Y&S BRAND

All Druggists.



Grocers, Confectioners and Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

Send To-day

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES, W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
PROVINCE OF ALBERTA, Tees & Persse Calgary and Edmonton

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
Rich Mixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMBCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Manipulatinos Not Affecting the Flour Market

Flour is Still Strong With Wheat Somewhat Lower — Cereals in Good Demand at Firmly Held Prices—Trend of the Markets.

It was generally believed a week ago that the price of wheat would hold its own, and perhaps gradually, but quietly, climb a little higher. During the week, however, the market became restless and during the struggle it dropped about 3 cents a bushel on the large markets.

While the cause is always based on the reports of decrease or increase, it is, however, princapally owing to the manipulation of the dealers, and as long as this continues all that the most experienced can do is to keep guessing. The flour market, however, is steady and firm.

The cereal market although presenting no changes in prices is quite firm, and it would not be a surprise to those directly interested in the market to see an advance soon. Cereals find good sales at this season and orders have been frequent and many of them large.

MONTREAL.

Flour—The demand has increased considerably this week and prices are satisfying to the millers with no change in them.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 80
Glenora, bbl	5 30
Manitoba spring wheat patents, bbl	5 80
" strong bakers, bbl	5 30
Five Roses, bbl	5 80
Harvest Queen, bbl	5 30

Oatmeal—The export demand for oatmeal has been lively and sales are exceedingly good. Prices remain firm without change, although an increase is expected.

Fine oatmeal, bags	2 62½
Standard oatmeal, bags	2 62½
Granulated " "	2 62½
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
Rolled oats, bags	2 40
" barrels	5 05

TORONTO.

Flour—The local flour market is slowly affected by the constant fluctuations in wheat, and therefore the prices remain steady. With all the ups and downs, it is, however, noticeable that wheat is on the whole, getting a little higher. In view of this, millers are aware of the fact that their margins are growing a little smaller, and that it will be necessary to raise the price of flour in the near future.

Manitoba Wheat.

1st Patent	5 70
2nd Patent	5 30
Strong bakers	5 10

Winter Wheat.

Straight roller	5 10
Patents	5 30
Blended	5 30

Cereals—There is no change in these goods this week, but the market is firm and millers are looking for higher prices.

Rolled oats, small lots, 90 lb. sacks	2 40
" " 25 bags to carlots	2 25
Rolled wheat, small lots, 100 lb. brls	3 10
" " 25 brls. to car lots	2 80
Standard and granulated oatmeal, 98 lb. sacks	2 65

TALK OF FLOUR MILL MERGER.

The Canadian Grocer has learned on good authority that there is a move on the part of some large millers to buy up some of the smaller concerns. While these rumors are substantiated by several in the trade, those approached did not know anything definite.

Some years ago there was an agreement among millers to buy and sell on a co-operative plan, but for some reason or other, it did not work out extra well. Now the proposition is that the mills be purchased outright by one company, so that this might be brought about.

At the present time there are some mills in Western Ontario mentioned as among those likely to be purchased.

HAVE FAITH IN BREAD ACT.

Master Bakers Desire no Change—Grocers Not Complaining.

Toronto, Feb. 9.—W. K. McNaught, M.P.P., met a large representation of master bakers in the Retail Merchants' Association board rooms on Saturday to discuss with them the bread act, as it stands, and also the proposed amendments. Toronto, Hamilton, London and other places were represented, and all delegates favored the present act and desired no change. After considering every phase of the act in which others, as well as bakers took part, none suggested any improvement. They all think the act is fair to all concerned. The bakers think it an unfair hardship to make frequent changes in the weight of bread, on account of the cost of the changes in pans, etc., and therefore the present act, which they claim is the best they ever had, should not be disturbed. They also state that the public in general is well satisfied, the grocers who handle bread are not complaining, and the bakers are not making an unreasonable profit.

The inspection of bread in the bakeries was strongly upheld and considered far more effective than the old system of inspecting in stores, where only a small percentage could be seen by the inspector. and when all the bread delivered directly to the consumers escaped inspection altogether. The standard loaf of common bread is almost entirely off the market, the people demanding the fancy bread of lighter weight.

More Than Soda Crackers

There is something delightfully different in the taste of

MOONEY'S

Perfection Soda Crackers

which distinguishes them from common Soda Crackers.

The difference begins with better baking of best material in a large, up-to-date oven, built expressly to bake this biscuit.

The difference is protected and preserved for your customer by the package of the biscuit, which effectively retains the freshness, and excludes all dust and moisture.

Need we say more?

THE MOONEY BISCUIT & CANDY COMPANY

STRATFORD, ONT.

COX'S, GELATINE

When an ARTICAL has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply COX'S GELATINE

PURITY GUARANTEED

Canadian Agents: J. & G. Cox, Ltd
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "
Gorgie Mills EDINBURGH.

STERLING, ON SILVER, SIGNIFIES SOUNDWORTH, MERIT. IT IS THE MAKER'S GUARANTEE TO THE PURCHASER THAT THE PIECE BEARING THE MAGIC WORD IS THE "REAL THING."

In like manner certain well-known brands distinguish quality goods from "Nearly as Good" imitations.

The Sterling Bordeaux Chocolate is the famous

"CHOCOLATE BORDO"

(Registered)

for over 25 years the leader. It is different in that it ever possesses that uniform excellence which gave it reputation early, making it alike the favorite of consumer and dealer.

The Montreal Biscuit Company

Manufacturing Confectioners

MONTREAL

TRUMILK

A full-creamed Milk in soluble powder form.

MILKSTOCK

A separated Milk in soluble powder form.

These products are unequalled in quality by any other milk, whether in powder or condensed form. Pure, healthful, digestible, convenient. Guaranteed free from preservatives or adulteration. Dissolve easily in cold water and make perfect liquid milk.

MADE IN CANADA

Canadian Milk Products, Limited

Head Office: TORONTO. Plant: BROWNSVILLE, ONT.

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance

WRITE TO

P. POULIN & CO.

39 Bonsecours Market, - Montreal

WE SELL FEATHERS TOO

SALT

Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS, 128 Adelaide St. E., Toronto

G. J. CLIFF, Manager.

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

Mr. Merchant,

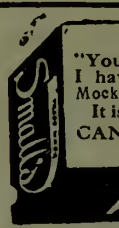
Are you handling

Royal Purple Stock and Poultry Specifics

the largest advertised goods of this nature on the market? If not, write us for price list and our plan of advertising to bring you direct results.

The W. A. Jenkins Mfg. Co.,

LONDON : : : ONT.



MAPLE SYRUP

"Your syrup is superior to anything I have seen on the market."—H Mockford, Charlmond Road. London

It is STANDARD. Get Prices.

CANADA MAPLE EXCHANGE

Montreal

TRADE MARK. Smalls

LAMENESS from a Bone Spavin, Ring Bone, Splint, Curb, Side Bone or similar trouble can be stopped with

ABSORBINE

Full directions in pamphlet with each bottle. $2.00 a bottle at dealers or delivered. Horse Book 9 D free.

ABSORBINE, JR., for mankind, $1 a bottle, removes Painful Swellings, Enlarged Glands, Goitre, Wens, Bruises, Varicose Veins, Varicocaities, Old Sores, Allays Pain. W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.

LYMANS Ltd., Montreal, Canadian Agents.

On Calling the Customer

WHEN I was young and guileless, Brother Grocer, long before I ever saw a bag of FIVE ROSES, I was wont to pass my summers with an uncle of mine, owner of a large farm on the Richelieu.

¶ Amongst others in the meadow, there was one frisky nag, called Juno, which I fancied above all her equine companions.

¶ I used to go out with a handful of oats, sauntering gently over the green with malice aforethought, warbling melodiously, *"Juno, darling, Juno."*

¶ And Juno at a safe distance would prick up her auricles and whinny in distressed, deliberating accents, till Juno's greed overcame Juno's judgment, and she was led away to "fresh fields and pastures new."

¶ But one day, Brother Grocer, I called Juno when I *had no oats*—ever after it took Juno a long, long time to come even when *both hands overflowed.*

WHICH must remind you, Brother Grocer, of many a long-cherished customer *lost through poor quality* and long-sought since.

¶ Many a housewife replies to the call of *good* flour and obeys the *re-calls,* till one day *your quality fails* and Mrs. Housewife fails to call.

¶ Good quality *now and again* wont coax success, Brother Grocer. Needs must a regular *unbroken* chain of satisfaction.

¶ Once lost, it takes *ten times the trouble to recover* gone patronage that it did to make the first sale.

¶ A single baking disappointment shakes the housewife's confidence—she is looking for trouble, she is bound to discover flaws and magnify them even from *perfect* flour.

¶ There is this, Brother Grocer, about FIVE ROSES: *every* sack and barrel is a link in *a chain of satisfaction,* each of *equal* strength and quality—*there is no weakest link.*

¶ Don't call the customer, Brother Grocer, unless *you* have the "oats"—I mean FIVE ROSES.

—E. M. E.

FIVE ROSES FLOUR

LAKE OF THE WOODS MILLING CO., Ltd.

MONTREAL TORONTO ST. JOHN LONDON OTTAWA

Canadian Trade Changes of Recent Occurrence

Many Retail Businesses Change Hands—New Grocers in the Trade—Damages by Fire and Assignments Made — New Companies Formed.

Ontario.

Alex. Davis, grocer, Toronto, has assigned.

C. B. Ellison, grocer, Hamilton, has sold out.

Elisha F. Chapman, grocer, Kingston, Ont., is dead.

Peter Langan, grocer Sarnia, Ont., has sold to Jas. Mills.

O. E. Banks, general merchant, Mono, Ont., has assigned.

Angus Campbell, grocer, Leamington, Ont., died recently.

Samuel Wetton, grocer, Hamilton, has sold to Annie Kenny.

E. A. McCarthy, grocer, Toronto, has sold to Hart Bros.

Canadian Sales Check Books, Ltd., have obtained a charter.

Oscar Banks, general merchant, Camilla, Ont., has assigned.

W. J. Boyle, grocer, Dundas, Ont., has sold to E. D. Fisher.

Jno. Mensour, general merchant, Blind River, Ont., has assigned.

M. Nolan, grocer, Kingston, Ont., is offering 40c on the dollar cash.

Alfred McLean, grocer, St. Mary's, Ont., is retiring from business.

H. C. Mohr, grocer, Berlin, Ont., is advertising his business for sale.

Hodgson & Bedggood, grocers, Blyth, Ont., have discontinued business.

Wm. A. Ferrier, general merchant, Horning's Mills, Ont., has assigned.

J. D. Elmes, grocer, Bathurst St., Toronto, has sold to N. C. McLean.

Jas. Greer, general merchant, Reaboro, Ont., advertises his business for sale.

J. D. Brown, general merchant, Dundalk, Ont., has sustained loss by fire.

Mizzen & Sargent, grocers, London, Ont., are succeeded by J. A. Henderson.

A. D. Lachance, general merchant, Sudbury, Ont., has assigned to A. Irving.

H. C. Doersan, grocer, Penetanguishene, Ont., has assigned to Wm. J. Martin.

Cumming & Knott, grocers, Collingwood, Ont., have assigned to J. H. Numbers.

Thos. Hoolihan, general merchant, Embro, Ont., is succeeded by Robt. Clark.

E. A. Rosser, general merchant, Appin, Ont., sustained loss by fire recently.

Bridget Hunniford, grocer and fancy goods, Merriton, Ont., was burned out recently.

Wm. Cowan, general merchant, Burketon Station, Ont., advertises his business for sale.

E. Guillet & Co., grocers and oil merchants, Cobourg, Ont., are offering to compromise.

Estate of Hovey Blinn, general merchant, Christina, Ont., has been sold to E. Ryckman.

Oscar Baker, pickle manufacturer, Holland Landing, Ont., has assigned to T. J. Woodcock.

A meeting of creditors of Cumming & Knott, grocers, Collingwood, Ont., is called for the 7th.

H. Endacott & Co., general merchants, Orangeville, Ont., have sold stock to A. J. Smith.

Stock of The Coxall Co., grocers and crockery merchants, Napanee, Ont., is advertised for sale by tender.

Quebec.

Mrs. E. Lemay, grocer, Montreal, has assigned.

I. Goodman & Son, grocers, Montreal, have registered.

A. P. Chapleau, grocer, Montreal, Que., assets sold.

Theo. Damphouse, grocer, Montreal, Que., assets sold.

Theophile Damphouse, grocer, Montreal, has assigned.

Mrs. S. L. Chivigny, grocer, St. Tite, Que., has assigned.

The Eastern Townships Grocery Co., Montreal, has registered.

F. L. Keduc, grocer, Hull, Que, stock sold at 54c on the dollar.

Stock of S. Chagnon, grocer, Montreal, was damaged by fire.

J. M. Vezina, general merchant, St. Narcisse, Que., has assigned.

J. E. Gobeil, general merchant of St. Methode, Que., has assigned.

Edwards & Saunders, grocers, Sherbrooke, Que., have registered.

Theophile Damphouse, grocer, Montreal, advertises his assets for sale.

Assets of Cadotte & Viau, grocers, Montreal, are advertised for sale.

J. B. Lapalme & Co., general merchants, St. Johns, Que., have registered.

E. Asselin, general merchant, of St. Felix de Valois, Que., has compromised.

Demand of assignment has been made on Eugene Benoit, grocer, St. Hyacinthe, Que.

Lockerby Bros., wholesale grocers, Montreal, are offering 50c cash on the dollar.

The assets of A. Morin, general merchant, of St. Marcel, Que., are offered for sale.

Felix Vanlincourt, grocer, Amqui, Que., assigned, V. E. Paradis, prov. guardian.

MacFarlane Bros., general merchants, Campbell's Bay, Que., are succeeded by H. Bolam.

The assets of Celestin Marceau, general merchant, Petit Mechins, Que., were sold on Feb. 3, 1910.

Maritime Provinces.

Will. A. Smith, grocer, Kentville, N.S., offers his business for sale.

J. S. Sanford & Son, produce merchants, of Halifax, N.S., offer to compromise.

E. P. Reid & Co., wholesale grocers, Moncton, N.B., are succeeded by Reed Co., Ltd.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
The best in the world are made by
McDOUGALLS
Insist upon this make
D. McDOUGALL & CO., Glasgow, Scotland.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Black Watch
The Big Black Plug Chewing Tobacco
"A Trade Bringer"
Sold by all the Wholesale Trade

A. C. McKinnon, general merchant, Coleman, N.B., is offering 40 per cent. compromise.

Western Canada.

Thos. Hurtley, grocer, Winnipeg, has retired from business.

W. J. Campbell, grocer, Portage La Prairie, Man., have assigned.

Mitchell & Jones, general merchants, Justice, Man., have dissolved.

The Wetaskiwin Candy Factory, Wetaskiwin, Alta., has dissolved.

McGillivray Bros., general merchants, Kennedy, Sask., have dissolved.

Cameron & Duffy, general merchants, Lloydminster, Alta., have dissolved.

Morris Macklin, grocer, Winnipeg, Man., has removed to Neudorf, Sask.

D. F. Beisel, general merchant, succeeds Augusta Kuno, Glendella, Man.

A. H. George, general merchant, Lavoy, Alta., has sold to Thos. J. Duffy.

E. H. Houghton, general merchant, Erskine, Alta., has sold to D. F. Lusted.

D. G. Horne, grocer and confectioner, Red Deer, Alta., has sold to F. Westgate.

Extension has been granted W. J. Stinson, general merchant, Austin, Man.

Hill Murphy & Co., general merchants, Red Deer, Alta., are dissolving.

Trowsdale & McDonald, general merchants, succeed S. Calvert, Treherne, Man.

D. Hornstein, general merchant, Sheho, Sask., has sold to F. N. Kramer.

Mitchell & Jones, general merchants, Justice, Man., are succeeded by Mitchell & Mitchell.

DUTY IS MUCH HIGHER.

Why Tobacco Prices Have Gone up Since 1865.

Since the publication a few weeks ago of prices of grocery articles in 1865 and 1910, considerable interest has been displayed in the great advance made in tobacco. In 1865 the price quoted was 26c per pound, while to-day it is 75c.

The chief reason for this advance is due to the increase in duty.

For instance the excise duty on tobacco made from foreign leaf in 1867, as shown by Inland Revenue statistics, was 10c per lb. In 1870 it was increased to 15c and in 1874 to 20c. In 1883 it was reduced to 12c, except when put up in packages of less than 1-20 of a lb., when the duty remained at 20c.

It was increased again to 20c per lb. in 1885 and to 35c, when put up in packages less than 1-20 of a lb. In 1891 it was made 25c, irrespective of size of packages.

Regarding Canadian tobacco, no duty was specially imposed until 1880, when one of 14c per lb. was exacted. In 1882 that was reduced to 8c and in 1883 still further to 2c. It was increased in 1885 to 5c.

The duty on Canada twist in 1867 was 5c per lb.; in 1870 it was 7c.; increased to 10c in 1874; reduced to 4c in 1879; reduced to 2c in 1883 and raised to 5c in 1885.

The above changes were made prior to 1901 and no changes were made until 1908 when an amendment to the Inland Revenue Act was made.

This revision was not an increase in taxation, but simply a rearrangement in the manner of collecting the duties on tobacco.

This stated that a duty of 5 cents per pound, actual weight, shall be imposed on tobacco and cigars manufactured in Canada "on all chewing and smoking tobacco, fine cut, cavendish, plug or twist, cut or granulated, of every description,—on tobacco twisted by hand or reduced into condition to be consumed or, in any manner other than the ordinary mode of drying and curing, prepared for sale or consumption, even if prepared without the use of any machine or instrument and without being pressed or sweetened,—and on all fine-cut shorts and refuse scraps, cuttings and sweepings of tobacco made from raw leaf tobacco or the product in any form, other than in this Act otherwise provided, of raw leaf tobacco.

"On common Canada twist, when made solely from tobacco grown in Canada, and on the farm or premises where grown, by the cultivator duly licensed therefor, or in a licensed tobacco manufactory, the duty is five cents per pound, actual weight."

Apart from the increased duty, the increased cost of raw material and of labor has, no doubt, had a great deal to do with the advance in tobacco.

It might be mentioned here that in the case of Macdonald's tobacco, the surplus is going back to the country for the aid of practical education and therefore in a most profitable form.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

Strawberries

Are receiving three times a week direct from Florida, also Florida Lettuce, Egg Plant, Green Peppers. Your orders will have our best attention.

Marmalade Oranges are now at their best; prices right. California Navels, Valencia Oranges, Grape Fruit, Almeria Grapes, Figs, Dates, Nuts, etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

TO serve your own and your customers' best interests keep always on hand a box or two of St. Nicholas or Home Guard Lemons. They're the most consistently high-grade lemon on the market.

J. J. McCABE
AGENT
32 Church Street, Toronto.

Apples Plentiful with Low Prices Prevailing

Frosted Oranges Had Depressing Effect on Sales—All Kinds of Vegetables on the Market—Fish Market Firm With Some Advances and More Expected.

MONTREAL.

Green Fruits.—There has been some activity and increased demand in some lines, but the market is not extra busy. Oranges are still maintaining their demand and grapes have advanced slightly. The demand for bananas is not so large as usual but Jamaicas No. 1 are holding their own at $1.50 to $2 per bunch. The truth is there is a dullness ruling at the moment which is likely to be stimulated during Lent.

Apples—			Grapes, Almeria,		
Baldwins, bbl.		4 00	per keg		5 50
Greenings, bbl.		4 00	Kumquats, qt.		0 25
Russets		4 50	Lemons—		
Kings, No. 1		5 00	Verdillis, box		3 25
Spies, per bbl.		5 00	Maoris, box		3 25
Fameuse, bbl.	4 00	4 50	Limes, per box		1 50
Mackintosh reds.		5 00	Messina bitters.	2 50	3 00
" No. 2.		4 50	Oranges—		
Tallman Sweets		2 50	Late Valencias		5 20
Wealthys, 1, bbl.		4 50	Floridas		4 50
" 2, bbl.		4 00	California navels	3 00	3 50
Bananas crated,			Porto Ricos		2 50
bunch	1 50	2 00	Mexicans		2 40
Cranberries, bbl.	7 50	9 50	Jamaica, crate		4 50
Cocoanuts, bags.		4 25	Pineapples—		
Grape fruit—			Floridas, box		4 00
Florida		4 50	Strawberries—		
Jamaica	3 50	4 00	Florida, qt.		0 70
			Tangerines, strap		5 75

Vegetables.—Bitter cold weather in the earlier part of the week had some tendency to restrict the shipments of vegetables and dull the market. However, things have livened up a little towards the end of the week and prospects are brighter for a more active demand. Prices are unchanged, but there is a decided weakness.

Beets, bag	0 50	0 60	Spanish, cases		
Brussels sprouts,			150 lbs.		2 75
per qt.		0 23	Spanish, ½ cases		1 65
Carrots, bag	0 50	0 60	50 lbs.	0 90	1 00
Cabbage, bbl	1 00	1 25	Potatoes—		
Celery—			Montreal, bag	0 65	0 75
Canadian, doz	0 75	0 90	Sweet, per bbl.	2 50	3 50
California, crate.		5 50	" basket.		2 00
Cauliflowers, doz.	1 50	4 50	Parsley, dozen	0 40	0 90
Cucumbers—			Parsnips, bag	0 90	1 00
Boston, doz.	1 00	2 00	Rhubarb, doz.		1 25
Garlic, per lb.		0 17½	Spinach, bbl.		4 00
Green Peppers,			Tomatoes—		
basket.		0 75	Floridas, crate		5 50
Lettuce—			Cubans, crate		4 00
Curly, box		1 60	Hot-house, lb.		0 35
Boston	1 50	2 00	Turnips, bag	0 40	0 75
Onions—			" Quebec,		
Red, per bag		1 00	per ton	7 50	9 00

Fish.—With the advent of Lent fish prices all around have advanced. The market is naturally active and business is good in all departments. The local dealers all over have announced an increased consumption all through the Province of Quebec, due probably to the extra fast days which are factors in almost doubling the consumption at this period. There has been a noticeable increase in the demand for oysters since they have become more appreciated in this province as a food substitute for meats or fowl. There is no waste in them and their food value has become a feature in the market. Everywhere the demand has increased and no doubt will continue too for some weeks to come while Lent is in vogue. The prophecy made by this paper that prices would increase has been fulfilled.

FRESH

Market cod, lb.	0 05	Haddock, lb.	0 06
Steak cod, per lb.	0 05½		

FROZEN

Dore, winter caught, per lb.	0 08	Pike, round	0 06
Flounders	0 06	Steak cod, per lb.	0 05
Haddock	0 04½	Salmon, B.C., red, per lb.	0 08½
Halibut, per lb.	0 08½	Salmon, Gaspe	0 18
Herring, per 100.	1 75	Salmon, Qualla, lb.	0 07½
Herring, large.	2 25	Smelts, 10 lb. boxes	0 11
Lake trout	0 08½	Tom cods, per bbl.	2 25
Mackerel	0 09	Whitefish, large, lb.	0 09
Market cod	0 04	Whitefish, small, lb.	0 06½
Pike, headless and dressed	0 07		

SALTED AND PICKLED

Green cod, No. 1 medium, per brl.	7 00	No. 1 mackerel, brls.	19 00
Green cod, small, brl.	5 50	Salmon, B.C., ½ bbls.	8 00
Green cod, large, brl.	7 50	" " bbls., red	15 50
Labrador herring, bbl	5 25	" " pink	14 00
" ½ bbl	3 00	" Labrador, bbl	18 00
Labrador sea trout, bbls	12 00	" " ½ bbls	9 50
Labrador sea trout, half bbls.	6 50	" " trcs., 300 lb.	25 00
No. 1 mackerel, pail	2 25	Salt eels, per lb.	0 10½
" " ½ bbls.	10 00	Salt sardines, 20 lb. pl	1 00
		Sardines, Quebec, bbl	5 50

SMOKED

Bloaters, large, per box	1 10
Haddies, 15 lb. bxs., per lb.	0 07½
Herring, new smoked, per box	0 13
Herring, boneless, per lb.	0 10
Kippered herring, per box	1 20
Kippered herring, imported	1 10
Smoked salmon, sugar cured, per lb.	0 25

SHELL FISH

Lobsters, live, per lb.	0 16
Lobsters, cooked	0 18
Oysters, choice, bulk, Imp. gal.	1 40
" "Sealshipt," standards, Imp. gal.	1 75
" " selcot	2 00
" shell, per bbl	7 00 10 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 5, 9 & 10c. per lb.	
Dry cod in bundles, per bundle	6 00
Skinless cod, 100 lb. case	5 50
Shredded cod, per box	1 80

TORONTO.

Green Fruits.—Apples still continue plentiful and the dealers would like to see more buyers. Some of them are getting out of their time, are losing flavor, and sell as low as $1.25 a barrel. On account of the poor quality of oranges which were put on the market, consumption fell off, and now since the better qualities are offered it takes some time to revive. While there are still some frosted fruit, the bulk are free from it and in a short time the trouble will all disappear. Messina bitter oranges have arrived and are ready for marmalade at $2.50 a case.

Apples	1 50	4 00	Oranges—		
Bananas	1 75	2 00	California navels	2 00	3 00
Cranberries, bbl	8 00	8 50	Floridas	2 50	2 75
Grapes, Almeria			Mexican	2 00	2 25
per keg	6 00	6 50	Marmalade		5 00
Grape Fruit	3 75	4 00	Messina bitter, box		2 50
Lemons—			Pears, Canadian		
Messina	2 25	2 75	basket	0 75	1 00
			Pineapples, case	3 75	4 00

Vegetables.—Almost everything in the shape of vegetables are decorating the market. Green onions, lettuce, radishes, cauliflower, cucumbers, rhubarb, beets, carrots, etc., give the market a summer-like appearance. A car of southern tomatoes has arrived which is said to be the earliest car that has ever reached Toronto during any winter season.

Beets, bag		0 70	Spanish	2 50	2 75
Beets, new, doz.		1 00	Green, per doz.	0 50	0 60
Cabbage, Canadian, dozen	0 35	0 40	Spanish, ½ cases		1 50
Cabbage, Can., per barrel		1 35	Parsnips, bag	0 85	0 90
Carrots, bag	0 65	0 75	Potatoes—		
Carrots, new, dz		1 25	Canadian, bag	0 60	0 65
Celery, Canadian, dozen	0 30	0 35	Bermuda, new, per barrel		8 50
Celery, Cal., per case	5 00	5 50	Sweet, hamper	1 25	1 50
Cucumbers, doz.		1 75	" barrel		3 50
Lettuce, hamper		2 50	Radishes, doz.	0 35	0 40
Lettuce, per doz		0 30	Rhubarb, doz.		1 25
Onions—			Spinach, hamper		1 10
Canadian, bag	1 00	1 25	Tomatoes, hot house, lb.		0 25
Valencias, new, crate	2 75	3 00	Tomatoes, case of 6 baskets		4 00
			Turnips, bag		0 40

Fish.—With rather a short supply of fish on hand and with the advent of Lent it is altogether likely that fish will be a little higher, although the prices as yet have not made any advance. Owing to the high prices of meat, the fish men had more than their usual share of the trade, and in consequence wear a broad smile.

LAKE FISH (FROZEN)

Goldeyes	0 05½	Pickerel yellow	0 09
Herring, Lake Erie	0 06	Pike	0 06
" Lake Superior	0 05½	Perch	0 12
" Lake Ontario	0 04	Trout	0 10
Pickerel, blue	0 05½	Whitefish	0 10

OCEAN FISH (FROZEN)

Steak Cod	0 07	Salmon, pink, per lb	0 09
Halibut	0 10	" red	0 10
Haddock	0 06½	" sea dressed	0 13
Herring, per 100	3 00	Smelts, No. 1	0 11
Mackerel, each	0 20	" extra	0 15
		Shrimps, per gal	1 15

SMOKED, BONELESS AND PICKLED FISH.

Acadia, per crate	2 40	Herrings, Labrador, half barrels	2 90
" tablets, box	1 60	Herrings, Digby, bndle	0 60
Bloaters, per basket	1 00	Herrings, Imported Loch Fyne, per kit	1 10
Codfish, shredded, box	1 80	Kippers, per box	1 25
" Bluenose, "	1 40	Quail on toast, per lb	0 05½
Cod steak, per lb	0 07	Trout, pickeled, 100 lb. barrels	6 00
Cod, Imperial, per lb	0 05		
Ciscoes, per basket	1 25		
Haddie, Finnan	0 08		

SHELL FISH.

Oysters, standards, per gal	1 65	Oysters, selects, per gal	1 85
		Oysters, extra selects	2 00

GRAPEFRUIT A GOO DTONIC.

Grapefruit, like the orange and lemon, is possessed of marked medicinal qualities. It is of great value as a corrective of the stomach and digestive organs, and also as a tonic stimulant. A prominent physician gives his opinion of grapefruit as follows: "The sharp stimulus of the grapefruit is the best thing to set the digestion in order for the day." This fact is practically recognized by people who appreciate the better things in life, and it will pay the grocer to mention from this time on "grapefruit" when he takes an order for breakfast needs.

TRADE NOTES.

T. Gray & Son, general merchants, Malvern, Ont., have sold to Jno. Lennox.

Alfred Rayner, Barrie, Ont., has purchased the grocery business of S. H. Reynolds.

H. Newmarch, Vancouver, B.C., who for a number of years was with the commission and wholesale house of Knowler & Macaulay, has with Mr. Cooper, also formerly of the same firm, established a wholesale house of their own under the name of Newmarch & Cooper, in Vancouver.

Eventually

you will be in the fish business. **Why not start now? Lent,** the best fish season of the year.

Frozen Sea Herrings

Large size—two cars for this week. Also **British Columbia Qualla Salmon**—Headless and dressed, case lots, 7½c. lb. **Smelts, Haddies, Oysters, Halibut, Whitefish,** etc. Everything in the fish line that a first-class fish house handles.

WHITE & CO., Limited

Wholesale Suppliers to the Trade in Fruit, Produce and Fish

Toronto and Hamilton

Fresh Arrivals

THIS WEEK

TWO CARS **FANCY NAVELS** ALL SIZES

ONE CAR

Fancy Bananas, Lemons
Cranberries, Almeria Grapes, etc.

Phone or mail your orders

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO

We all desire to give our customers fruit of good quality. In Oranges FLORIDAS are the best, and you can increase your trade by handling more Floridas. Every one a prize—no blanks. You will have no complaints such as this: "The last dozen oranges you sent me cut dry; send me a dozen if you have good ones." Fill this order with Floridas—the heavy, juicy, fine-flavored Oranges. Your wholesaler will gladly supply you, as he knows you will order more. Urge your customers to buy Florida Oranges.—Oranges that will please them.

FLORIDA CITRUS EXCHANGE
Tampa, Florida

FLORIDA CITRUS EXCHANGE

W. B. STRINGER
Dist. Manager, Toronto

FISH and OYSTERS

Everything in

FOOD

FISHES

Suggestions for Lent
Study the Fish Trade

Don't wait until the last fish is sold to order more.

It makes people suspicious of the remaining few.

Keep a variety.

People get tired of the same old thing.

Don't you ?

There is money in Fish and Oysters.

Are you getting your share ?

Two "fast" days each week during Lent.

Three "fast" days in week commencing February 14th.

Place your orders where you know

Everything is Right

That's with us.

The F. T. JAMES CO., Limited

Church and Colborne Sts. TORONTO

To The Fruit Trade

One way of increasing your fruit trade and your profits is to keep your stock cleaned up. A dozen oranges left to dry out and spoil in the bottom of a box reduces the profits on a whole case. Fruit that doesn't move in a reasonable time is bound to deteriorate in value and will not do your fruit trade any good. Again, if you can double your sales you double your profits, and your stock is always fresh and clean. Its very appearance is an added incentive to your customers to buy.

Every orange and lemon packed in the "Sunkist" wrappers passes the most rigid inspection ever given fruit. Every piece must be well colored, juicy and full flavored. As we ship entire train loads of fruit from California, we have the advantage over all traffic lines, thus bringing to you the best fruit of California in prime condition. "Sunkist" brand is fruit you can recommend, fruit your trade will appreciate, and you can build up a fresh fruit business that will make you more clear money than any other line of goods you handle. "Sunkist" on the wrappers of oranges and lemons means quality insurance.

We are taking special care with our Canadian shipments and believe every jobber can supply you with "Sunkist" oranges and lemons. If you have any trouble in having your order filled, we will be glad to hear from you.

CALIFORNIA FRUIT GROWERS' EXCHANGE

Distributing Points: TORONTO WINNIPEG MONTREAL CALGARY

GOLDEN KEY and GOLDEN CROWN Brands

Your profit and reputation alike demand that your Canned Fish Goods shall be above suspicion! Be wise and protect your interests by handling

Loggie's Lobsters

Only the very choicest and freshest fish are canned in our up-to-date sanitary factory, and the processes we employ retain, to a marked extent, the delicate natural flavor of the fish. *Send for prices.*

Sole Packers

W. S. LOGGIE CO., Ltd.

CHATHAM N.B.

Your best customers will buy "Concord" Norwegian Sardines

because of their distinctive and delicate flavor, and because there is an absolute guarantee of purity of contents given with each tin.

Each tin is provided with a spare lid for use after the tin has been opened.

"CONCORD" SARDINES will more than please your better-class customers, and will prove a remunerative line to handle.

CCC
Norwegian Canned Goods

LIST OF AGENTS:
R. S. McIndoe, Toronto; A. H. Brittain & Co. Montreal; W. A. Simonds, St. John, N.B., Watson & Truesdale, Winnipeg; Radigar & Janion, Vancouver and Victoria, B.C.

Recipes for Fish Dishes Bring Increased Orders

Experience of a Grocer in This Connection — Methods of an Ottawa Dealer for Extending Fish Sales in Lent—Uses Window Cards to Advantage.

Lent has begun and with it has come the usual increased demand for fish. The question to the retailer who handles fish is how to get the best returns—or in other words how to sell more fish.

Generally during Lent, the grocer sees that the herring barrel is kept outside the door and kept well filled, but outside of that he allows the fish business to take care of itself. Many forget to take the advantage of Lent, the tastes of the customers and the fair profits in fish. They allow the exclusive fish dealer to take all the trade or they miss many sales which if the right precautions were taken would mean considerable gain.

Speaking of the Lenten trade an Ottawa grocer remarked the other day that he always took good care to have a good assortment at the beginning of the season.

"I get in a stock of herring, mackerel, salmon, codfish, always a few bottles of anchovies in oil for my best customers, and several other kinds and then I'm in a position to lay my selling plans.

"As I always use a liberal space in a daily newspaper, I am in a position to advertise fish during Lent in my regular ad. and I keep at it. I talk fish all the time.

"I heartily agree with The Grocer's idea to use display cards in the window. A neat card, attractively written with a nice catch-line such as 'Fish is good food,' 'Two pounds of this Codfish goes as far as two pounds of Steak' or 'Dainty Dishes can be made from Fish—drop in and get some Recipes.' Such cards, I find, are splendid and aid materially in my sales, not only in fish but in everything I display."

This Ottawa grocer also pays considerable attention to his window during Lent and has a fish display twice a week. These he tries to make as original and effective as possible. Besides the window cards he uses price tickets.

The latter he claims, "sell the goods before the customer comes into the store and saves my clerks and myself considerable time."

When customers come into the store in Lent, he always makes it a point to mention fish to them in some way or other. In this way he gets many orders that would never be secured by anybody if he had not suggested the matter of fish.

Gives Away Recipes.

A Montreal grocer has printed several hundred circulars containing some ten or a dozen recipes for preparing various dishes. With every new order he sends out a circular which bears his name. He finds that the women of the households read this carefully and he gets new orders on the strength of the recipes. These include cream codfish, creamed salmon, etc., which make dainty dishes for the supper table.

It is generally the merchant with the new and practical methods who gets the bulk of the trade and every grocer handling fish should make it a point to 'dig up' the new methods.

A RECORD-BREAKING JANUARY.

East Toronto Grocer Ahead by $190—Dependence Upon Railways—Early Closing in Effect.

East Toronto, Feb. 8.—It is now just five months since the G. T. R. trainmen were moved from the York terminals, and East Toronto is still alive despite the many prophesies to the contrary.

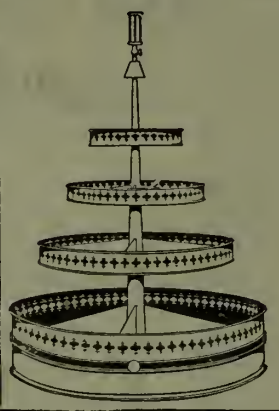
For a few months, to be exact, till the middle of November, things seemed to be going down hill fast, and especially the grocery trade suffered. However in November the Canadian Northern Railway construction camp located near the town and since then things have been booming. One grocer, in fact, told your correspondent that his receipts last month beat any other January by $190. This may be only a temporary boom but the probabilities are that it will last. There is some talk of the G. T. R. bringing their passenger engines out to York on account of lack of accommodation in the city and there is also a rumor that the C. N. R. will establish their round house and repair shops at East Toronto. Either one or both of these rumors proving correct, would mean great prosperity to the town.

When the grocers of East Toronto read about the difficulties encountered by the city grocers in getting their stores closed at seven o'clock sharp, they can afford to pat themselves on the back, for be it known to all city grocers that every store of consequence in East Toronto closes sharp at seven o'clock.

WHY THEY FAILED IN B. C.

I. H. Stephens, of Rossland, B.C., in giving a lecture at Nelson, B.C., on co-operative stores, declared the cause of non-success in British Columbia to be mismanagement, not in the business of the store, but in starting with insufficient capital and in an unsuitable locality. The Miners' Union there is going ahead with the movement to establish a co-operative store, $4,000 having been subscribed.

The Charles Ciceri Co., Toronto, have been granted a Dominion charter to import, export, and deal in fruits vegetables, fish, groceries, produce, wines, liquors and cigars.



PROFITS IN GREEN TRUCK

Are assured by the use of this

Vegetable Display Stand and Mist Machine

It saves waste and increases sales.
Let us tell you about it.

GALESBURG CORNICE WORKS
93 Cox Street, Galesburg, Illinois

TRY LEARD'S LOBSTERS and CANNED CHICKEN
Write for Prices
W. A. LEARD
Summerside, - P.E.I.

Lemon Bros.
Owen Sound, Ont., and Sault Ste. Marie
Wholesale FRUIT, FISH and PRODUCE
Commission Merchants, and
Dealers in HIDES, WOOL and RAW FURS

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

FISH FOR LENT

PLACE YOUR ORDERS NOW

FRESH	FROZEN	SMOKED	PREPARED
Cod	Halibut	Haddies	Boneless Cod
Haddock	Salmon	Fillets	Skinless Cod
Pike	Smelts	Smelts	Boneless Fish
Pickerel	Whitefish	Kippers	Green Cod
Mackerel	Herrings	Red Herrings	Dry Cod

PICKLED: Labrador Herring, Labrador Salmon, B.C. Salmon, Sea Trout, Mackerel

Frozen Sea Herrings **Bulk and Sealshipt Oysters**

Our Lenten Price List will interest you. Send for it.

LARGEST FISH AND OYSTER WAREHOUSE IN CANADA

BRANCHES:
Montreal
St. John
Grand River
Gaspe

LEONARD BROS.

20 to 26 Youville Square (Near Customs House) Montreal

P. O. Box 639
4 Long Distance Telephones

Nova Scotia Haddies are good
New Brunswick Haddies are good
Portland Haddies are good

We know because we handle them all, but the best Haddies known are the

Wachusett Haddies

packed by Freeman & Cobb of Boston, Mass. Why ? Because only fat, plump and perfectly fresh fish are selected before going to the smoke house ; because they are smoked by a professional; because they are so cleanly and carefully put up; because they possess a flavor which always pleases.

We are sole agents for Canada. For prices, ask for our booklet, last edition.

D. HATTON CO.

Montreal

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.

SEALSHIPTCASE
SEALSHIPT OYSTERS
Direct from the Oyster bed free from water ice or Preservative
A PURE FOOD natural flavor and freshness guaranteed
THE SEALSHIPT OYSTER SYSTEM INC.
SOUTH NORWALK, CONN

The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

The Sealshipt Oyster System, Inc.
SOUTH NORWALK, Connecticut.

Why the Salmon Industry is on the Decline in B.C.

Statistics Show That the Catch is Decreasing There to the Advantage of United States Fishermen — International Agreement Not Lived up to—How the Salmon May be Conserved.

By B. B. Bennett.

Is the salmon packing industry on the Pacific Coast declining? This question used to be a matter of argument, but now figures of a yearly decreasing pack are mutely pointed to as evidence that cannot be gainsaid. Those interested in the business have been credited with making the statement that the pack was yearly increasing with the ulterior motive of maintaining or increasing prices, but everyone is now convinced that the fish are coming in in less numbers. This being obvious, the government is taking all the precautions it can to conserve this principal and important industry, by the establishment of hatcheries and by regulations prohibiting the catching of salmon within certain weekly periods, as well as by preserving three weeks of a close season in the middle of the salmon run. But to what effect? Only to give to the fishermen on the United States side of the boundary line all the benefit which follows from large expenditures of money.

Old timers, that is those who were here twenty years ago, when the commercial age had its beginning in the western part of Canada, will tell of the great runs of salmon that took place in those days. It was these big runs that gave circulation to the stories of fish so thick in the rivers that one could walk across on their backs, and in small streams, where the salmon jammed, this was almost literally true. The same men, comparing such runs with those of the present day, remark on how small they have become.

When quoting figures on the salmon pack, the returns for the quadrennial pack are generally used, as it is in the big years, which occur once in every four, that the difference is principally noted. A story on the salmon is opportune, since 1909 was a "big year," and it was also the smallest of any of them, following the 1908 pack, the smallest pack ever recorded in British Columbia. In 1905, to go back to the last quadrennial run, the total pack in British Columbia was 1,167,460 cases, while in 1901 it amounted to 1,236,156. In 1909, it fell below the million-mark, being only 967,920 cases. In 1901, the pack on the Fraser river alone was 990,252 cases, more than in all British Columbia in 1909. In 1905, it dropped to 877,136 cases, yet, since hatcheries had been established and every care of conservation taken, the canners naturally concluded that 1909 would be good, and for that reason preparations were made on the Fraser river for a pack of a million cases. This was about the number put up in 1901, and only 123,000 cases more than in 1905. What was the actual pack? It was about half of what was anticipated, namely, 567,203 cases, or more than 300,000 less than in 1905. Of these, 542,000 cases were sockeyes, the best of the food salmon.

Fish Caught in Other Waters.

While the salmon fishing is declining, it is well to point out that it is only as far as Canada is concerned, which is in itself sufficient ground for the statement. On the other hand, at the time that the Fraser river canners expected such a large run, the fish came all right, but they were caught by Americans in United States waters, through which the salmon pass on their way to the Fraser river. The result was that the pack on Puget Sound was the largest in the history of the industry there, being 1,005,000 cases. This, too, in face of the fact that there are no hatcheries on Puget Sound, because there are no sockeye rivers—that is rivers into which these fish run. They do not frequent every outflowing stream, but have their particular favorites, these being the Fraser and the Skeena and Rivers Inlet.

It was internationally agreed that a weekly close season should be observed, both in Pudget Sound and Fraser river waters to allow salmon to get to the natural spawning beds in the Fraser river watershed. This agreement was reached after the Americans had offered to assist in establishing and maintaining hatcheries in Canada, since they had none in their own territory. The offer was declined by the Canadian Government, and properly so. The close season was to be 36 hours on the other side of the boundary and 42 hours on the Canadian, so regulated as to allow the fish a clear course from the Fuca straits up the river. If this regulation was observed, it is very likely that the salmon run could be maintained, but, as it is, all the money is being expended for the benefit of the packers who operate on Puget Sound. It is not libel to say that the regulations were openly and flagrantly violated, unless the truth is libel. No close season whatever was observed, and this, too, by men who operate traps, by means of which salmon are caught wholesale. When the time came for the close season, the apron of the trap, which closed the point of ingress, was let down only to the top of the water, and to a casual observer it would seem that the trap was closed. Hearing of this, government inspectors went from Vancouver on purpose to inspect and found the apron in this position. As corroborative evidence, the trap was seen full of fish, and the fact that thousands of fish were caught, as openly announced in the newspapers, was further proof that no close season was observed.

Armed Men on the Watch.

At that time, some salmon stealing was reported. This was only a minor affair, but it happened just about the time that the inspection by our own government officials was made, the result of this inspection being made public. To prevent any further inspection, which took place twice, armed men were stationed at the traps with instructions to shoot to kill, any one who attemped to get near them. This was ostensibly intended to prevent salmon-snatching, but in reality its object was to keep away men representing a people who were vitally interested, since the fish were hatched in Canadian waters and were bound there.

If regulations were mutually observed, it is probable, in fact an almost certainty, that the salmon may be so propagated and conserved that the pack will increase, instead of steadily frizzling away. This has been figured out by the authorities, who have given the matter a close study. But until mutual action is taken, Canada will spend the money and Puget Sound canners will benefit.

AN OLD LINDSAY STORE.

The above cut represents the place of business in which one of Lindsay's oldest grocers, C. L. Baker, did a flourishing trade in "ye olden days." It was erected when the town of Lindsay was in its infancy. At that time Mr. Baker did a big business in various grocery lines, also conducting a big flour and feed barn.

About 36 years ago he vacated the old frame building and moved into his up-to-date and large store on the main street, corner of Kent and Cambridge Streets. This store is to-day occupied by Adams Bros. Mr. Baker also built the large flour and feed store in the rear, which latterly was turned into a pork-packing business by Geo. Matthews, of the Geo. Matthews Co.

Mr. Baker retired from active business several years ago, but he is still a much respected citizen of this town. W. E. Baker, who conducts a grocery business in town at the present time, is a son of the above gentleman.

CUSTOM CATCHERS

Particularly in the case of Canned Goods, quality is the determining feature where the trade will go. If you stock

you will be influencing a better class trade to your store.

Our herring are the finest obtainable—coming from Passamaquoddy Bay, where they are captured in weirs or traps—the packing is done by the very latest process in a modern sanitary factory.

BRUNSWICK BRAND

is synonymous for quality.

You are waiting a satisfaction-giving line like this! Be sure and have the name right when you are ordering **Sea Foods.**

CONNORS BROS., Limited, Black's Harbor, N.Y.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

"ENTERPRISE"

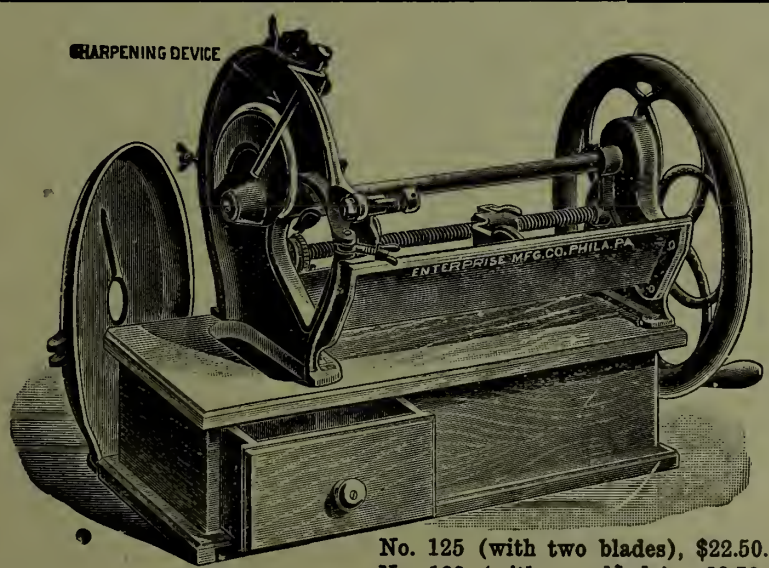
Grocers testify that when they install the

"ENTERPRISE"
Rotary Smoked Beef Shaver

sales of smoked beef showed a marked increase.

Of course they did.

The easier you make selling and buying—the better for business.



No. 125 (with two blades), $22.50.
No. 129 (with one blade), 22.50.

Observe the Sharpening Device, the drawer for storing sliced beef; note that the feed is readily regulated to cut from the thinness of tissue paper to 1-8 inch for the No. 125 and from 1-40 to 1-4 inch for the No. 129.

"Enterprise" Smoked Beef Shaver No. 23, Japanned, at $8.00; cuts evenly with a pendulum stroke.

Write for our latest catalogue of "Enterprise" goods for grocers.

The Enterprise Mfg Co., of Pa.
Philadelphia, U.S.A.

New York, 21 Murray Street — San Francisco Ave, 544 Van Nesse

BUILDS BUSINESS

Classified Advertising

AGENCIES WANTED.

AGENT, with good connections, open to represent wholesale firm or manufacturer in city of Quebec. Higbest references. "L," 75 Peter St., Quebec. (9p)

A WHOLESALE FIRM in Vancouver, B.C., with an established connection is open to handle one or two first-class agencies in the grocery and confectionery line. Highest referencea. Box 349, Vancouver, B C. (9p)

WANTED—To secure connection with a first-class cheese and also creamery butter factory situated in western Ontario. Apply to 309 N. Vickers St., Fort William, Ont.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisber Limited, 513, 83 Craig St. W., Montreal and Room 314, Stair Building, Toronto.

AGENT WANTED.

AGENTS WANTED IN CANADA by Manchester Manufacturer of Bottled Jams. An attractive line that should sell well. Address—Duerr & Sons, Old Trafford, Manchester. (tf)

BUSINESS OPPORTUNITY.

YOUNG MAN, 21 years, with four years' business experience, wants experienced partner to go into the jobbing business Would inveat in and look after office end of business. Box 332, CANADIAN GROCER, Toronto. (8p)

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated inatantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

FOR SALE — Automatic Computing Scale. S. H. Fagan, Windsor, Ont. (13p)

FOR SALE—One Huber Account Regiater made by R. B. Belden & Co. Was never in use. For quick sale, $25 cash f.o.b. here. D. D. Donovan, Brockville. (6p)

FOR SALE—An excellent opportunity for anyone looking for a snap in a first-class general store property in an Eastern Ontario village. Store large and convenient to wharf and station. Haa new furnace and lighting plant. Present tenant doing excellent businesa. Terms can be arranged for half purchase price. Apply to "Gilt Edge," CANADIAN GROCER, Toronto. (6)

SITUATIONS VACANT.

GREAT OPPORTUNITY FOR SALESMAN visiting the drug or grocery trads in and west of Winnipeg. Firm established on eastern market aeveral years wants salesman who can invest $300. All profits from his territory will be turned over to him until bis investment is paid back. Commission and half the profits thereafter. Profits very large. L.C.M. Co., 506 Union Trust Building, Detroit, Mich.

WANTED—Salesman for Montreal with established trade in grocers' and druggists' specialties and confectionery. Replies confidential. State salary exoected. Addreas "Confectionery," CANADIAN GROCER, Toronto.

WANTED—Salesman for Western Ontario with good connection for confectionery, grocers' and druggists' specialties. Reply with full particulars and salary expected. Address "Importers," CANADIAN GROCER, Toronto.

SITUATIONS WANTED.

COMPETENT MALE GROCERY STENOGRAPHER (employed) wants position offering better opportunity for advancement. A worker. "Steno," care H. Hodgson, 11 Hartney Chambers, Vancouver, B.C. (9p)

MISCELLANEOUS.

A BOON TO EVERY GROCER—A perfectly reliable fountain pen is to be found in tbe Bsaumei "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smcothness. Gold nibs of thicknesses to suit every atyle of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Company, Canadian Agents. Toronto.

ANY man who has ever lost mnney in ths mails has had occasion to learn by painful experisnce that the only proper way to remit money is by Dnminion Expreas Money Ordera and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples nf what you are uaing, ws'll aend you prices that will interest you. Our Holder, with patent carbon attacbment has no equal on the market. Supplies for Binders and Monthly Account Syatema. Businssa Systema Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor apace. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling spacs, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bsnk Building, Toronto. (tf)

DOES YOUR FIRE INSURANCE POLICY protect you? There are points in connection with fire insurance policies that need expert bandling to secure proper protection. We are Fire Insurance Experts. We can safeguard your interesta, and procure the lowest rates. Mitchell & Ryerson, Confederation Life Bldg., Toronto.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on thia continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perlor" Autographic Register. Three copies issued at one writing. 1at, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated fnr filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Toronto. (tf)

FIREPROOF WINDOWS AND DOORS made strictly to the fire underwriters' requirements reduce your insurance rates and protect your building. We are experts in this line and guarantee you really fireproof goods and the maximum insurance allowance. Let us give you our figure. A. B. Ormsby, Limited, Sheet Meta Workers. Factories—Toronto, Winnipeg.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

GET the 1910 Canadian Almanac. Informstion on Customs Tariff; Bank Stocks; Foreign Exchange; Post Officea; Insurance; Assurance; Patents; Weights; Measures; Newspapers; Magazines; Succession Duties. Paper cover 50 cents; Cloth 75 cents. At all dealers or postpaid on receipt of price. Copp, Clark Co., Ltd., Dept. C., 68 Front St. West, Toronto.

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Savea you 25% tn 75% of your printing bill. Multigraph your Office Forms; Letter-hsads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

INSURE HEALTH by installing Pullman syatem of natural ventilation. Simple, inexpenaive. All foul air in room expelled tbrough special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co., Saturday Night Building, Toronto; Board of Trade Building, Montreal. (tf)

JUST NOW we are holding a apecial ssle of second-hand typewriters. All makes are repreaented—Underwood, Remingtons, Olivers, Empirea, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wesrable condition. Tbe Monarch Typewriter Company, Limitsd, 98 King St. W., Toronto, Ont. (tf)

MODERN FIREPROOF CONSTRUCTION. Our syatem of reinforced concrete work—aa aucceaafully used in any of Canada's largeat buildinga—gives better results at lower cost. "A strong atatement" you will say. Write ua and let us provs our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beatb Syatem of Overhead Carriers. Saves valuable floor apace because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Writs ua for illustrated catalog. W. D. Beatb & Son, 193 Terauley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free aamples of our new two-color Counter Check Books—white and yellow leaves. We make Check Booka endfold and sidefold, aingis and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Bindsr is ths only binder that will hold just aa many aheets aa you actually require and no more. Ths back is flexibls, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Writs for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Conerete Building. Our special facilities enable ua to produce at minimum cost Cnncrete Reinforcements, Fenestra Steel Sssb, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

USE tbe best csrbon paper. Our "Klear-Kopy" carbon gives clear unsmudged copies of your lettera and other documenta. It bas been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear lettera and will not clog the type. Sold by all dealers. Write us for aamples. Peerlesa Carbon and Ribbon Co., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle ths best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and referencea, to the Canadisn Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcasea insiat on baving the beat on the market, "Macey Sectional Bookcasea." Carried in stock by all up-to-date furniture dealers. Illuatrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodatock, Ont. (tf)

YOU need tbe beat posaible protection from fire! If your valuables ars in one of our aafes, you can rest at ease; no fire is too hot for our safes and vaults to withatand. We manufacture vaults and aafes to meet every possible requirement. Write for catalogue "S" The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advsntage through the use of up-to-date fixturea. We are specialists in the planning of atores and offices. Our catalogue contains illuatrationa of many new features and severs! handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Torontn. (tf)

YOU DON'T buy a National Cssb Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cssh Register Co., 285 Yonge Street, Toronto.

725,000 LIVE MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

$75 buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit: Acme Duplicating Machine, one tubular atand fitted with type cases, compartments plainly lettered and arranged like univsraal keyboard of the atandard make of typewriters, one drawer for accessories and forms, 20 lb. font nf typewriter type, one chase, one Acme ribbon any color witb typewriter ribbon to match, one pair tweezers, two quoins, one key, one oil can and one set of regleta. Sold witb a guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account regiater. Representatives wanted everywhere. Write for our propoaition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 85
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	5 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER

Royal—Dime	Sizes.	Per Doz.
"	¼ lb.	$ 0 95
"	5 oz.	1 40
"	½ lb.	1 95
"	12 oz.	2 55
"	1 lb.	3 85
"	3 lb.	4 90
"	5 lb.	13 60

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams	Per doz		Per doz
Strawberry	1 90	Peach	1 80
Raspberry	1 90	Pear	1 70
Black currant	1 80	Jellies	
Red currant	1 80	Red currant	2 40
Raspberry & red currant	1 80	Black currant	2 40
Raspberry and gooseberry	1 80	Crabapple	1 70
Damson plum, stoneless	1 70	Plum	1 70
Greengage plum, stoneless	1 70	Grape	1 70
Gooseberry	1 80	Marmalade	
		Scotch	1 40
		Orange Jelly	1 75
		Green Fig	2 25
		Lemon	1 80
		Pineapple	2 25
		Ginger	2 25

Pure Preserves—Bulk.

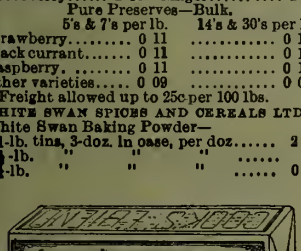
	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

Cartoons—	Per doz	No. 12, 4-oz., 6 dz	0 70
No. 1, 1-lb., 4 doz	2 40	No. 12, 4-oz., 3 dz.	0 75
No. 1, 1-lb., 2 doz	2 50	In Tin Boxes—	
No. 2, 5-oz., 6 doz	0 80	No. 13, 1-lb., 2 dz.	3 00
No. 2, 5-oz., 3 doz	0 85	No. 14, 8-oz., 3 dz	1 75
No. 3, 2½-oz., 4 dz	0 45	No. 15, 4-oz., 4 dz.	1 10
No. 10, 12-oz., 4 dz	2 10	No. 16, 2½-lbs.	7 25
No. 10, 12-oz., 2 dz	2 20	No. 17, 5-lbs.	14 00

Cereals

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case $3.00.

The King's Food, 2-doz. in case, per case $4.80.

White Swan Barley Crisps, per doz. $1.

White Swan Self-rising Buckwheat Flour, per doz. $1.

White Swan Self-rising Pancake Flour, per doz. $1.

White Swan Wheat Kernels, per doz.. $1 40
White Swan Flaked Rice, per doz..... 1 00
White Swan Flaked Peas, per doz..... 1 00

Blue

Keen's Oxford, per lb	0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED

Cocoa—	
Perfection, 1-lb. tins, per doz	$1 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Soluble, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22

Special quotations or Cocoa in bbls. kegs, etc.

	Per lb.
Unsweetened Chocolate—	
Plain Rook, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

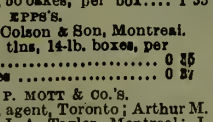
EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.



Elite, 10c size (for cooking) doz 0 90

Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 35
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 32
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 32
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases.	Per lb
1-lb. packages	0 26
½-lb. packages	0 27
¼-lb. packages	0 28
1 and ½ lb. packages, assorted	0 26½
½ and ¼ lb. packages, assorted	0 27½
¼ lb. packages, assorted, in 5 lb. boxes.	0 28
½ lb. packages, assorted, in 5 lb. boxes.	0 29
¼ lb. packages, assorted, 5,10,15 lb. cas.	0 30

Bulk—

In 15 lb. tins, 15 lb pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White moss, fine strip	0 12	0 21	0 17
Best Shredded	0 18	....	0 1
Special Shred	0 17	....	0 16
Ribbon	0 19	.. .	0 15
Macaroon	0 17	....	0 17
Desiccated	0 16	....	0
White Moss in 5 and 10 lb. square tins, 21o.			

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

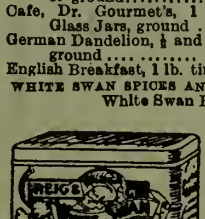
Club House	$0 32	Ambrosia	0 25
Nectar	0 30	Plantasia	0 22
Empress	0 28	Fancy Bourbon	0 20
Duchess	0 26	Bourbon	0 18
Crushed Java and Moona, whole			0 17
" " " ground			0 17½
Golden Rio			0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

Whlte Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

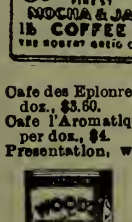
Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 26c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers), $10 per doz



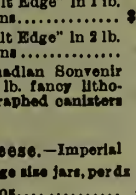
THOMAS WOOD & CO.

"Gilt Edge" In 1 lb. tins	$0 35
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, per dz $ 25

Medium size jars, per doz	4 50
Small size jars, per doz	2 40
Individual size jars, per doz	1 00



Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 80
" " 100 cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95 dozen
Medium, cases 2 dozen	1 80 "
Large, cases 1 dozen	2 75 "
Tumblers, cases 2 dozen	1 35 "
25-lb. pails	0 15 lb.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or asserted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ¼ cent.

Extract of Beef

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz., case of 2 doz	$3 20
"	2 " " 1 "	3 00
"	4 " " 1 "	4 50
"	20 " " ½ "	4 75
"	20 " " 1 "	9 00

Infants' Food

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.	1	00
2 "	"	1	75
2½ "	"	2	00
4 "	"	3	00
5 "	"	3	75
8 "	"	5	50
16 "	"	10	00
32 "	"	18	00

Discounts on application.

Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. $2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
5 and 7 lb. tin pails, 8 and 9 pails in crate, per lb	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails, per lb	0 06¾

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
7 wood pails, 5 pails in crate, per lb	0 07

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds, doz. $1.20. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. $1.40. Tomato Ketchup—Bottles (10c. size only) doz. $1.40. Tabasco-Ketchup—Bottles (10c size only) doz. $1.40. Chili Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (new) doz. $1.40; No. 80 jars, doz. $1.40.

W. CLARK'S SPECIALTIES

S.S. Beef (Inglass Brand), 3 sizes—½s, $1.5; ¼s, $2.25; 1s, $3.35 dozen. Ox Tongue (Paragon), 4 sizes—½s, $7.50; 2s, $8.50; 2½s, $9.50; 3s, $12 doz. Stewed Ox Tail—1s, $1.60 dozen. Stewed Kidney—1s, $1.50; 2s, $2.65 dozen. Minced Collops—1s, $1.40; 2s, $2.50 dozen.

OCEAN MILLS

Montreal

Chinese starch, 48 1-lb., per case $4.00; Ocean Baking Powder, 48 3-oz., $1.40; 48 4-oz., $1.80; 60 8-oz., $4.50; 36 1-lb. pkg., $4; 10 1-lb. tins, $5; loose 25 lbs., $1.75; Ocean blanc mange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00 36 8-ounce, $7.20

Ocean corn starch, 48 1-lb. $3.60.

ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

WALKER PATENTED —BINS— (M)

If Interested in Modern Grocery Equipment write for Our Illustrated Catalogue.

The Walker Bin & Store Fixture Co., Ltd.
Berlin, - - Ontario

ELGIN NATIONAL COFFEE MILLS

are made in no less than

40 DIFFERENT STYLES

This favorite mill, in addition to its being the easiest running and fastest grinding on the market, is an ornament to any Grocery, owing to its attractive symmetry and finish.

The ELGIN has steel grinders, can be adjusted while running, and sells at a

LOW COST

Ask any of the following Jobbers for our Catalogue:
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

Tea Lead,

Best Incorrodible

"Pride of the Island"

Manufactured by BRAND

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. A.B.C. Codes used 4th and 5th Editions.

LIMEHOUSE, LONDON, E., ENG.

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants,

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

LAMBE & MacDOUGAL, London
H. & A. B. LAMBE, Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax

GREEK CURRANT CO.
95 Broad Street - NEW YORK
THE LARGEST CURRANT HOUSE IN GREECE

Best White Spruce
STEEL WIRE HOOP

Butter Tubs and Boxes

F.O.B. Factories at Manufacturers' Prices

CAR LOTS or SMALLS

Walter Woods & Co.
Hamilton and Winnipeg

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY

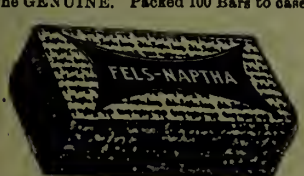
Assorted flavors—gross 10.75.

Assorted Case,	Contains 4 doz. $3.60
Assorted Case,	Contains 2 doz. $1.80
Lemon (Straight)	Contains 2 doz. $1.80
Orange (Straight)	Contains 2 doz. $1.80
Raspberry (Straight)	Contains 2 doz. $1.80
Strawberry (Straight)	Contains 2 doz. $1.80
Chocolate (Straight)	Contains 2 doz. $1.80
Cherry (Straight)	Contains 2 doz. $1.80
Peach (Straight)	Contains 2 doz. $1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95

List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 13
½-bbls.	0 13½
Tubs, 60 lbs.	0 13½
20-lb. Pails.	2 70
20-lb. tins	2 60
Cases 3-lb.	0 14
" 5-lb.	0 13½
" 10-lb.	0 13½

F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12½
Tubs	0 12½
20-lb. pails	0 12½
20-lb. tins	0 12½
10-lb. "	0 13
5-lb. "	0 13½
3-lb. "	0 13½
1-lb. cartons	13½

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

Licorice lozenges, 1-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz $1 00
16-oz. glass jars, 2 doz in case	" 1 40
In 5 and 7-lb. tins and 7-lb. pails,	per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case,	per dozen 2 00

SHIBRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz.	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz.	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00

ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream, family size, per case	$3.50
Baby size, per case	2.00
Ditto, hotel	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz. $ 1 40
" ½-lb tins	" 2 50
" 1-lb. tins	" 5 00
Durham 4-lb. jar	per jar 0 75
" 1-lb. jar	" 0 25
F.D. ½-lb. tins	per doz. 0 85
" ¼-lb. tins	" 1 45

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen	0 45 dozen
Medium, cases 2 dozen	0 90 "
Large, cases 1 dozen	1 35 "

Olive Oil

LAPORTE, MARTIN & OIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda

OOW BRAND

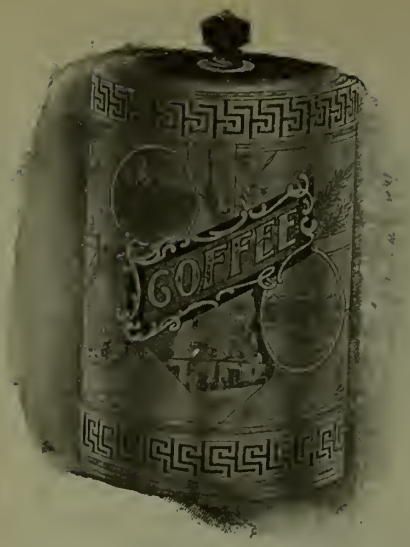
Case of 1-lb. containing 60 packages, per box, $3.00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. / 60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs	
1 case	2 85
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. **Montreal**

Soap and Washing Powders

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	$10 20
Maypole soap, black, per gross	15 30
Oriole soap, per gross	10 20
Gloriola soap, per gross	12 00
Straw hat polish, per gross	18 20

3 doz. to box..... $3 60

6 doz. to box..... $7 20

30 days.

1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lot

Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

	Per lb
Laundry Starches—	
No. 1 white or blue, 4-lb. carton	$0 07
No. 1 white or blue, 2-lb. carton	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada white gloss, 1-lb. pkgs	0 06½
Benson's enamel, per box	1 50 to 3 00
Culinary Starch—	
Benson & Co's. Prepared Corn	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue	0

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 48 lb.	07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 40 lb.	0 07½
6-lb. toy trunks, 2 in case	0 08
6-lb. toy drums, with drumsticks in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 35 lb.	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

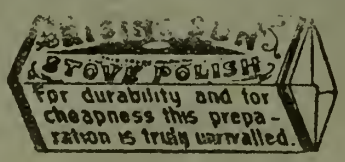
Royal Purple Stock and Poultry Specifics

THE W. A. JENKINS MFG. CO.
London, Ont.

One case, 30 fifty cent packages (assorted)	$10 00
Six pails (retail $1.50)	6 00

Stove Polish

	Per gross
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½ gross boxes	10 00
Sun Paste, 5c. size, ½ gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

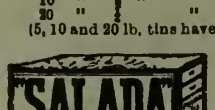
EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03¾ per lb.
Half-barrels, 350 lbs.	0 03¾ "
¼-barrels, 175 lbs.	0 03¾ "
Pails 25 lbs.	1 30 each
" 38½ lbs.	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 50
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire bandles.)

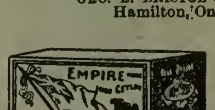
Teas



THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.

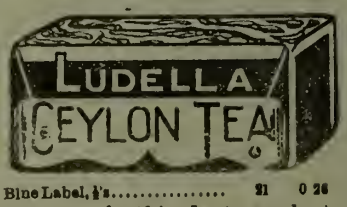


EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c.	1s, 20c.; ½s, 21c.
30c.	1s and ½s, 23c.
40c.	1s and ½s, 28c.
50c.	1s and ½s, 35c.
75c.	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



	Wholesale	Retail
Blue Label, ½'s	21	0 26
Orange Label 1's and ½'s	0 23	0 40
Blue Label, ½'s	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 [illegible]
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

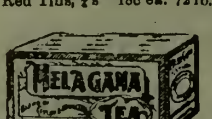
LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1.00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.

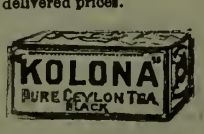


MELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ¼s	0 38	0 56
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
Black Label, ½-lb., retail at 25c	0 21
Blue Label, retail at 0c	0 23
Green Label, retail at 40c	0 30
Red Label, retail at 50c	0 35
Orange Label, retail at 60c	0 42
Gold Label, retail at 80c	0 55

Pure Gold Jelly Powder	90 cents per doz.
Pure Gold Salad Dressing Powder	

Discounts on application.

THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

GILLETT'S CREAM TARTAR

	Per doz
½-lb. paper pkgs., 4 doz. in case	0 90
¼-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ½-lb. paper pkgs. / 2 doz. ½-lb. paper pkgs. } assorted	7 20
	Per doz
½-lb. cans with screw covers, 4 doz. in case	1 95
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ½ doz. in case	0 28½
10-lb. wooden boxes	0 26½
25-lb. wooden pails	0 26½
100-lb. kegs	0 25
360-lb. barrels	0 24½

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 6s	46
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar.	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starligbt, 7s	50
Cut Smoking—Great West Pouches, 8s	59

Veterinary Remedies

W. F. YOUNG

Absorbine, per dozen	$18 00
Absorbine Jr., per dozen	9 00

Yeast

Royal Yeast, 3 doz. 5 cent pkgs	1 10
Gillett's Cream Yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

Strength | Purity

Your guarantee for profit lies in

"COW BRAND" Baking Soda

because of its popularity with the housewife!

Order from your jobber

CHURCH & DWIGHT

Manufacturers

Uniformity | MONTREAL | Reliability

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

Slow Collection Cured

Our business is to collect overdue accounts owing to our clients. No need to bother yourself with slow collections—send them to us. For the year we've been in business we've made collections to the entire satisfaction of a large number of clients.

WE KNOW HOW!

The Beardwood Agency

313 New York Life Building - MONTREAL

Good winter roads mean *easy hauling* of

Salt

For best laid-down-prices write

VERRET, STEWART & CO.
LIMITED
MONTREAL

WETHEY'S

CONDENSED MINCE MEAT

(in Cartons)

Just as staple as sugar

No Grocer's Stock is Complete Without It

If your jobber cannot supply you —write us direct.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.

Prompt and Efficient Service

One day lately our warehouse staff was disorganized and we did not get all our orders off that day.

Mr. Bristol was in a Western Ontario city the following week. In conversation with three of our customers he asked if goods came promptly. The reply in each case was the same :

"You have been giving a splendid service; but, say, you were a day late last week."

It was so unusual for us to be late that everybody noticed it.

Customers of Geo. E. Bristol & Co. have become accustomed to prompt shipments.

We make a specialty of service. Try us—by our travelers, by letter, by phone. We can convince you.

GEO. E. BRISTOL & CO., HAMILTON, ONTARIO
WHOLESALE GROCERS

4 Free Phones for you. Use them.

Some of that BARGAIN IN CANNED GOODS still left. Remember, we guarantee the quality of all goods as represented.

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building
London, Eng.: 88 Fleet St., E.C. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV. PUBLICATION OFFICE: TORONTO, FEBRUARY 18, 1910. NO. 7.

The most appropriate and healthy food for young and old during the winter months is

ROBINSON'S PATENT BARLEY

Selling food products is your business —selling the best is your policy—sell Robinson's

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

"Crown" Brand Table Syrup

has been such a remarkable success that grocers and general merchants throughout Canada now make it their leading Syrup.

It will pay you to specify **"Crown"** Brand when you are next ordering from your jobber.

Insist upon getting **"Crown"** Brand and refuse substitutes.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

A Pure Hard Soap

SURPRISE SOAP

Makes Child's Play
of Wash Day
(Good for all uses)

THE ST. CROIX SOAP MFG. CO.

St. Stephen, N.B.

Branches: Montreal, Toronto, Winnipeg, Vancouver, Newfoundland, West Indies

Profits from Purity

The satisfied customer assures a *permanent* customer, yet without purity satisfaction of the lasting sort is not possible—or probable. Profits from Purity, therefore, command regular trade. *Profits from the articles advertised below are business builders.*

Made pure for sixty years—as pure as pure oil and skill and experience can make it. The most sensitive complexion or most delicate lingerie is safe with "Shell" Soap. Antiseptic, sanitary, clean. Not a *Pure Oil* "tallow soap"—no decaying animal matter in it. Absolutely pure.

"Shell" Soap

Bramwell's Epsom Salts show a noteworthy absence of moisture from top to bottom of package. They are absolutely free from foreign substances. They never have been and never will be classed with ordinary "salts" *"Bramwell's"* of commerce. They are in a class by themselves.

Epsom Salts

Pastacaldi's Peel is prepared from the finest Corsican Citrons and you get what you pay for every time. No excess of sugar, but highest quality selected *"Peels"* peel—drained. Pastacaldi's name on every box.

PASTACALDI'S **Leghorn** CITRON PEEL

ARTHUR P. TIPPET & CO., AGENTS
Montreal, Canada

Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

Winnipeg Office

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE, HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
MONTREAL
General Commission Merchants
Representing Morris Packing Co.
Pork and Lard—Finest Quality

WAREHOUSE ACCOMMODATION IN OTTAWA
Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.
Special rates for large quantities
Dominion Warehousing Co., Ltd.
52 Nicholas Street. - Ottawa
J. R. Routh, Manager.

CLARE, LITTLE & CO.,
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
SASKATOON,
Western Canada

J. W. SNOWDON
Manufacturers' Agent
413 ST. PAUL STREET
MONTREAL

An inch space in this department costs 77 cents per week or $40.00 per year.

E. H. BOWEN
Manufacturers' Agent and Broker
SHERBROOKE, QUE.
Solicits representation of another first class firm putting up high grade goods. Eastern Townships thoroughly covered by three travellers. Highest references. Write immediately if you desire to have your line well introduced.

E. T. BUSINESS.
You, Mr. Manufacturer, can do a good deal larger business in the Eastern Townships, if your lines are pushed by a live representative right on the ground. You want someone who thoroughly knows the field and to whom grocery business is not a Chinese puzzle.
15 Years on the Ground
S. ROBITAILLE & CO., Sherbrooke

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers.
Warehousemen
ST. JOHN, - - - N.B.
Open for a few more first-class lines.

Finest
Fraser River Sockeye Salmon
On Spot
W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

NEWFOUNDLAND
T. A. MACNAB & CO.
ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A,B,C, 5th edition, and private.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

W. G. PATRICK & CO.
Manufacturers' Agents and Importers
77 York Street, Toronto

MacLaren Imperial Cheese Co.
Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

JUST ARRIVED IN STORE
Shipment from John Gray & Co., Limited, Scotland, of their celebrated Jams and Marmalade. 1's, glass, black currant, strawberry and raspberry jam 1's, stone jars, black currant, strawberry and raspberry jam. 1's, glass, marmalade. 7lb. tins Marmalade. We will gladly furnish prices.
DOMINION BROKERAGE CO.
73 Front St. E., Toronto

WATSON & TRUESDALE
(Successors to Stuart, Watson & Co.)
Wholesale Commission Brokers and Manufacturers' Agents.
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

Canadian Agencies Wanted
E. SAVILLE WEBB
7 St. Stephens Street
BRISTOL, :: ENGLAND

FORT WILLIAM, - ONTARIO
PELTIER BROS.
have an established connection as
MANUFACTURERS' AGENTS
We are open to receive a few more good agencies. We are hustlers and we live in the best district and
Most Promising City in Canada.
Highest references.

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is
The Irish Grocer, Drug, Provision and General Trades Journal.
10, Garfield Chambers, Belfast, Ireland

"The magic of a name"

When you see the word

"PICKANINNY"

on a package of

BUCKWHEAT or PANCAKE FLOUR

you can rest assured of the quality. None other as good.

Sell "PICKANINNY" and add to your reputation for selling reliable goods.

The Western Milling Co.
Toronto

CANNED FISH
for Lenten Trade

Clams
Codfish
Haddies
Herrings
Lobsters
Oysters
Salmon
Sardines
Scollops
Shrimps

We have these at prices that will bring your orders

EBY-BLAIN, LIMITED
Wholesale Grocers Toronto

The Best Value in Canada

Blue Ribbon Tea

stands alone as the friend of the retailer and the favorite of the consumer. If you have not stocked it before, a trial will convince you.

QUALITY ALWAYS TELLS

THE BLUE RIBBON TEA CO., Limited
266 St. Paul St., MONTREAL, P.Q.

To the Trade:

Have You Seen the Latest and
Most Striking Evidence of the

Increasing American Demand

—FOR—

CEYLON TEA?

READ THIS:

EXPORTED TO AMERICA

January 1 to December 31, 1908

BLACK—10,193,550
GREEN— 3,305,935

January 1 to December 31, 1909

BLACK—12,307,024
GREEN— 4,065,001

Over Two and Three Quarter Millions
Increase in Direct Shipments Alone.

"AYLMER" JAMS, JELLIES PRESERVES, etc.

Every Glass Jar or other package of "AYLMER" Jams, Jellies or Marmalades is Guaranteed Absolutely Pure, put up from FRESH FRUIT when in season and FINEST GRANULATED SUGAR.

The flavor and high quality of "AYLMER" Preserves cannot be obtained in preserves made from pulp.

NO PRESERVATIVES

NO COLORING

At every process cleanliness is reduced to a science.

"AYLMER" New Season's Scotch Marmalade and Orange Jelly Marmalade now ready. Send in your orders at once for stocks of these fine goods.

CANADIAN CANNERS

Limited

HAMILTON, - CANADA

Borden's Brands are standard—

IT takes goods of known quality—standard goods like Borden's---to build strength into a retail business---the sort of strength that endures throughout the years, and by means of which a large volume of profitable trade is attracted---and held.

UNSWEETENED

BORDEN'S CONDENSED MILK
EAGLE BRAND
Trade Mark of BORDEN'S CONDENSED MILK CO.
GAIL BORDEN
EAGLE BRAND
by which their PRESERVED MILK will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

Always give prominent display to Borden's Brands. They'll repay you handsomely for your attention.

Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Mason & Hickey, Winnipeg, Man.

Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

ROWAT'S 2 WINNERS

Two time-tried, merit-proved staples of quite unparalleled popular favor, gained through many years of uniform satisfaction-giving.

The wise grocer, in business for profit, never lets run low his stock of

Rowat's Pickles and Olives

and

Paterson's Worcester Sauce

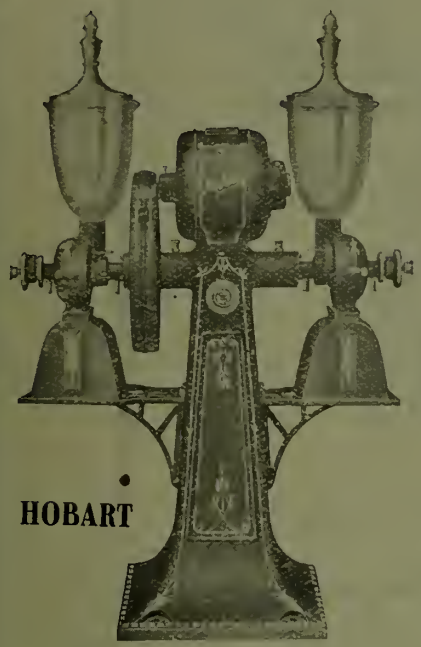
PROPRIETORS:

ROWAT & CO. - Glasgow, Scotland

CANADIAN DISTRIBUTORS:—Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, and Ontario; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.; Nicholson & Bain, Winnipeg, Edmonton, Calgary.

"The King of Electric Coffee Mills"

THE CLIMAX OF HOBART PERFECTION !



The distinctive features and handsome appearance of this Floor Pedestal Mill have invited more unsolicited testimonials than any mill or any fixture ever placed in a grocery or coffee store.

It tells people you are in the coffee business right

Equipped with the Hobart Automatic Release to protect the motor and the grinding parts from contact with nails and foreign substance.

Granulates on one end and pulverizes on the other, and both ends may be used at the same time.

Beautifully enameled, hoppers nickel-plated, holding six pounds of coffee.

No amount of money could build a better Mill. No investment could pay you better.

You get the benefits long after the cost is forgotten

CANADIAN SALES AGENTS: **The W. A. FREEMAN CO., Limited, Hamilton, Ont.**

A1 SAUCE

This sauce has been delighting the palate for 100 years, and is still giving a zest and relish to the plainest and richest fare.

As a merchant you are interested both in quality and profit. You'll find both satisfactory.

A1 Sauce will repay you well for any trouble you may go to in giving it prominent display and asking your customers to try it. Sample it yourself, though, first.

GENERAL AGENTS :

THOS. O. BAXTER, 27 Front St. E., Toronto. H. HUBBARD, 27 Common St., Montreal R. T. TINN, 337 Hastings St. W., Vancouver.

We also make a full line of Meat Extracts, Essences, Soups and Potted Meats.

BRAND & CO., Limited, Purveyors to H.M. the King **London, England**

A Royal Road to Success!

Care in the selection of your stock of goods, Mr. Grocer, is of vital importance to you; you can't afford to handle "dead stock!"

"E.D.S." Brand Jams and Jellies

are goods which don't "hang fire," but move rapidly. Are you stocking this line? Apart from their unquestioned purity, "E.D.S." Brand is being backed by systematic consumer advertising—the kind which compels attention and draws trade. You, too, can have your share of the trade offering.

Made by

E. D. SMITH *at his fruit farm* **WINONA, ONT.**

The new E. D. Smith line—Unfermented Grape Juice

ALWAYS ON TOP

¶ The best comes to the top and stays there.

¶ If it was not the best it couldn't last.

¶ WHITE DOVE CO-COANUT has been on the top for years.

W. P. Downey
Maker
MONTREAL

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

CHINESE STARCH

Money Maker
Known Everywhere
Repeat Seller
Best Value

Get Prices

OCEAN MILLS
MONTREAL

Tea Hints for Retailers

by John H. Blake

The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

Part I deals with :—

- Tea Gardens of the World.
- Tea from Seed to Leaf.
- Tea from Leaf to Cup.
- The Tea Marts of the Orient.

Part II :—

- How to Test Teas.
- Where to Buy Teas.
- Is it Wise to Place an Importation Order?
- Bulk versus Package Teas.
- How to Establish a Tea Trade.
- Tea Blending.

275 Pages Price $2.00
Fully Illustrated

MacLean Publishing Co.
Technical Book Dept.
10 Front St. East - - Toronto

"Here's a Suggestion for Lenten Season"

Grocers, your customers find the Lenten season the hardest time of the year to provide for the table. They will welcome timely suggestions from you. Tell them there is absolutely *no meat* in the following brands of **CAMPBELL'S SOUPS :**

Pea, Tomato, Asparagus, Tomato Okra, Clam Boullion and Celery Soup

They will be pleased to know what to serve and you will be pleased to increase your **CAMPBELL'S SOUP** Sales because of the 33⅓ per cent. profit.

Joseph Campbell Company
CAMDEN, N. J.

NOTE.—We'll send you a neat card calling your customers' attention to **"Campbell's Lenten Soups."** Write us for it.

ROSE & LAFLAMME, Ltd., 400 St. Paul St., Montreal and 65 Front St. East, Toronto, Canadian Selling Agents

---

"21 Kinds—Look for the Red and White Label."

The Government's Opinion of Our Factory Is Well Worth Considering—

Here is what the Dominion Government Inspector of Canned Fruits and Vegetables had to say about our factory—as reported in the St. John Standard of Wednesday, December 22nd, 1909 :

> "———found everything in excellent shape. He "said that they were doing a very good business "and that the class of canned goods put up was "of the best quality."

It is in this factory that **BOSTON BAKED BEANS** and **BALAKLAVA BRAND SARDINES** are packed.

Quality Will Out—and a Government Inspector is Certainly a Disinterested Party.

The Eastern Canning Co., Port Canada, N.B.

CANADIAN AGENTS C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front Street East, Toronto; D. O. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.; Martin & Robertson, Vancouver, B.C.

"Pride of Canada"

PURITY

You have our absolute guarantee that any maple syrup or maple sugar sold under our label is **purest made.** We stand ready to back this statement.

No need to fear the government inspector if you carry our goods. They have stood the test in the past, and will always be looked upon as the acme of purity and perfection in maple goods.

Spring orders now being booked.

Maple Tree Producers' Association

WATERLOO, - QUE.

By Special royal permission

A Right Selection

of Sardines is of the utmost importance to every grocer, but it is never easy to know just what to handle. In canned fish

KING OSCAR Brand SARDINES

are always uniformly pure, sweet and well packed and prove a profitable and quick-selling line.

CANADIAN AGENTS

J. W. BICKLE & GREENING
(J. A. Henderson)
HAMILTON - - - ONT.

THE PUREST AND BEST

MR. DEALER

Have you stocked the new **5c.** tin

St. Charles Brand ?

Some of your customers will want it and any jobber can supply you. It's a convenient package and only **$2.00** per case.

Manufactured by

St. Charles Condensing Co.
INCERSOLL, ONTARIO
CANADA

She doesn't take kindly to substitutes for

WINDSOR SALT

nor to the grocer who fills her salt order with anything else but this bag, with this familiar trademark on it.

Most of the housekeepers in Canada agree with her, too.

The Canadian Salt Co.
Limited
Windsor - - - Ontario

A Quick Seller

Grocers tell us of their own initiative that Holland Rusk is the easiest, quickest, most natural repeater they have ever handled

HOLLAND RUSK

The Dainty Dutch Delicacy

Something entirely new. Distribution extending throughout Canada, Over 700 stores in one city alone making big sales and big profits.

MacGreegor Specialty Co.
Canadian Importers
TORONTO

Holland Rusk Co., Holland, Michigan
Sole Makers in America

EMPRESS BRAND JAMS

20-oz. Glass Jars—1909 Fruit

The attractive appearance sells them. Their delicious taste brings the customers back for more. TRY THEM. That's all we want. We are sure of your future orders once you have had the

EMPRESS BRAND

WRITE US FOR PRICES

Empress Manufacturing Co.
Limited
VANCOUVER, B.C.

PURE FOOD STANDARDS

WE BELIEVE
THAT EVERY POUND OF

WHITE SWAN BRAND

SPICES

WILL COVER ALL THE REQUIREMENTS OF SUCH STRICT

PURE FOOD STANDARDS

AS THE

DEPARTMENT OF INLAND REVENUE

WILL SOON PUT INTO FORCE

BECAUSE THEY ARE

HIGHEST GRADE PURE

NOT MERELY PURE

TO COVER THE PRESENT LAW

DON'T WAIT

UNTIL YOU FIND YOURSELF STOCKED WITH GOODS THAT WILL NOT PASS MUSTER

BUY

WHITE SWAN GOODS

AND TAKE NO CHANCES ON TO-MORROW

OUR PRICES ARE LOW FOR QUALITY

MAIL ORDERS RECEIVE SPECIAL ATTENTION

WRITE TO-DAY

WHITE SWAN SPICES & CEREALS, LIMITED
TORONTO

Here's a line for YOU!

PICKLES add a relish to the plainest fare!
But, take care of your PICKLE QUALITY.
There's no hard work or lengthy argument selling

McCready's Pickles

They're the best you can stock, and are made from the finest spices and vegetables only. The vinegar used is made on our own premises.

IN BOTTLES OR BULK. SEND FOR PRICES.

Thos. McCready & Son, Ltd.

Vinegar, Sauce and Pickle Manufacturers

St. John, - - - N. B.

BAIRD'S "Second-to-None" Pickles

So called because they are second to none for quality.

No other manufacturer has produced a better pickle at the price, and there are few as good.

GOOD, SOUND VEGETABLES and PURE VINEGAR

Low Price
High Quality

JOHNSTON, BAIRD & CO.
GLASGOW, SCOTLAND

GINGERBREAD
BRAND
Creates the Demand

This well-known Molasses is packed in tins—2's, 3's, 5's, 10's and 20's; in pails—1's, 2's, 3's and 5's, 10 gallon kegs, half-barrels and barrels.

When ordering from your wholesaler mention the above brand.

The Dominion Molasses Co., Limited

HALIFAX - NOVA SCOTIA

DOME LEAD

There is no better stove polish to be had in the world than

James Dome Black Lead

Pays both Jobber and Retailer a Good Profit.

W. G. A. LAMBE & CO. - Canadian Agents.

One reason why you should keep our

Meadow Cream Sodas

in stock is because they are the lightest and crispest in the market.

Send for a sample order and see for yourself.

The W. J. Crothers Co., Ltd., - Kingston, Ontario

Are you well stocked in

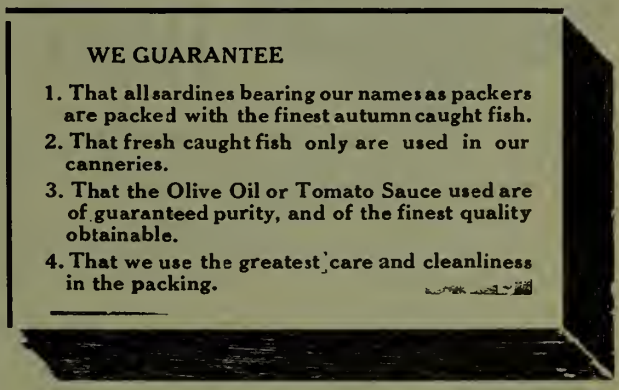
STERLING
BRAND
PICKLES
RELISHES
CATSUPS ?

Do not make the mistake of letting your stocks run low. These goods are in large demand.

The T. A. LYTLE CO., Ltd.
STERLING ROAD, TORONTO, CAN.

This is the CONCORD CANNING COMPANY'S guarantee given with each tin of CONCORD NORWEGIAN SARDINES

CCC
Norwegian Canned Goods


WE GUARANTEE
1. That all sardines bearing our names as packers are packed with the finest autumn caught fish.
2. That fresh caught fish only are used in our canneries.
3. That the Olive Oil or Tomato Sauce used are of guaranteed purity, and of the finest quality obtainable.
4. That we use the greatest care and cleanliness in the packing.

Such a guarantee is a splendid lever to move trade your way. Are you handling "CONCORD"?

LIST OF AGENTS:

R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg.
A. H. Brittain & Co., Montreal. W. A. Simonds, St. John, N.B.
Radiger & Janion, Vancouver and Victoria, B.C.

The Choicest Salmon comes from the Fraser and Skeena Rivers in British Columbia

Such Fish, only, are packed in tins bearing that well known label—

QUAKER BRAND SALMON

MATHEWSON'S SONS

WHOLESALE GROCERS
202 McGILL STREET, MONTREAL

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

Manzanillas, Queens, Club House, Nutoliv
Pitted, Celery Stuffed, Pimento Stuffed

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE. WINNIPEG

MADE IN CANADA

IT PAYS FOR ITSELF

THE McCASKEY ACCOUNT REGISTER saves so much money from the day it is installed that it pays for itself in the first few months.

After that, all it saves is PROFIT.

THE McCASKEY prevents forgotten charges—the greatest avenue of loss in the average business.

It draws new trade.

It satisfies old customers.

It collects money faster than any human agency, and

It puts an end to the labor and expense of book-keeping.

We'd like to tell you more about it.

Use a postal card and ask for information.

DOMINION REGISTER COMPANY, Limited
Successor to The McCaskey Register Co. in Canada
96-104 Spadina Avenue TORONTO, CANADA

Redpath

Extra Granulated and other grades of Refined Sugar represent perfection in Sugar refining, and are the result of experience and modern machinery.

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

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SHIRRIFF'S EXTRACTS AND ESSENCES

and many other much advertised Essences. **"SHIRRIFF"** goods, while being of full strength, possess the correct natural flavor of the fruit! Isn't this a strong selling point and a good reason to push **"Shirriff" Essences and Extracts?** Stock up to-day. They're always in demand.

The Imperial Extract Co., - 8, 10, 12 Matilda St. TORONTO.

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR

LONDON, ENGLAND

IS THE BEST

Commands a Preference over all others.

Made from the finest malted barley.

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W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto
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J. W. Snowdon, 413 St. Paul St., Montreal

We are open to do business on easy consignment terms

Write our Agents for Particulars

ATTENTION!

We can help you in your profit-making if you will handle

ASEPTO
SOAP POWDER

"The enemy of dirt."

ASEPTO is a pure, economical washing powder, which does away with half the "elbow grease." It is a firm favorite with the women, and means repeat orders for you.

WRITE FOR DETAILS

ASEPTO SOAP COMPANY

ST. JOHN, N.B.

Your equipment may be the best, but to have it so

A Bradley Stencil Machine

should be part of it.

Plain Addresses
No Loss of Packages
Time Saving

LET US SEND YOU PARTICULARS

HAMILTON STAMP & STENCIL WORKS, Limited

Sole Canadian Agents

HAMILTON and TORONTO

Toronto Office and Wareroom: 38 Colborne St. and Leader Lane

Nothing like it for infants and invalids. Like what? Why

Canada First Evaporated Cream

It is the purest, most easily digested, and nourishing evaporated cream made, It is perfectly sterilized, is unsweetened, and manufactured with the utmost care and cleanliness. Are you handling this Brand? It is worth recommending.

Order from your wholesaler.

The Aylmer Condensed Milk Co., Ltd., Aylmer, Ont.

1910

Tartan BRAND

FISH FOR LENT

Look up your stock and be prepared for the demand

Loch Fyne Scotch Herring in kits.
Holland Herring in kits.
Holland Herring Milchers in kits.
Deep Sea Trout in half barrels.
Labrador Herring in barrels, halves and kits.
Mackerel in barrels, halves, kits and pails.
Codsteak, Quail, Bluenose, Imperial.
Boned and Skinned Cod, Quintals, Whole Cod.
Scaled Herring, Acadia and Halifax Cod in wood boxes, Shredded Cod, Kipperines.

Also all kinds of Canned Fish, including Salmon, Lobsters, Fish Balls, Codsteak, Haddie, Imported and Domestic Sardines and Herring kippered in Tomato and Fresh, Mackerel, Scallops, Oysters, Clams, Shrimps.

BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**

GOODWILLIE'S

PURE FRUITS

In Glass

Those particular customers of yours desire something extra fancy in the matter of quality.

When they ask for preserved fruits ensure their satisfaction by giving them **Goodwillie's Pure Fruits in glass.**

Of delicious natural flavor, quite unequalled anywhere.

AGENTS

Rose & Laflamme
Limited
Montreal and Toronto

"Too great haste leads to error."

AVOID MAKING ERRORS BY USING

EARNSCLIFFE LINEN BOND

A first-class Paper for Blank Books and general office stationery. Samples sent on request.

THE ROLLAND PAPER COMPANY, LIMITED
MONTREAL, QUE.

Every Grocer Wants High Grade Spices

Ewing's name signifies the best in spices of all kinds, and

All Lines of Herbs

Write us before stocking

S. H. EWING & SONS

Montreal Toronto

"BRITAIN'S BEST"

DUERR'S

VACUUM-BOTTLED

JAMS

ARE UNEQUALLED FOR FLAVOR

Keep perfectly any length of time.
Absolutely pure
No preservatives.
English fruit and cane sugar only.
One size, 1½ pounds net, attractively labelled.

Ask your wholesaler

Duerr & Sons, Old Trafford, Manchester, Eng.

STORAGE IN HAMILTON

A new fireproof Storage Warehouse.

TRACK FACILITIES

Every convenience to reduce the cost of handling Merchandise

IN BOND OR FREE

Lowest Insurance

Experienced Warehousemen

Accounts Solicited

Storage and Transfer Co., Limited

Hamilton - - - Ont.

DUST IS A GENERAL NUISANCE

BUT IT CAN BE AVOIDED BY USING

DUSTBANE

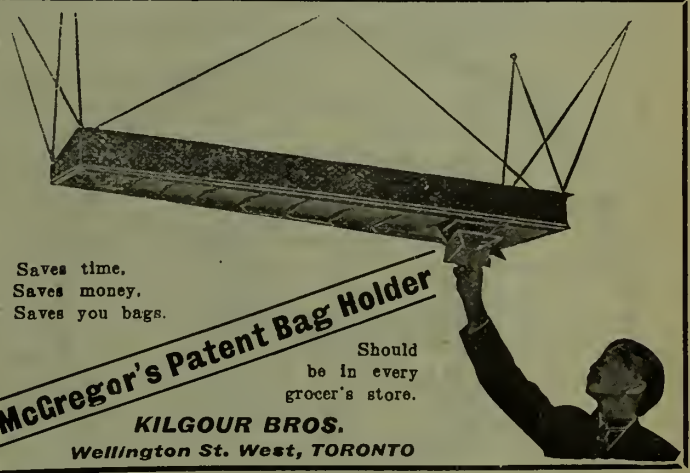
on sweeping day. "Dustbane," moreover, disinfects the room and restores carpets and rugs to their original freshness. The women swear by "Dustbane" when once they have used it. Get them on your side by selling "Dustbane." There's money in it for you.

Dustbane Manufacturing Co.

Boston, - Mass.

Canadian Factories: Winnipeg, Manitoba, St. John, N.B.

Ask Your Wholesaler for These Goods



Saves time,
Saves money,
Saves you bags.

McGregor's Patent Bag Holder

Should be in every grocer's store.

KILGOUR BROS.

Wellington St. West, TORONTO

BLACK JACK

"THE WONDERFUL PASTE FOR FAMILY USE."

TRY IT.

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

Wolverine Show Cases

The best show case made in America for the money.

Price, $4.50 per foot f.o.b. Detroit

W. H. ESCOTT

141 Bannatyne Avenue, Winnipeg, Selling Agent

No. 100.

This case is finished in golden oak—Beveled plate top.
—Shipped K.D.—

Made by

Michigan Show Case Co., Detroit, Mich.

Housecleaning Time

is not far off. Place your Spring Orders now and be ready for it.

Remember

Royal Polishes

are among the requirements of every good housekeeper. Every day we are booking large orders. Let us have yours now.

ROYAL POLISHES COMPANY

MONTREAL

It Pays to Sell Goods That Give Satisfaction

A LEADER FOR 50 YEARS

COOK'S FRIEND

Baking Powder has been giving satisfaction for the past 50 years. If you want purity and known quality without the fancy price, you should order Cook's Friend at once.

"IT CONTAINS NO ALUM"

W. D. McLAREN, LIMITED

BAKING POWDER SPECIALISTS - - - - - - MONTREAL

NOTHING YOU CAN HANDLE

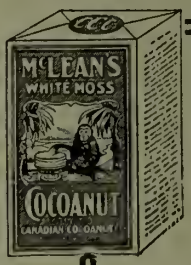
will give more genuine satisfaction to the user than the magic hand cleaner

SNAP

For chasing paint, tar, dirt or grease from soiled hands it is absolutely unequalled.

THE SNAP CO., Limited

MONTREAL :: QUEBEC



ESTABLISHED 1894

"McLEAN'S"

White Moss Cocoanut

PROUD? CERTAINLY

of our goods and of our name and the success we are having.

We cut the first strip in Canada, we created the name, both have been as closely copied as the Law will permit.

Do you find a poor article copied?? We want you to share our success by giving your customers **McLean's White Moss.**

THE

Canadian Cocoanut Co.

Montreal

JAPAN TEAS

Closing-out prices on our balance of stock will be interesting to Jobbers.

S. T. NISHIMURA & CO.

MONTREAL

See Samples

ARE YOU GETTING YOUR SHARE OF THE BENEFIT OF THE MONEY WE ARE SPENDING?

Our new advertising scheme is selling H. P. faster than ever.
Are you supplying your customers, or are they buying it elsewhere?
A post card to our agents will bring you a trial bottle and full particulars.

W. G. Patrick & Co., Toronto and Montreal.
R. B. Seeton & Co., Halifax, N. S.
W. H. Escott Winnipeg, Man.
The Midland Vinegar Co., Birmingham, Eng.

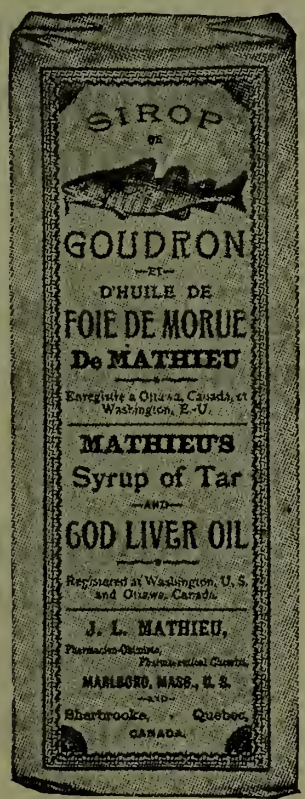
H.P. SAUCE

St. Lawrence

GRANULATED
and
GOLDEN YELLOWS

Made only from Pure Cane Sugar

The St. Lawrence Sugar Refining Co., Ltd., Montreal



MATHIEU'S SYRUP
of Tar and Cod Liver Oil

commenda itself to dealers.

It has the double advantage of present popularity and future certainty.

Its popularity is due to the wonderful cures it has effected, as attested by thousands of testimonials.

Its future is assured because its history is one of steady and rapid growth.

Of all cough and cold cures none assure the dealer a greater certainty of immediate and future profits.

During Fall and Winter the demand will be continuous.

Keep well supplied and when ordering order also

MATHIEU'S NERVINE POWDERS

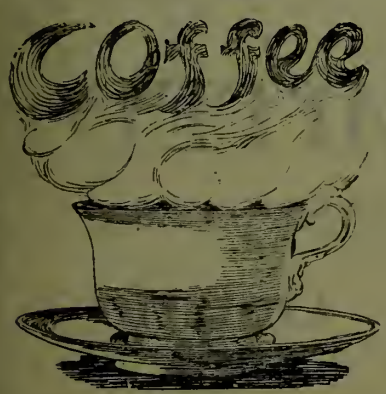
which are necessary to reduce fever and remove pains in connection with colds.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.



Branch: Sault Ste. Marie

Facts are Stubborn Things
and the fact that

AURORA COFFEE

is so much Superior to all the others is a valid reason why you should handle it! The aroma and flavor of "*Aurora*" Coffee are unsurpassed, and its retail price, 40c., leaves you a very good margin of profit. Stock up without delay!

W. H. GILLARD & CO. :: Hamilton, Ont.

WHY ARE
WAGSTAFFE'S

PURE JAMS AND JELLIES, MARMALADES AND SEALED FRUITS, REGARDED WITH SUCH GREAT FAVOR BY THE CONSUMING PUBLIC ?

Because they please the eye and contain that rich, fruity flavor which is so appetising and not found in any other.

GUARANTEED PURE
according to the
Pure Food Standards
of Great Britain.

Mr. Grocer, we stand behind every package.

WAGSTAFFE, LIMITED

PURE FRUIT PRESERVERS

Hamilton, :: :: Ontario

Trade That Pays, Grows
Trade That Grows, Pays

Now-a-days people want more for their money, and we are selling more "SALADA" than ever before.

You see the connection.

If you really want your money's worth, want full value in quality, price and trade-winning goods—then buy

"SALADA"

You can always depend upon its freshness and goodness. You always expect better results from "SALADA" than from any other tea. You have reason to, a right to, and we want you to.

"SALADA" SALES IN CANADA ALONE

for the week ending

Jan. 8th	decreased	2559	lbs.
" 15th	increased	8447	"
" 22nd	"	6540	"
" 29th	"	9404	"
Feb. 5th	"	9074	"
" 12th	"	7167	"

over the corresponding weeks of 1909.

Our sales are big—and they are going to be bigger. It pays to hand out "SALADA when tea is asked for.

INDEX TO ADVERTISERS

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Refuse to Make Affidavit that No Rebates were Given

A New Development in Connection With the Secret Commissions Act — The Lever That Some Retailers Use in Getting the Rebate—Advantages Allowed Mail-Order House Buyers—The Act, However, Has Stamped Out a Lot of Unfair Methods—Further Developments Expected.

That secret rebates are still being given in the grocery trade for the purpose of getting business is certain. This is contrary to the ruling of The Secret Commissions Act and in all probability something interesting will develop before long.

The Canadian Grocer has learned on the best of authority, in fact knows, that recently there have been some developments in the shape of traveling salesmen refusing to make affidavit when called upon that they have not given the secret rebate and others who have made the declaration under oath when confronted with the paper.

The fact that a traveling salesman refuses to swear that he has not committed a breach of the act is significant. Such a case has actually occurred—a traveler of a wholesale house refusing to swear that he did not give or promise a secret rebate in obtaining an order.

The root of the trouble in a large number of cases lies apparently with the retailer, but the traveler is also to blame for not having a strong enough will to overcome the temptation and some censure must be attached to the wholesaler who does not investigate every alleged breach of the act by one of his salesmen.

It happens like this. A traveler cites his price on a certain article. The retailer says he will not buy at that price claiming he can do better and has done better with a salesman from some other house.

In many cases the traveler will give way to get the order and offers the same rebate. The grocer buys from him then, only so long as he is willing to give the secret rebate.

There is no doubt that a great many retailers work on "bluff" when they state that they will not give an order unless this traveler meets the price of a competitor. In fact, this is known to have been the case in one instance at least and it is safe to assert that it often occurs.

Facts are Misrepresented.

A traveler called on the grocer and quoted him a price on a certain article upon which no rebate was allowed. The grocer claimed to have been offered a better price by another salesman; thereupon the traveler who tried to make the sale complained of the unfair advantage of his competitor. The latter was confronted with an affidavit to which he unhesitatingly swore, indicating that the retail grocer was merely bluffing in order to be able to buy the article a little cheaper. Since the traveler took the affidavit he must be judged "not guilty."

In other cases, however, the salesman has fallen to temptation and consented to give the grocer the same rebate as the grocer claimed he was getting from the representative of the rival house.

The Canadian Grocer knows that some of these travelers have been confronted with the affidavit and have refused to swear to it, indicating that they do not care to commit perjury and also indicating that they have given the secret rebate and committed a breach of The Secret Commissions Act.

"So long as the retailer continues to use the lever that 'the other fellow has given him the rebate,' so long as the traveler is so anxious to get the order that he too offers it, and so long as the wholesale house with which that traveler is employed neglects to stamp out the giving of the secret rebate, the trouble will last," stated a business man in referring to the matter.

He maintained that the act was a splendid one.

"Since it has come into force there is not nearly so much crooked work being done," he said. "The wide publicity that has been given the Act has done a world of good and a great deal of the objectionable rebating has been eliminated."

There is still a certain amount of it going on and other business men hint that developments are not far distant, and that when they do arrive some interesting trade conditions will be brought to light.

An Illegal Advantage.

There are, of course, hundreds in the retail trade who do not do business by the secret rebate plan and naturally they are desirous of having the entire trade educated to do the same. They claim that those competitors who do get the rebate have an unfair advantage—one that is obtained illegally.

In this connection mail-order houses are represented as being offenders. Travelers claim that mail-order house buyers often absolutely refuse to buy from them unless they are given the rebate. The buyers maintain that they get it from others and the traveler, if he does not wish to break the law, is forced to lose the sale. All the salesmanship in the world can scarcely change such a man, they say.

There is still another important side to the question of selling to the mail-order house. Travelers of some jobbers, it is claimed, give the rebate to the mail-order buyers, yet the same men refuse to give it to the retail grocer. The retailer, therefore, starts out with an unfair disadvantage, in competition with the mail-order house, simply because the law has been broken by two parties.

From the above it will be seen that there are many sides to the question of secret rebates. Although trade is on a much better basis since the publicity given the Act, there are still many infractions. But since these infractions are being watched and followed up with affidavits, the trade may expect to hear some time in the near future of the new developments referred to. As before mentioned, traveling salesmen are known to have refused to take the oath that they did not allow the illegal commission and this will be the channel through which developments will occur.

When a man allows the rebate yet swears that he did not, he lays himself open to a perjury charge.

The operation of the Act will therefore be watched with interest by all members of the trade and especially by those who are temporarily placed at a disadvantage by the infractions of it.

A GOOD OBJECT LESSON.

A man went into a retail store one afternoon last week, bearing under his arm a catalogue of a mail order house.

"Do you think," he said, "that you can sell me a certain article as cheap as this catalogue?"

"I'll see," said the merchant. Figuring up the cost of transportation, stationery, etc., they found the total to be $2.28.

"Sell it to me at that figure and I'll buy here," challenged the man.

"All right," said the merchant. "You can have it for $2.25."

The man bought and went away rejoicing, but in a few days he came back real mad.

"See here," he said. "You hornswoggled me on that deal the other day!"

"How is that?" smiled the merchant.

"You sold that identical thing to my neighbor for $2."

"Well, that is the regular price," admitted the merchant, "but you must remember you only asked me to meet the price of your catalogue."

Since it was on the man with the catalogue, they merely smoked up and let it go at that, but the catalogue order business has suffered a decided slump in that particular locality.

Little Uniformity in Profits of the Retailers

On Some Goods They are Large, While on Others They are not Sufficient to Cover Cost of Doing Business—Merchants Carrying on Business Without Sufficient Profits When Expenses are Considered—How Money is Lost on the Three-for-a-Quarter System.

In an efforts to give readers a clearer idea of the general trend of the retail trade, The Canadian Grocer has for several weeks, been comparing present prices of goods and present day methods with prices and customers in years gone by.

During the past week an endeavor was made to obtain from some representative Canadian grocers the cost price and selling price of certain articles with a view to determining whether they were making fair profits as well as uniform profits.

The articles taken into consideration were soap, tea, coffee, bread, sugar, butter, eggs, soda biscuits, flour, rice, tomatoes, peas, corn, salmon, bacon, lard, oranges, prunes, raisins, breakfast foods, potatoes, tapioca and fancy biscuits.

While the cost was practically the same in all cases, the difference in the average percentage of profits varied from 15¾ to 19 1-3 p.c., without taking into consideration the cost of doing business at all. The most remarkable feature is the fact that these merchants are trying to do business on so small a margin. These articles constitute a fair average of the staple goods which are sold every day in a grocery store, and therefore a fair basis upon which to make a calculation.

With this before us, let us now consider the cost of doing business, and it may be a surprise to know how little there is left for the grocer.

In talking with a grocer a few days ago about the small profits, he repeated almost at every turn : "But what can we do ?" and he did this with an emphasis which meant more than words. The only remedy is to either get a little more profit or conduct the business more economically. And this can only be done, either by buying cheaper or by selling for more, and as a retailer has little control over the cost of the goods. there seems to be only one way open and that is to sell at better prices.

In discussing the cost and selling prices of goods as well as expenses, it is claimed that the profits shown by the above percentages are not sufficient to carry on a successful business.

The Three-for-a-Quarter System.

In an article not long ago in The Grocer, it was pointed out that it was a mistake to sell 3 for a quarter and in this test it is found that this is the principal sinner. By this process, in many cases the profit is reduced from 25 p.c. to 4 1-6 p.c.

If an article costs 8c and is sold for 10c, it gives the grocer a profit of 25 p.c. on the cost, but if he sells 3 for a quarter he makes only 4 1-6 p.c. on the cost and actually he does not make as much as if he had only sold one. Why ask, "What can we do ?" when such a mistake can so easily be corrected. Why bother your head about the other fellow ; he is not half as bad as you think he is, for he is waiting for you to stop the practice so that he may follow suit.

In discussing the matter of profits recently with an aggressive Canadian grocer he said : "Grocers realize the fact that they are not making right profits, but are afraid and exclaim, "What can we do ?" I say be independent enough to run your own business, and cut out the practice of selling 3 for a quarter when you are entitled to 10c each.

"Is it any credit to the grocer himself," he asked, "if he sells cheaper than his competitor ? Does he stand higher in the estimation of his customers ? I emphatically say no.

"Low prices naturally lead to inferior goods and just the moment this is discovered, customers will leave. A grocer in such a case not only works for nothing but he drives his trade away."

Warming up to his subject, he asked : "Is a grocer ashamed to make a profit? Is it respectable for a grocer to complain that he can't make a living profit, when he has it all in his own hands to do it or not ? A wage earner is never ashamed to tell when he gets big wages. He may be ashamed to tell when he gets too little, but a grocer thinks he gains honor and glory if he works for almost nothing."

Profits Not Uniform.

Another interesting feature is brought out in this investigation and that is the fact that, while the percentage of profit is so small on the whole, there is a profit of 33 1-3 and 40 p.c. on several items.

Why these are expected to do more than their share should be a matter for grocers to consider. The retailer works for the wholesaler, and the manufacturer the same as the traveler does, only he is paid a 'commission' where a traveler is usually paid a salary. A traveler would soon leave the road if his salary did not pay his expenses, but a grocer keeps on and on trying to make a fair profit on the entire turnover by large profits on some articles and very small on others. All goods, one would think, should bear their fair share of the expense as well as pay the fair share of the profit which the grocer needs to carry on his business.

The general store and warehouse of H. C. Barnes & Son, Salisbury, N.B., was destroyed by fire. Some of the contents of the store were carried out, but a heavy storm in progress at the time, practically ruined them. Loss $11,000 ; insurance about $6,000.

Things That Shouldn't Be

A Grocer Mixing Coffee or any Other Foodstuff With the Hands.

Mammoth Ice Palace Represented by Loaf Sugar

A Window Display Which Performed Good Selling and Advertising Work—An Idea That Might be Used to Advantage in Any Retail Store for Increasing Sale of Loaf Sugar.

Toronto, Feb. 16.—The window of Huyler's confectionery store recently contained an idea which can be worked out to good advantage by any grocer who has a stock of loaf sugar on hand. It was a loaf sugar model of the Montreal ice-palace of 1908-09, and was made from a photograph.

Nothing could be more appropriate than loaf sugar to represent ice blocks. The accompanying reproduction of the window shows that in putting them together to construct the miniature ice-palace a work of art was performed.

The artist experienced considerable difficulty in arranging the arches, but by the aid of the whites of eggs 'mortar' was secured which served the purpose splendidly. The turrets were also difficult to construct, but by careful work and a great deal of patience they were made, the result being practically an exact model of the great ice-palace in the Canadian metropolis.

That the window was attractive goes without saying. At night when it was lit up with small colored electric lights the effect was quite out of the ordinary and thousands of passers-by stopped to pay more than a passing glance to it.

The people surrounding the palace were represented by small candy figures. The snowy surface of the ground was made by granulated and powdered sugar.

Model of Montreal Ice Palace Constructed Out of Sugar.

Brought Results.

In speaking of the effect of the display, the manager of the store stated that the firm was well repaid for the work of constructing the palace. During the day-time there was a continual crowd of spectators in front of the window. Mothers brought in their children to obtain the candy figures as souvenirs, offering to pay four or five times their value for them.

The idea of the display is one that ought to be made use of by other retailers wherever possible. Advantage might be taken of it to advertise by pretty window cards and in newspaper advertisements loaf sugar for afternoon teas, and other social functions. Apart from the selling value, such a window tends to get people talking about the store, all of which is bound to have a favorable result. It suggests neatness, cleanliness and industry and creates a good impression which will not soon be forgotten.

HIGH COST OF LIVING AGAIN.

Ottawa Grocers Claim Middleman is not Responsible—Past and Present Prices Compared.

Ottawa, Feb. 16.—At the meeting of the Ottawa Retail Grocers' Association last week considerable discussion was given to the subject which is now of general interest—namely, the increased cost of living. It was the unanimous opinion of the meeting that the middleman was not the cause of this increase, although the profits were not as large today as they were fifteen years ago.

H. C. Ellis pointed out that people's tastes were advancing disproportionately with their incomes. Here in February, greens could be purchased at a hundred different stores, whereas, ten years ago only one or two merchants carried such a line. The people to-day want everything bought from the grocer delivered; coffee and tea put up in air tight bags and in wrappings of parchment and lead foil. He maintained that groceries outside of farm products had decreased during the past 15 years. Mr. Ellis affirmed that wages, taxes, rents, etc., were higher to-day than they were ever before and then put the question, "How is it possible for the retail grocer to progress?"

Taking sugar as an example he showed that in 1910 it could be purchased for about half price it was twenty or thirty years ago, and this same state of affairs applied to many other staple articles.

Owing to the importance of this question of high living it was decided to have a committee draw up a comparative table showing the condition of affairs a couple of decades ago with that of to-day.

The matter of appointing a conspicuously attired collector was laid over for future consideration although it was decided that some method be formulated to overcome delinquents.

CAPITALIZED AT $10,000,000.

Dominion Canners, Limited, is Name of New Concern Resulting From Merger.

A Dominion charter has been granted "Dominion Canners, Limited," with head office in Toronto, to carrry on "business as manufacturers of, shippers and dealers in all kinds of canned goods, condiments, pickles, jams, jellies, preserves, table delicacies, grocers' sundries and supplies and prepared meats or foods," and " to manufacture and deal in cans, boxes, jars, containers, labels and canners' supplies, etc." The capital stock is named at $10,000,000 divided into 100,000 shares.

This is the incorporation of the company resulting from the recent merger of canning factories with which everyone in the trade is now familiar. Among the provisional directors is Garnet P. Grant, the promoter, but it will be some time yet before the directors of Dominion Canners will be announced.

There are as yet three important factories not in the merger and it is likely they will still operate as independent concerns.

TRADE NOTES.

Roy Cunliffe, of Medicine Hat, Alta., is opening a store at Suffield.

Griffin & Robb, general merchants, are opening a store at Seven Persons, Alta.

A new grocery store has been started at the corner of Church and Wellington streets, Hull, Que., by I. St. Pierre who has for many years been traveling salesman for the Geo. Matthews Co.

The Spice Mills of Herron, Leb'anc & Co., 573 St. Paul St., Montreal, suffered severe damage by fire and smoke last Saturday morning. The smoke from burning spices made it very difficult for the firemen to work. The building is five storeys in height and it was only the quick work of the brigade that confined the damage to the third floor. The damage will, however, not exceed $5,000.

Features of Mile Post Advertising and its Cost

Two Guelph Merchants in Different Lines Co-operate in Putting up a Series of Posts on all Roads Radiating From the City—Main Expense Lies in Initial Outlay — County Councils Quite Willing to Give Use of the Roads.

By H. Stanley Nicholson.

George A. Richardson, a Guelph hardwareman who enjoys a liberal share of the good country trade that comes into Guelph from the rich argricultural district that surrounds the place, has for the past fifteen years used as his principal means of advertising a system of mile posts, placed at mile intervals on all the main roads of Wellington County that lead into Guelph. From as far out as the first town or village on each of the main thoroughfares these posts, painted white with black letters, "1 (and from that up to 20) mile to G. A. Richardson's Hardware, Guelph," tell off the miles to people driving, motoring or walking into the city. After fifteen years of this kind of advertising Mr. Richardson is a strong believer in it. "I am sure I never spent money better in any form of advertising than when I invested in those mile posts," said he when giving a few particulars as to costs and maintenance of the mile posts and how to go about the work of establishing the scheme.

While enthusiastic about the idea Mr. Richardson was ready to admit that the initial cost was quite a consideration.

The mile posts he uses cost $3 each and he now has 72 of them, making a total cost of approximately $225.

They stand about four feet out of the ground and are made of good lumber, 12 inches wide and 2½ inches thick, being soaked in tar, then painted white and the advertising matter painted on in black letters. In order to preserve the posts they are embedded in foundations of small stones which are piled up around the base of the posts for a foot or so in order to keep them dry. The water in wet weather runs away from the little stone pile leaving the vicinity of the post comparatively dry.

Are Easily Maintained.

There is a good deal of actual work in getting the plan under way but once that work is done there is little left to do. The posts may need a little freshening up by the painter once every couple of years, but that is about all, if the lumber used is of the right sort and the posts have been properly treated and planted.

In this respect Mr. Richardson's experience is of interest. He has renewed his posts once in the fifteen years. That was five years ago when the old posts which had served well for ten years and were beginning to look delapidated were taken out and better ones put in their places. The second lot of posts were of better lumber and were soaked well in tar, and planted more carefully in stone bases. The result of the extra care taken is evidenced now, for after five years the new posts still look about as good as new.

The work of measuring off the distances one would imagine would be a rather tedious and expensive undertaking, as it would take a good deal of time. But a merchant can get this done cheaply by unskilled labor, or can let a couple of his clerks do it in slack times. All they will need is a chain to measure off the distances with. Mr. Richardson left the measuring for the contractor to do.

An Exclusive Ad.

It must be remembered that the roads on which the merchant may wish to place his mile posts belong to the county in which they are located. The county council, however, are easily dealt with. It can be explained to them by the interested merchant that the signs he wishes to erect will be of an attractive nature and will be subject to their approval. In making his appeal to the county fathers he should emphasize the benefits the posts will be to the traveling public who use the roads, dwelling upon the great convenience of the signs. Once the consent of the county council has been gained the merchant has insured for himself not only the right of way for the placing of his mile stone signs but the exclusive right for doing so.

The councillors who grant a merchant the right to erect mile stones along the main roads of the county do it in consideration of the fact that it is going to be a convenience to the public and consequently they will not make their county thoroughfares look ridiculous by having more than one series of stones erected or allowing them to be erected at more than mile intervals. A case of this occurred in Guelph some years ago when a merchant thinking that Mr. Richardson had a good thing in the mile stone scheme, thought, he would erect similar signs. He would have them every half mile he thought, and between every post that read, "so many miles to G. A. Richardson's Hardware, Guelph," he thought he would put a post with "so many and a half miles to Blank's store." Of course the county council would not think of allowing it. So in this line of advertising it's the early bird that gets the worm.

Two Merchants Can Co-Operate.

In the mile post idea two merchants in different lines of business can work very well together. They can use alternate sides of the signs to very good advantage, being in different lines of business the one man's ad. does not in any way compete with the other. They each have their ad. on every mile post but on the opposite side. This is done at Guelph, where G. A. Richardson shares his mile stone signs with C. L. Nelles, stationer. There is no particular advantage to either of them over the other for they use the coming and going sides of the posts alternately. This doe not lessen but rather adds to the interest of the ad. For instance a person driving along any leading Wellington County road, casually notices a mile post to see how much further he has to go and sees the name of Nelles' book store. "That's funny," he thinks to himself, "I thought it was Richardson who had those mile posts put up," and he watches for the next one when he finds sure enough Richardson's name is there. The edges of the posts when about 2½ inches thick, as they are here, allow space for more advertising. It is in Guelph where on the edges of the mile stones are painted "Lowest prices" which relates to both merchants using the sign and can be read in connection with either of the ads., depending of course upon the way the person reading is driving.

When the two merchants go in together in this way they materially cut down the expense and yet each gets his full share of the advertising.

LACK OF PRODUCTION AGAIN.

Even with the facilities in Canada for poultry raising and egg production, this country is importing eggs from far off Russia. The first consignment of Russian eggs arrived in Montreal last week having come a distance of more than 6,000 miles. They were brought here in view of a probable shortage of the supply of Canadian eggs.

Speaking of this condition of affairs, J. A. Gunn, of Gunn, Langlois & Co., said: "Unless the farmers of this country soon realize that they are letting slip through their fingers through indifference, the local market will be lost to them. It is a disgrace to the farming community of this country that dealers should be compelled to look abroad for a sufficient supply to provide for home requirements. Our exports in eggs have dropped to almost nothing and now we have to look to foreign countries for enough to feed our own people."

GETS WHAT ALL MAY GET.

The MacLean Publishing Co.
Toronto.

Dear Sirs.—Find enclosed order for $2.00 for The Canadian Grocer as per slip enclosed.

Am very much pleased with your paper; we certainly get a lot of good ideas from it.

L. C. Bullock.

Doon, Ont., Jan. 31, 1910.

Questions from Retailers and their Answers

Grocer Declines to Replace Wilted Roses Which he Sold to a Customer Because He Claimed the Florist was to Blame—Result was He Lost a Customer—What Others Would Have Done—How to Figure Out Cost of Doing Business.

Editor Canadian Grocer,—I handle flowers in connection with my grocery business and it has been a very profitable department. Sometimes I have trouble with a customer who says the flowers I send are not fresh enough. The other day I filled an order for two dozen roses. Next morning she telephoned that seven of them had wilted two or three hours after she received them, but that the remainder were excellent. She thought I should replace the poor ones. I said I was very sorry; it was not my fault; that I got them direct from the florist. If they were off, he was to blame, and I could not replace them. She said, very well, I shall not deal further with you." What would you do?

RETAILER.

Ottawa, Feb. 11, 1910.

Answer.—Probably the best method of answering this will be to give what other grocers would have done under similar circumstances.

The reply of one was: "The fact that this lady pronounced 17 roses from the 24 as excellent, suggests that what she said about the other seven was true, and as such, she had a perfect right to complain, and expect them either to be replaced or else their cost deducted from her bill. To put the blame on the florist from whom the grocer bought them is not fair nor in good taste to the customer. She bought the roses from the grocer and had nothing whatever to do with the party he purchased them from. When she telephoned to the grocer, instead of shirking the blame and putting it on the florist, he should at once have expressed his willingness to make it right.

"If he could not have replaced them, he should have cheerfully offered to deduct them from the bill, and then get square with the florist. If he had any doubt about the lady's representation, he should have sent for them with the excuse that he had to have them to show the florist in order to get his money from him.

"It was very unwise, I think, to say that he was not to blame and could not replace them. A customer is usually worth too much to drop her on so trifling a thing."

The reply of another grocer was similar. He said: "In that case I would certainly have either replaced the seven wilted roses or allowed the customer what she paid for them, according to her desire. It makes no difference to her the origin of the roses—it's the party from whom she purchases them in whom she is interested and that is quite natural.

"Supposing a grocer sold a customer two dozen 'fresh' eggs and seven happened to be stale, that grocer when confronted with the fact would scarcely say: 'I'm sorry, but it's not my fault—you will have to deal with the jobber who sold them to me.'

"Unless he wasn't particular about losing the customer he would explain that while it wasn't his fault he would be glad to replace them.

"I would have replaced the roses in any event and would have done so more readily if I myself had picked them out for her."

Wants Cost of Doing Business.

A Hamilton, Ont., grocer in renewing his subscription, asks: "I would be pleased if you could supply the following information, viz., what is the average net retail profit and the average net cost of doing a retail business in staple groceries."

In answer to the above it may be stated that the average net profit as well as the average net cost of doing business entirely depends on circumstances and varies in different towns and cities, and it also depends on the management. One grocer makes money under conditions where another one will lose. It may, however, be stated that the net profit over and above all expenses should be at least 8 per cent. and not less than 5 per cent. This, however, can only be ascertained by each grocer, by keeping account of his daily cash sales. Some find it too much trouble to keep proper accounts, from the fact that they are trying to keep track of the cash and credit sales. To save a great deal of trouble and have just as good results in the end, the daily cash sales should include all the money that was received from goods sold and also what was taken in that day on accounts for goods that had been sold before. If this is done, it is an easy matter to know the daily cash receipts. To find out the cost of doing business, find the weekly cost of rent, light, heat, telephone, help, horse feed, delivery, etc. Suppose cash sales for a week are $400 and expenses $52, then by multiplying $52 by 100 and dividing by $400, the cost of doing business in per cent. is ascertained. This is 13 per cent., the percentage on the turnover for doing business.

To get an approximate percentage of the profit made on any goods, the following is a simple method: Take a number of your bills as you sell the goods to your customers and determine what they have cost you. If this is done, say with 3 or 4 bills for several days, you will get a fair idea of the profit you are making by finding the difference between cost and selling price. When these parts of the grocery work are properly attended to, they offer inducements for greater effort to excel from week to week, besides providing the satisfaction of knowing what you are doing.

WANT RATES ADJUSTED.

St. John, N.B., Feb. 16.—At the conference of Canadian confectionery and biscuit manufacturers held here last week a committee of representatives of Upper Canadian firms, with C. Currie, of T. S. Perrin & Co., as secretary, was appointed to interview the Federal Government, with a view to having the tariff rates adjusted, by reducing the duty on raw materials, such as are used in the manufacture of candy. The matter of freight will also be brought to the attention of the Government. At present, Canadian firms are laboring under difficulties in this respect, as the freight rates from England to Vancouver, as well as other points in the west, is 25 cents less than from Montreal to Vancouver. The conference will be arranged with the Government as soon as possible.

WHO IS A RETAILER?

In connection with the query as to who is a retailer, a jobbing grocer in New York has some pertinent remarks to make on the subject.

"While they are making all this talk about who is a consumer," he said, "I would like to ask 'Who is a retailer?'

"According to my idea the retail grocer is the man who sells to his customers direct from his store without turning the orders over to a wholesale house to furnish at prices in quantity at much less than he charges his regular trade. When a retail grocer tries to do a business greater than he can carry on in his own store and becomes a middleman as between the jobber and the consumer he becomes a broker of rather uncertain standing and certainly not a retail grocer."

TRADE NOTES.

W. A. Lavash, Sydney, C.B., has sold to D. A. McLean.

John J. Keating, grocer, Montreal, died last week. He was a native of Halifax but has been in the Canadian metropolis for some 30 years.

Edward Aver, who has been head clerk for some time in McCasland's grocery, Paris, Ont., is going on the road for Geo. Foster & Co., wholesale grocers, Brantford, Ont.

Thos. McCready & Son, Ltd., pickle and vinegar manufacturers, St. John, have been altering their already large factory and making some necessary improvements which will facilitate the transaction of their growing business. A large new 100 h.p. boiler has been put in, replacing a 35 h.p. boiler. This will be used in connection with the firm's spice and pickle business. A new private siding from the main line of the railway has been completed, too. McCready's are now using exclusively for the making of their pepper, specially built corrugated steel rolls, possibly unique in Canadian spice factories.

Some Store Interior Arrangements in Montreal

Staple Lines in One Store Placed Where They Will be Handy for Serving — The Graduation of Shelves — Circular Display Stands of the Flower Stand Type—The Use Made of Bottle Racks.

Montreal, Feb. 17.—To have a grocery store that is arranged correctly inside may seem simple to the average man who has never tried his hand at it. Let him once set to work to put his ideas on paper and the store would not be built very rapidly, unless he has made a thorough study of all the needs a grocer has.

System is the basis of all good interiors. There must be a place for everything, and that place must be properly built for the articles it is to contain.

A new idea is in use in the store of Dionne & Dionne, St. Catherine St. West, Montreal. Articles are placed near the front of the store if they are in constant demand, such as sugar, tea, and other articles which almost every customer wants. Lines, for which demand is small are used for display purposes and stocked in the sections of the store where they are not quite so handy. The call is small and there will probably be five for sugar for one of some other line.

How Shelving May be Placed.

Good shelf room is an absolute essential to the up-to-date grocer. A good system is to have shelves graduated further apart below and perhaps only eight inches apart at the top. This enables a display to be made to better advantage, particularly on the lower shelves, which are those most observed by customers. Plenty of shelf room, and a neat use of them will do wonders toward selling goods.

By some grocers, a stand, somewhat after the plan of the old circular flower pot stand, is in use. For descriptive purposes one about six feet high will do, though an eight foot stand is perhaps better for its actual use. The six foot stand consists of six circular shelves, the lowest being about four feet in diameter and the top one only a foot. The intervening shelves are graduated between the two extremes. These shelves are fastened to a central rod, sometimes being arranged to revolve. In others they are stationary. For a canned goods display they are very useful. In the case of a store with pillars, such shelving can be built around them to any height desired.

Another form used for interior display is a table for displaying fruits and vegetables. This table has its top divided into compartments, in each of which is displayed a different kind of edible. One such table observed by the writer, was constructed cheaply, yet did the work of the more expensive, made-to-order article.

Some of the empty soap boxes about the store had been covered with stout burlap, after removing one end of the box. They were then placed on a cheap table, which had likewise been covered. Having the open ends placed outward, that is away from the centre of the table, it was convenient for both customer and salesman to inspect and demonstrate goods. The two soap boxes placed end to end were just the width of the table.

Bottle racks are also in use by some of the best grocers. These are not only for the display of liquors, which in Quebec are handled in large quantities by grocers, but catsup, pickles, olive oil, and other bottled goods, which are a part of every grocer's stock. They can be made attractive, and are not at all expensive.

Speaking generally on the subject of arrangement, it is a good idea to advertise the goods which are having a slow sale. Display them well in the store. At the same time staples should be kept where salesmen can serve them readily, as they are in perpetual demand, and time of service is one of the most important things the grocer has to consider.

As a last word to the progressive retailer, systematize your store from cellar to attic, and see that your system is preserved, or improved. Never let things return to the old state, before you decided that haphazard merchandizing was not good enough for you.

An Interior View of John B. Harker's Grocery Store, Belleville, Ont.

COST OF DOING BUSINESS.

Items That Should be Considered When It is Being Figured.

The following are some suggestions on figuring costs compiled by a business man and which should be of considerable value to the retail grocer.

1. Charge interest on the net amount of your total investment at the beginning of your business year, exclusive of real estate.

2. Charge rental on all real estate or buildings owned by you and used in your business at a rate equal to that which you would receive if renting or leasing it to others.

3. Charge in addition to what you pay for hired help an amount equal to what your services would be worth to others. Also treat in like manner the services of any member of your family employed in the business, but not on your regular pay-roll.

4. Charge depreciation on all goods carried over on which you may have to make a less price because of change in style, damage or any other cause.

5. Charge depreciation on buildings, tools, fixtures or anything else suffering from age or wear and tear.

6. Charge amounts donated for subscriptions paid.

7. Charge all fixed expenses, such as taxes, insurance, water, light, fuel, etc.

8. Charge all incidental expenses such as drayage, postage, office supplies, livery or expenses of horses and wagons, telegrams and phones, advertising, canvassing, etc.

9. Charge losses of every character, including goods stolen or sent out and not charged, allowances made customers, bad debts, etc.

10. Charge collection expense.

11. Charge any other expense not enumerated above.

12. When you have ascertained what the sum of all the foregoing items amounts to prove it by your books and you will have your total expenses for the year. Then divide this figure by the total of your sales and it will show the per cent. which it has cost you to do business.

13. Take this per cent. and deduct it from the price of any article you have sold. Then subtract from the remainder what it cost you (invoice price and freight) and the result will show your net profit or loss on the article.

14. Go over the selling prices of the various articles you handle and see where you stand as to profits. Then get busy in putting your selling figures on a profitable basis, and talk it over with your competitor as well.

Some Pointers in Regard to Store Architecture

How a New Brantford Grocery Has Been Laid Out—The Value Attached to Equipment and Shelf Room—An Extensive Confectionery Department — Floor Space Enlarged Show Increase in Business.

Brantford, February 16.—A little more than five years ago, Alf Patterson commenced a small grocery store at 149 William street, the floor space being 12 by 16 feet. Here, in spite of the many handicaps coincident with such a small area, the proprietor, by catering to the residents of the North Ward and to citizens in general, increased business has necessitated a large addition to the store accommodation. The store was recently opened to the public.

The grocery department has been moved from the north to the south side, in the new addition, which brings the floor space up to 42 x 27 feet.

Fine shelving and up-to-date silent salesmen have been placed here, everything in bulk being placed in air, mouse, and dust-proof bins.

In addition to the grocery department, Alf. Patterson also conducts a retail confectionery business. In addition a soda fountain has been installed, and ice cream and sodas will be served in the summer, the verandah at the side of the store, comfortably shaded, being used as an ice cream parlor.

In addition, the proprietor has also installed a refrigerator and cold storage room and will carry a stock of fresh meats.

Some Interior Features.

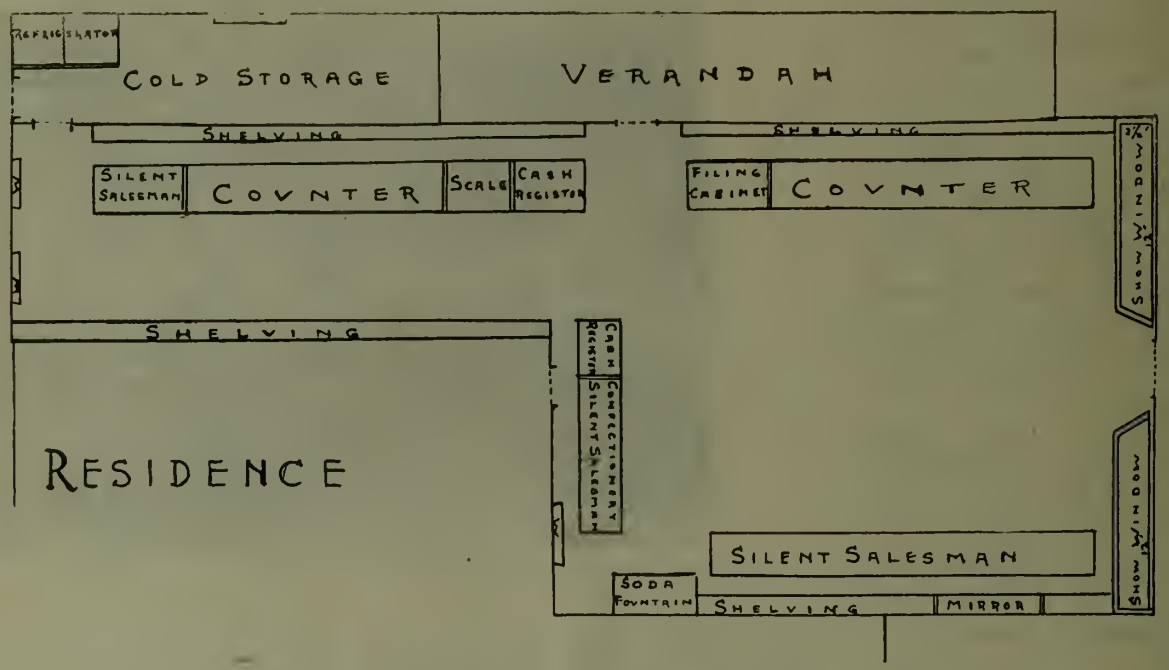
The plan of the ground floor here reproduced conveys a good idea as to how the interior is arranged. It shows that considerable attention has been paid to equipment.

Mr. Patterson has a filing cabinet, cash registers, computing scale, several silent salesmen, cold storage and a refrigerator.

The grocery section is on the right hand side and the confectionery department on the left. The store may be entered from the residence to the left, the entrance being into the confectionery section.

The verandah to the right, mentioned above is expected to be of considerable value when summer comes as a place for serving ice cream and soft drinks.

Another feature of the interior is the extensive shelving provided. This allows the display of samples of all goods to the best advantage.



Ground Floor Plan of Alf. Patterson's New Grocery Store in Brantford, Ont.

If a business man is not gaining he is losing ground, and if he is losing ground he should at once make it his business to find out why he is losing ground and to remedy the difficulty.

KNOWING HOW THE BUSINESS STANDS.

The necessity of looking sharp after profits has often been urged upon dealers. They should know exactly where they stand in their business, of the desirability of frequently taking account of stock, of knowing whether they are making or losing money, of knowing exactly whether they are making or losing on any particular article, and of the necessity, in order to carry on a successful business, of obtaining a fair, legitimate profit on everything sold.

There are dealers who know little about these things, who do not know from one year's end to another whether they are making money or losing money, and so they drag along from year to year, possibly getting a living, such as it may be, and a little more. They are, at any rate, receiving nothing, or little interest on the capital invested, and their own labor goes for nothing. There is no such thing as standing still. Either an individual or business house is going ahead or falling behind. There is no such thing as neither gaining nor losing ground. Either one or the other is being done. No man is in business for his health or for no purpose. It is not worth while to engage in business for a simple living in return. There is no incentive to ambition and no incentive to enterprise unless the outlook is for better things and improvement in financial conditions, and for, perhaps, ultimate independence and financial ease.

FOR WINDOW CARDS.

We can't and won't supply the quality called "muck."

If you find what you want here, it's right, and the price is right.

"Left overs" find no lodgment on our shelves.

We do not give offensive advice, nor any advice that is not asked for.

Our stock is up-to-date. That which wasn't was sold a year ago.

Concerning the Retail Salesman and His Work

Treatment of Clerks in the General Country Store—Application to Duties and Qualities They Require — Writer Believes Employer Should Know How Evenings are Spent.

By F. C. Williams.

The writer has studied the question of selecting clerks for several years with much interest and profit—perhaps because he himself commenced mercantile life in a general country store, on a salary of seventy-five dollars per year and board, and also because he feels that every clerk should have in mind from the first of his commercial career, the time when he himself will be owner of a like business.

A clerk engaging himself in the most important line of merchandising — the distributing of everyday supplies to the nation—enters upon a profession of no mean importance requiring as it does executive ability, breadth of view, and stern business sagacity.

A young man entering upon his profession, usually imitates those about him. He notes the neatness, methodical and precision of his employer with emulation.

Ruskin says: "When men are rightly employed their amusement grows out of their work." A clerk in his right place will not watch the clock, his duties will be pleasant rather than irksome.

The first thing for a clerk to realize is that every moment of the time between regular opening and closing hours belongs to the business, and should be used to the best interests of that business. No proprietor will object to a clerk's relaxing for a few minutes occasionally but a clerk is unfortunate indeed, if his employed permits or encourages his fooling away time.

Always Work to be Done.

I call to mind a very good saying of a traveler, a friend of mine in the days of apprenticeship, which I have never forgotten—"A person can find work to do every moment of his time in a general store if he is looking for it." And I have found this a truism. Habits of carelessness are costly, incurable, and contagious. Wasted time is the bane of many a life. It is this more than anything else, that cuts short preparatory education. Time trifled away, idled away, fooled away is what deprives many a life of success. This is a point of vast importance.

The love of fun and frolic, a craving for society, passion for good times overcomes many a young man of good abilities and intentions.

Havelock joined the army at 28, and for thirty-four years worked and waited for his opportunity, conscious of his power and fretting as a subaltern. But during all these years he was fitting himself to lead that marvellous march to Lucknow.

"I have been watching the careers of young men by the thousand in the busy city of New York for over thirty years," says Dr. Cuyler, "and I find that the chief difference between the successful and the failures lies in the single element of magnanimous powers." Permanent success is more oftener won by holding on than by a sudden dash, however brilliant it may be.

The easily discouraged who are pushed back by a straw are all the time dropping to the rear. They who understand and practice Abraham Lincoln's homely maxim of "pegging away," have achieved the best success.

Courtesy is Necessary.

A clerk should remember that courtesy must be accorded customers. That method, neatness punctuality, and politeness are requisites that must be given prominence, to warrant success. He should pursue his duties from a sense of pleasure, rather than from a purely sense of duty.

It pays to be patient, if it is tempered with prudence. The slowest plodder will sometimes develop into the brightest career.

Faults overlooked, I consider, is a serious mistake, for carelessness soon becomes a habit, and consequently a serious loss to any business.

I believe in treating clerks as I would wish myself treated—accorded as it were a "square deal."

Mercantile life to-day requires a constant intellectual growth. It is that which deepens and broadens, and makes a fellow greater than his calling.

As long as an employee performs his duties in the store satisfactorily, some one has said that it need be of no concern of his employer how the evenings and nights are spent. I believe the employer has a right to know how and where the evenings are spent. Personally, I would not engage or keep any help whose actions out of business hours were in any way questionable. I believe if the high standard of citizenship is always maintained in the store, that employes, as well as employer will catch the spirit of true success.

CERTIFIED GROCERS.

"Many of our readers who have the best interest of the individual grocer at heart will endorse the hope which was expressed by the President of the Liverpool Grocers' Association at its meeting on Tuesday, that the day is not far distant when the men who have charge of the food of the people will be 'duly certified grocers with a technical knowledge of the article they supply.' The object of the Institute of Certified Grocers is in that direction, and any movement which aims at raising the standard of efficiency among food distributors, especially among grocers and provision dealers, is worthy of sympathetic consideration and support. Modern trading conditions call for a high level of efficiency if the single-shop grocer is to hold his own against his gigantic many-branch competitors; the incompetent man is doomed to failure sooner or later."—London Grocer.

GETTING NEW BUSINESS.

Have you ever made an attempt to get someone else's customers?

It is well worth the attempt if you do it honorably, but the first rule of the game is to so hold your own customers that someone else won't get them from you. This is a practical art and can be accomplished in the right way. This way is to give satisfactory goods at satisfactory prices and to keep in touch with them at all times. To get the other fellow's customers the following rules must be lived up to:

Don't misrepresent him and his lines to the visitor who enters your own store, for the boomerang often hits him who sends it forth.

Don't let him get ahead of you with service, so that the customer desired goes where the greater attraction pulls him.

The customers of someone else are not hide-bound to him if you give them better values and better treatment.

Don't let your customers run to your competitor's sales for lack of something to buy at your own store.

NEW KIND OF SHOP-LIFTER.

A grocer in Portland, Me., U.S.A., was systematically robbed by a woman customer, and it took him only a short time to find out how she did it. This woman had a habit, not of taking small eatables as samples, but taking mere slips of paper. When her charge ticket was made out and the duplicate slip given her with her goods she waited until the clerk's back was turned and stole the copy—the grocer's only record of the sale.

Her monthly accounts looked small to the grocer. He kept his eye on this particular patron and his eyes were opened. The spindle whereon these slips were kept was rightly transferred to behind a screen and the customer's account was suddenly transferred several blocks down the street.

Fifty winterport steamers, which made returns at the customs house, St, John, N.B., up to Saturday, took away cargoes valued at $11,335,832. Included in the cargoes was 3,860,495 bushels of grain, 442,755 bags of flour, 43,729 boxes of cheese, and 3,436 head of cattle.

H. N. Cowan, of the Cowan Co., Toronto, left on Thursday for a two or three months' business and pleasure trip to the Old Country. Before returning he will visit England, France, Germany and other European countries.

An Interior View of the Grocery Store of R. Higgins & Son, Yonge St., Toronto.

Practical Methods Used in Retail Grocery Stores

A Merchant Doing Business on a Two Week Payment Plan — Experience of a Halifax Grocer in Selling Cough Medicine—Poetry Used in the Advertising—An Opinion on the Assesscent Act—Regina Grocer's Experience With a Lawyer.

On a Two Week Payment Plan.

Magog, Que., Feb. 16.—Starting six years ago with a small capital, Henry Chamberlain of this town has worked up a successful grocery business with the best class of town trade. He gives The Canadian Grocer credit for many useful hints in developing and carrying on his business; the evening it comes in, the daily papers are laid aside until it is thoroughly gone over. He conducts his business on a 2-week payment plan, which he finds more satisfactory than it would be to collect on delivering the many orders that come in by phone. Last year his store was moved from a corner on the main street to a short distance up across the side street. He arranged with the telephone company for a long wire and continued business in the store while it was being moved.

Customers Buy the Best.

Halifax, N.S., Feb. 16.—There is a grocer here who carries cough syrup at three prices, 35, 25 and 18 cents, respectively. When a customer comes in and asks for cough syrup, the grocer pulls down a bottle of each kind and places them side by side before the customer, saying as he places his hand on the top of each bottle:

"This one is 18, this one 25, and this one 35."

Almost invariably the customer says: "I will take the 35-cent kind."

This is a pointer for grocers who sell cough medicines. The same idea may work with some other goods. The very fact that the price of the 35-cent kind is higher, creates a demand in the eyes of the customer. Of course, the profit is in the higher-priced kinds.

Poetry and Advertising.

Chatham, Ont., Feb. 16.—Poetry as an aid to advertising is rarely employed, and when it is, it frequently degenerates into limping doggerel. J. H. Kadwell, who since coming out from England a year or more ago has conducted a successful grocery on Grand Ave., the other day used his two inch space in the local papers to lure the cigar trade with the following verse of a better type:

A cigar is good to aid digestion,
A cigar is good to chase dejection.
It brightens wit and adds a joke
And makes your troubles fly like smoke.

The advertiser appropriately adds: "Get your cigars at J. H. Kadwell, Grand Ave., opposite Thames. Phone 602K."

Assessment Act a Stumbling Block.

Orillia, Ont., Feb. 16.—In reference to the Assessment Act on which a number of views were recently given in The Grocer, Thos. Mulcahy, merchant, says: "It occurs to me that to tax the building and not the land is to place a stumbling block in the way of improvement and advancement, and that the present business tax discriminates in favor of the owner of a large and valuable stock of goods in a mediocre or poor premises as against the owner of equally valuable stock in premises of much greater value."

How Grocer Lost Three Dollars.

Regina, Alta., Feb. 16.—A local merchant has a good story to tell of how he considered he was 'taken in' a short time ago by a lawyer. One of his customers came to him and wanted to obtain a number of live geese. He pointed out that they would have to be brought in from the country and the extra freight and trouble would make them expensive. Expense, however, was of no consideration to him so the geese were secured

at his special request. When they arrived they were taken to his residence. He was not at home but called into the store that evening to pay for them.

The geese cost the merchant exactly $9.50 and he asked the customer $10 in order to have a small sum for his trouble. The mention of that sum, however, seemed to startle the purchaser of the geese. He wouldn't pay it—it was outrageous, he said, and finally wound up by offering eight dollars and 'not a cent more,' and walked out of the store in a rage.

A few minutes after a lawyer came in and noticing the merchant in none too good a humor made some enquiries and discovered the cause of the trouble.

"Will you give me that account?" he asked, "I'll make him pay it if he is worth it."

He got the account. In a few days he called at the store again with a broad smile on his face. He notified the merchant that he had been successful in bringing the man to terms and laid down a five dollar bill on the counter.

"Five dollars only," exclaimed the merchant in surprise. "Why the account was $10—where's the rest?"

"Oh, that's for my trouble," he said.

The merchant was offered $8 by the customer; he got $5 and lost the customer into the bargain.

Have Adopted Cash Systems.

Granby, Que., Feb. 16.—Monty Bros., after due consideration and being convinced that it was the proper way to conduct business, especially a grocery business in connection with which there are so many small sales, decided some time ago to establish the cash system. They prepared a circular and had it delivered personally to every woman in charge of a home in the town and surrounding country, advising that from Monday —— they would sell only for cash. The circulars, they consider, were very effective. They launched the cash system in a manner which brought no disagreement with customers about credit.

On Sept. 1st, 1909, J. R. Horner also adopted the cash system. In speaking about it he said: "Years ago the way farmers realized from their farms made credit necessary, but now they receive cash for their maple sugar, syrup, eggs, etc., and monthly for their milk that goes to the factories; there is now no necessity for credit." The adoption of the cash business relieved him, he says, of much work and worry in connection with bookkeeping and collections.

WHY QUALITY WAS POOR.

Another Communication on the Question of Importation of Currants.

The Canadian Grocer has received the following letter from London, Eng., on the question of the importation of currants of good and poor quality:

Editor Canadian Grocer,—"We have read with considerable interest the letter of 'Subscriber' in your issue of the 21st Jan., and can fully endorse the remarks of their correspondent that if Canadian dealers get poor quality of currants they should blame themselves. During the early part of last year our senior conversed with many Canadian dealers in the large cities on the subject of dried fruits, and it was made abundantly clear that business was in many cases done direct with shippers quite unknown in the trade. Later in the year we made offers of currants to Canada, and in every instance we were informed that competitors were much cheaper. After many offers had been turned down, we made a special offer of a parcel of Filiatra currants at cost price, which, if the business had gone through, would have left us with a loss after paying certain charges—but it was turned down with the remark that competitors were offering cheaper.

"After this we came to the conclusion that it was useless wasting money on cables offering dried fruit.

"While in Canada, our senior was shown fruit purchased as 'Filiatra,' 'Amalias' and 'Vestizza' fruit—but the less said about it the better. In one instance he was shown a purchase that was absolutely worthless—such a purchase is dear at any price—even if made 1s. below ruling prices. Surely for the sake of 3d. or 6d. per cwt. it would pay the Canadian dealers to purchase from well known firms, who at least have a reputation to keep up, and then if by any chance there should be a slight difference in delivery, they would be able to recover. It would pay the dealers to regard that extra threepence as an insurance."

Suggestions for Arranging a "Castle" Seed Window Display for the Spring Season.

The Canadian Grocer

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - PRESIDENT

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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PUBLISHED EVERY FRIDAY

HOW TO MAKE MORE MONEY.

In these days of keen competition, smaller profits on individual sales and increased cost of doing business and of living, merchants and manufacturers must increase their sales. This is absolutely necessary if they want to grow and keep up with the times, to build up and extend their business, to dress, to live and to raise and educate their families in accordance with the station in which they are living.

There is only one way in which their sales can be increased—to increase the buying power of their customers. The great majority of the customers of the merchants and manufacturers of Canada get their money directly or indirectly from farming and manufacturing. Therefore it is necessary for us to combine to increase the buying power of the farmers and factory hands—to provide more money for them to spend. The farmers, however, are the most important class because on them also depend the manufacturers. The farmers of Canada are steadily increasing their revenues owing to the higher prices for most products, but they are not increasing the production of their farms to anything like the extent they should.

At the annual meeting of the Western Ontario Dairymen's Association recently it was stated that "what was hampering the dairy farmer was lack of good cows, lack of information and lack of incentive and inspiration."

If the farmer were supplied with better cows, better information and the necessary inspiration, within five years every retailer in Ontario could double his sales and therefore his profits. In fact, his profits ought to more than double. His rent, heat, light, clerks, need not cost any more than now. The farmer is careful in his buying and is often more economical than we think he should be, but we are all the better for the moral influence he thus wields. As his income increases he is a generous spender — the most prolific spender of money with the retail merchants of any class in the community. Therefore it is very much to our interest as business men to help the farmer to make more money. It is very easy. The assistance the farmer needs must come from the Government. In nearly all the provinces of Canada now the governments have in their employ most valuable farming experts, but everywhere they are hampered by indifference of governments and by lack of funds.

Merchants should get after their members of Parliament and tell them they must insist on more money being spent to assist farmers to make more money. What is hampering the development in Ontario to-day is, as the speaker at St. Thomas pointed out, the neglect of the Ontario Government. It is for the business men as well as the farmers to ask the government what they are going to do about it.

TREATMENT OF CUSTOMERS.

A great deal is heard from time to time about the ingratitude or lack of gratitude on the part of customers. The question arises why shouldn't customers feel ungrateful if they do not get the goods and service paid for?

The customer goes to a store, purchases goods, pays for them. He pays the price asked and he has a right to expect good, straight goods, the full value of his money, and courteous, prompt and careful attention. This he is entitled to and he owes no gratitude therefor. There is no reason why a customer should feel grateful because he is waited upon and because he is treated courteously instead of with discourtesy, because the clerk is polite instead of insolent, and because the grocer is affable instead of crabbed.

On the other hand, the grocer, has a little more reason for being grateful. He is absolutely dependent upon the public for the support of his business and of himself, while the public is not dependent upon any one dealer; so that the grocer is rather under a compliment to one who patronizes him for their selection of his store as a place to purchase family supplies.

There is an inclination in some retail stores to treat customers with more or less condescension, with an air of having done them a great favor by selling them goods. The safest, the most logical and the most agreeable attitude to assume is the perfectly natural one that all are dependent and equally so, and it is not best to go too far into an analysis as to the extent of such dependence. In a broad sense, all classes and all businesses are interdependent and their existence is necessary to one another.

WHY WAS REQUEST DECLINED?

Towards the end of January a letter was sent out to various publications offering free of charge copies in the form of a supplement of the inaugural address of the Hon. Clifford Sifton, chairman of the Commission of Conservation, on the conservation of our natural resources and more especially that of our forests.

But the secretary, upon application to the Post Office Department for free transmission through the mails, was informed that the regulations forbade its distribution. He was therefore compelled to withdraw the offer.

This appears to be a matter deserving of an investigation by the government. The Commission of Conservation has a national object in view, the development of which will be in the interests of the Canadian people as a whole. Its great object is to prevent waste of our resources and as such, one would think, deserves especial consideration.

A government exists primarily for the benefit of the people and the rejection of a request for the free use of the mails for the distribution of such important free literature is entirely out of place.

An investigation as to the cause of the rejection ought certainly to throw considerable light on the matter.

RECOMMENDED THE BUTTER.

The merchant who gives such a service that his customers will recommend his store to others is following along proper lines. A retailer reports that not long ago he overheard a conversation between two women on a street car which made him feel quite happy.

He was sitting in such a position that neither saw him and neither knew he was there. The car finally passed his store when one of the women asked: "Do you deal at —— ?" pointing to his store through the car window. The other replied that she didn't.

"I do," said the first speaker, "and

that's where you get the best butter in the town."

This shows that the scientific grocer should always consider his own store and methods of doing business from the standpoint of his customers. Because that retailer had a reputation for good butter his store was given considerable free advertising. He knew positively of one instance and had every reason to believe that it was recommended frequently in like manner.

His butter service had undoubtedly gained for him new business.

AGRICULTURAL NEGLECT.

It is clear from the comparisons of prices which have been shown in The Canadian Grocer that the present high cost of living has been almost entirely due to lack of production on the farm.

C. C. James, Deputy Minister of Agriculture for Ontario, and a man closely in touch with the conditions of the farmer stated as much in a recent address when he told of the great influx of people from the country districts to the towns and cities. At the present time there are 62,000 persons less on the farm than there were 10 years ago, while the populations of the towns and cities have increased by more than 350,000.

A natural result of this is a decrease in production and therefore higher prices not only to the consumer but to the wholesaler and retailer as well—so far as the farm products are concerned.

That the farm is being neglected is shown by the figures quoted by Mr. James and until production is greatly increased prices will continue to be high.

MONEY IN A RETAIL BUSINESS.

One frequently hears it remarked by retail grocers that there is no money to be made these days in the grocery business — that is, anything which will amount to a competency.

The exceptions to this, however, prove that it is possible to make money. The case of a certain wholesaler who made his money in the retail grocery business with which to embark in the wholesale trade, is a case in point.

It means there is money to be made in the retail grocery business, and it means that the chances of success in the business are as good now if not better than ever before. The whole truth of the matter is that if industry, thrift, good business judgment and management are used, if the same ability is employed with the same good judgment as in other lines of business, the grocery business offers as good opportunities, as good chances in every way to build up a successful business as anything.

To-day the chief requisite is to get all the profit possible, all the rebates and discounts that are allowed, and to rigidly keep down expenses. The trouble with the average retail grocer to-day who complains that there is no money in the business is that he does not do business on business principles, conducts it in a haphazard way and stumbles along in the dark. He has no system, and he does not know at any time of the year whether he is making or losing money.

When a retail grocer makes the statement that there is no money in the grocery business he should ask himself what is the reason, and then proceed to analyze his own methods and affairs and apply the remedy. If he is a business man he can and will do this.

GATHERING KNOWLEDGE.

The salesman who is entering a store has an opportunity to learn the business before he assumes the responsibilities. It is a chance that many a merchant may well envy him. Many merchants had no opportunity to learn, save in the hard and crippling classes of experience.

And yet the case is not hopeless for the merchant himself. He has a chance to learn a great deal every day. In spite of the fact that his time is pretty well absorbed in the details of his work day by day, he can gather knowledge each twenty-four hours, acquire information and become a better merchant all the time.

A good many do not do it, however. They look upon business much as the high school graduate does. The season of study is over, and now the harvest is to be reaped. It may be a good harvest or it may be a pretty poor one, but the time for learning is past.

The graduate may learn that the time of learning never passes away, and so may the merchant. That time is always present. There are merchants to-day who plug along, doing pretty well, who are woefully ignorant of some of the rudiments of store economy. It is not too late for them to acquire these, and shame should never hold them back. It is not a matter of shame to be ignorant, but it is to remain ignorant, and the critical moment will arrive some time when it will be uncovered.

CLEANING THE COUNTERS.

When an apprentice is employed, one of the first things a grocer should do, is to teach him to keep the counter clean. He should not merely be taught to dust and polish it early in the morning, but to constantly keep an eye on every speck of dirt and dust that may arise during the day.

It should be clean and clear of obstructions ; parcels should not accumulate, and goods laid out for display ought to be removed quickly. Almost at the moment a customer leaves the counter, it should be clean and bright, ready for the next buyer.

One of the rules prevailing in some grocery establishments is that the assistant should clear away goods shown before the customer leaves, oftentimes keeping a client waiting while he attempts the double duty of packing a parcel and clearing the counter. This method may be carried to an extreme, for it is obvious that any delay in completing the work of serving a customer causes annoyance.

Counters, however, should be cleared as quickly as possible. Further, the modern practice of using too much of the counter space for the display of goods, curtailing the space for serving, is to be deprecated. It is quite possible to have a number of sundry articles ready to hand to show customers, to tempt them to buy if possible, without obstructing the counter by superfluous litter. This tendency to crowd too many articles on the counter requires checking.

NOTES OF A PHILOSOPHER.

Don't waste valuable moments on details that a subordinate can handle.

Don't shake hands with a man as if it hurt you.

Don't wait for fortune to smile on you. Fortune doesn't smile all the time. When she does, she usually favors those who hustle, not those who wait.

Don't show yourself too anxious to get an order. The customer will see it in your manner, and he will make the bargain, not you.

Don't allow your clerks to smoke while on duty.

Don't work all the time. Remember, even machinery needs rest.

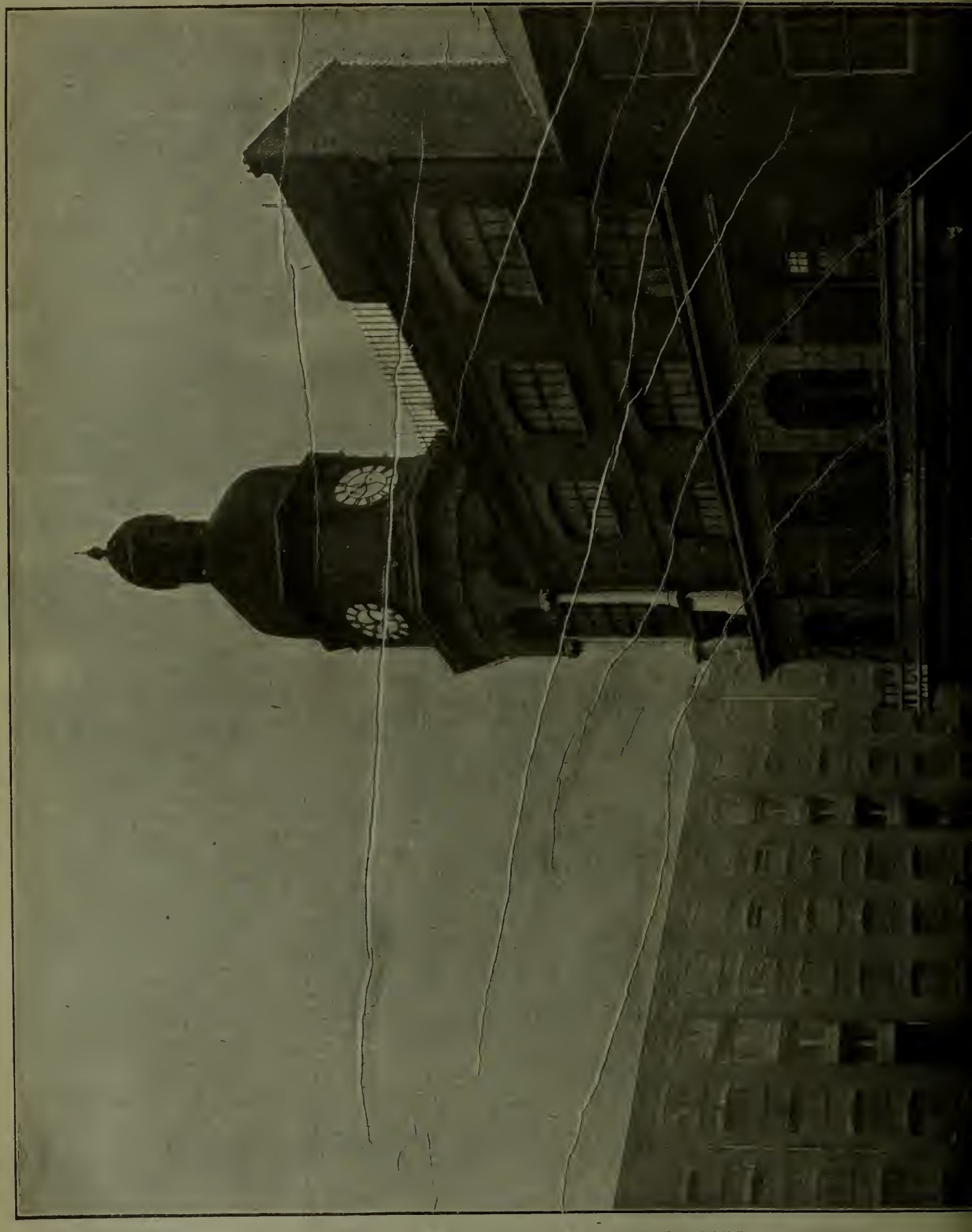
Don't show many different kinds of goods at once.

Don't be satisfied with customers you have without attempting to get more. The successful man uses follow-up letters and other means to accomplish this purpose.

Don't be satisfied until you bring everything to a complete finish.

Great is suggestion! Instead of suggesting laziness to a clerk by accusing him of it, suggest energy and you will in time develop the quality you suggest.

What is successful salesmanship? Why, that which makes the customer want to come back to the store again.



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Write for price lists to either of the following agents :—

Edgar J. Franklin
c/o The Montreal Star, Montreal

Herbert J. Cave
413 Hastings St., Vancouver, B.C.

The Markets—Strong Sugar Market Again Prevails

Increasing Demand for Raws—Bean Prices Still Firm With no Indications to Lower Prices—Little Sale for Evaporated Apples—Grocery Market Somewhat Dull During the Week.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Scarcity of Japan tea.
Advance in French walnuts of 3c.
Peanuts still advancing.

Montreal, February 17, 1910.

Trade generally is good notwithstanding Lent, and wholesale jobbers report that plenty of orders are coming in by mail, even shortly after travelers have visited certain territories. This shows that people have money and are living well, even if they do not eat meat except on the days on which it is allowed.

Sugar—The market is slightly weaker and the demand keeps steady for small lots. No changes in quotations have occurred.

Granulated, bags	4 80
" 20-lb. bags	4 90
" Imperial	4 55
" Beaver	4 55
Paris lump, boxes, 100 lbs.	5 60
" " " 50 lbs.	5 70
" " " 25 lbs.	5 90
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 50
" " 100 lb. boxes	5 60
" " 50 lb. "	5 70
" " 25 lb. "	5 90
" " 5 lb. cartons, each	0 37½
Extra ground, bbls.	5 25
" " 50-lb. boxes	5 45
" " 25-lb. boxes	5 65
Powdered, bbls.	5 05
" 50-lb. boxes	5 25
Phoenix	4 80
Bright coffee	4 75
No. 3 yellow	4 65
No. 2 "	4 55
No. 1 " bags	4 40

Bbls. granulated and yellow may be had at 5c. above bag prices.

Syrup and Molasses—For molasses the demand is only fair in small lots and for syrups the demand is excellent and the statistical market is very strong.

Fancy Barbadoes molasses, puncheons	0 40	0 42
" " " barrels	0 43	0 45
" " " half-barrels	0 45	0 47
Choice Barbadoes molasses, puncheons	0 38	0 41
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45½
New Orleans	0 27	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls	....	0 03¾
" ½-bbls.	....	0 03¾
" ¼-bbls.	....	0 03¾
" 38½-lb. pails	....	1 80
" 25-lb. palls	....	1 30
Cases, 2-lb. tins, 2 doz. per case	....	2 50
" 5-lb. " 1 doz. "	....	2 85
" 10-lb. " ½ doz. "	....	2 75
" 20-lb. " ¼ doz. "	....	2 70

Tea—The market continues firm with a steady demand for low-grade China greens. The stocks are running low in these China greens and buyers will be governed accordingly. There seems to be a scarcity of cheap Japan tea on the market, with a fair demand well distributed in all lines. No change in prices.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 27	0 30
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Coffee—Coffee seems one of the steadiest lines in the grocery market, and the demand is steadily increasing in the Province of Quebec. In fact, it was stated by a well-known jobber that the sales of coffee had greatly increased in country districts latterly. There is every indication of a firm market.

Mocha	0 18½	0 25	Santos	0 14	0 17
Rio, No. 7	0 10	0 12	Maracaibo	0 15	0 18

Spices—The market is firm in all lines with a normal demand. No change in prices.

	Per lb.			Per lb.	
Allspice	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20
" ground	0 15	0 19	Mace	....	0 75
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 22
Cream of tartar	0 23	0 32	" white	0 22	0 29

Dried Fruits—The market is slow and disappointing with the exception of Valencias, which though slightly firmer are much under the satisfactory level. There is every tendency towards weakness.

Currants, fine filiatras, per lb., not cleaned	....	0 05¾
" " " cleaned	....	0 06½
" Patras, per lb.	0 07½	0 08
" Vostizzas, per lb.	0 08	0 09
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
Old seeded raisins	....	0 06
California, choice seeded, 1-lb. pkgs	....	0 07
" fancy seeded, 1-lb. pkgs	....	0 09
" loose muscatels, 3-crown, per lb	0 07½	0 08
" " 4-crown, per lb	0 08½	0 09
" sultana, per lb.	0 07½	0 10
Valencia, fine off stalk, per lb	....	0 05
" select, per lb.	....	0 06¾
" 4-crown layers, per lb	....	0 06¾

Nuts—Peanuts are still the feature, there being a firm market and a good demand. Prices are excellent and on the advance. The French treaty has occasioned a small change in the price of Bordeaux walnuts. The original cost has increased 1 1-3 cents, and the price quoted is from 28 to 30 cents. There is a great scarcity of these walnuts and those who are fortunate enough to have a supply can make a little money readily.

In shell—		
Filberts, Sicily, per lb.	....	0 13
" Barcelona, per lb.	....	0 10½
Tarragona Almonds, per lb.	0 12	0 13
Walnuts, Grenobles, per lb.	0 12½	0 14
" Marbots, per lb.	....	0 12½
" Cornes, per lb.	....	0 11½
Shelled—		
Almonds, 4-crown selected, per lb.	0 32½	0 35
" 3-crown " "	0 31½	0 33
" 2-crown " "	....	0 30
" (in bags), standards, per lb.	0 26	0 27
Cashews	0 15	0 17
Peanuts—		
Spanish, No. 1	....	0 12
Virginia, No. 1	0 13	0 15
Pecans, per lb.	....	0 65
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux halves	0 28	0 30
Brokens	0 23	0 27

Evaporated Apples—The demand for these lines is small and the market is declining and disappointing. The idea seems to be that when times are good the consumer does not care very much about evaporated apples, but will buy more expensive lines.

Evaporated apples, prime	0 08	0 08½

Beans and Peas—There is a normal demand, but little doing in these lines. Prices are firmly held by beans. No change in prices.

Ontario prime pea beans, bushel	....	2 25
Peas, boiling, bag	....	2 50

Rice and Tapioca—A slight stimulation has taken place in the demand owing to Lent no doubt, but it is principally for small lots.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 85
" " pockets, 25 pounds	2 95
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½ 0 04½

CANNED GOODS

MONTREAL—Lent has stimulated the demand for various lines. This includes canned vegetables of all descriptions for which there is an excellent demand with an upward tendency in prices. The market is very firm. Canned fruits have improved in demand to some extent and there is much room for betterment. Canned fish naturally are affected by Lent and the demand is increased being almost evenly distributed. The observation of Lent in Quebec province is very rigid and it is a natural sequence that better trade all around in canned goods outside of meat should take place.

Peas, standard, dozen	....	$1 05
Peas, early June, dozen	1 07½	1 10
Peas, sweet wrinkled, dozen	1 10	1 12½
Peas, extra sifted, dozen	1 52½	1 60
Peas, gallons	3 87½	3 92½
Beans, dozen	....	0 85
Corn, dozen	0 80	0 82½
Tomatoes, dozen (Ontario and Quebec)	0 82½	0 90
Strawberries, dozen	1 37½	1 40
Raspberries, 2's, dozen	....	1 75
Peaches, 2's, dozen	....	1 65
Peaches, 3's, dozen	....	2 65
Pears, 2's, dozen	....	1 60
Pears, 3's, dozen	....	2 30
Plums, Greengage, dozen	1 50	1 55
Pluots, Lombard dozen	0 95	1 00
Lawtonberries, 2's, dozen	....	1 60
Clover Leaf and Horseshoe brands salmon—		
1-lb talls, per dozen	....	1 87½
½-lb. flats, per dozen	....	1 30
1-lb. flats, per dozen	....	2 02½
Other salmon—		
Humpbacks, dozen	0 95	1 00
Cohoes, dozen	1 35	1 40
Red Spring, dozen	1 60	1 65
Red Sockeye, dozen	1 85	2 00

Compressed corned beef, 1s	1 50	Minced collops, 2s	2 50
Compressed corned beef, 2s	2 70	Corned beef hash, 1s	1 60
English brawn, 2s	3 00	Corned beef hash, 2s	2 80
Boneless pigs' feet, 2s	3 00	Jellied hocks, 2s	3 50
Ready lunch veal loaf ½s	1 20	Jellied hocks, 6s	10 00
Ready lunch veal loaf 1s	2 35	Paragon ox tongue, 1½s	7 50
Roast beef, 1s	1 50	Paragon ox tongue, 2½s	8 50
Roast beef, 2s	2 70	Paragon ox tongue, 2½s	9 50
Stewed ox tail, 1s	1 60	Paragon lunch tongue 1s	4 00
Stewed kidney, 1s	1 50	Tongue lunch, 1s	3 00
Stewed kidney, 2s	2 65	Sliced smoked beef, ½s	1 60
Minced collops, 1s	1 40	Sliced smoked beef, 1s	2 60

TORONTO—The demand for canned goods is active and some factories are completely sold out of some lines, among which are beans, and beets in 2-lb. tins. Peas are all sold as well as spinach in 3-lb. tins, gallon apples, red pitted cherries in 2 lbs. and Flemish beauty pears in 2 lbs., egg plums are also gone; greengage plums in 2 and 2½ lbs.; black raspberries in 2 lbs. and 1 gal.; red raspberries in gals.; rhubard in 3 lbs. and 1 gal. All canned goods are considered safe stock to hold.

Beans	0 85	0 90	Red pitted cherries, 2's		1 75
Corn	0 80	0 85	Gallon apples	2 45	2 75
Peas	1 10	1 60	Bartlett pears—		
Pumpkins	0 80	0 85	Heavy syrups, 2's		1 65
Tomatoes, 3's	0 80	0 85	Light " 2's		1 15
Strawberries, 2's	1 40	1 50	Heavy " 3's		2 40
Raspberries, 2's	1 60	1 67½	Light " 3's		1 70
Peaches, 2's		1 65	Lombard plums, 2's	0 80	0 85
" 3's		2 65			
Lawtonberries		1 65			

Clover Leaf and Horseshoe brands salmon:

1-lb. talls, dozen		1 90	Red Spring, doz.	1 55	1 65
½-lb. flats, dozen		1 25	Red Sockeye, dz.	1 65	1 70
1-lb. flats, dozen		2 12½	Lobsters, halves, per dozen	1 85	2 20
Other salmon prices are:					
Humpbacks, doz	0 95	1 00	Lobsters, quarters, per dozen		1 40
Cohoes, per doz.	1 45	1 50			

ONTARIO MARKETS

POINTERS—

Sugar—Strong market.

Dried Fruits—Good demand.

Beans—Prices still firm.

Evaporated Apples—A quiet market.

Toronto, February 17, 1910.

The wholesale trade is experiencing more than the usual February dullness. The complaint is pretty general that trade is not what was expected. Perhaps the expectations, in consequence of the great crop were placed too high, which causes some disappointment. One jobber says that nothing was rushing but the expenses. He did not look as if he meant it, but he did say very emphatically that business was dull.

Sugar—The sugar market is strong. Raw sugar is especially active with large sales in New York. The demand for refined in Canada is also increasing, with prospects for a large turn over. Prices of refined sugars, however, are not changed.

St. Lawrence "Crystal Diamonds," barrels	5 60
" " " ½ barrels	5 70
" " " 100 lb. boxes	5 80
" " " 50 lb. boxes	5 90
" " " 25 lb. boxes	6 10
" " " cases, 20-5 boxes	6 65
" " Dominos, cases, 20-5 boxes	7 65
Paris lumps, in 100-lb. boxes	5 90
" in 50-lb. "	5 80
" in 25-lb. "	6 10
Red Seal	0 55
St. Lawrence granulated, barrels	4 95
Beaver granulated, bags only	4 65
Redpath extra granulated	4 95
Imperial granulated	4 65
Acadia granulated (bags and barrels)	4 85
Wallaceburg	4 85
St. Lawrence golden, bbls	4 55
Bright coffee	4 85
No. 3 yellow	4 70
No. 2 "	4 60
No. 1 "	4 50

Granulated and yellow, 100-lb. bags 5c. less than bbls.

Syrup and Molasses—The large percentage of these goods are sold in tins, the prices of which are fixed and therefore prices remain steady. The demand is not what it should be, say the dealers.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz. in case	2 50	Gallons, 6 to case	4 80
		½ " 12 "	5 40
5 lb. tins, 2 doz. in case	2 85	Quarts, 24 "	5 40
		Pints, 24 "	3 00
10 lb. tins, ½ doz. in case	2 75	Molasses—	
		New Orleans, medium	0 31 0 33
20 lb. tins, ½ doz. in case	2 70	New Orleans,	

Barrels, per lb	0 03¾	bbls	0 29 0 31
Half barrels, lb.	0 03¾	Barbadoes, extra fancy	0 45
Quarter " "	0 03¾	Porto Rico	0 45 0 62
Pails, 38½ lbs. ea.	1 80	Muscovada	0 30
" 25 " "	1 30		

Tea—The tea market is probably settled for some time, and therefore changes are not looked for.

Coffee—The coffee trade is quiet with nothing startling in sight.

Rio, roasted	0 12 0 13	Mocha, roasted	0 25 0 28
Santos, roasted	0 15 0 17	Java, roasted	0 27 0 30
Maricaibo, "	0 16 0 18	Rio green	0 08 0 09

SPICES—There is little doing in spices and prices are not much considered.

Peppers, black	0 15 0 18	Cloves, whole	0 25 0 35
" whlte	0 22 0 25	Cream of tartar	0 22 0 26
" whole, black	0 16	Allspice	0 14 0 16
		" whole	0 14 0 16
Peppers, whole, white	0 23	Mace, ground	0 75 0 80
Ginger	0 18 0 25	Mixed pickling spices, whole	0 15 0 16
Cinnamon	0 5 0 40	Cassia, whole	0 20 0 25
Nutmeg	0 20 0 30	Celery seed	0 24

Dried Fruit—There is a good demand for all kinds of dried fruit, yet prices remain at the same old point. Some lines, especially Valencia raisins are scarce, but still sell without an advance.

	Per lb.
Prunes—	
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 10
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06

Same fruit in 50-lb. boxes ¼ cent less.

Apricots—			
Standard	0 15		
Choice, 25 lb boxes	0 15		
Fancy, " "	0 17		
Candied and Drained Peels—			
Lemon	0 09 0 11	Citron	14 17
Orange	0 11½ 0 12½		
Figs—			
Elemes, per lb	0 08 0 10		
Tapnets, "	0 03½ 0 04		
Bag figs	0 03½ 0 04		
Dried peaches	0 08 0 08½		
Dried apples	0 07½		
Currants—			
Fine Filiatras	0 06¾ 0 07	Vostizzas	0 08½ 0 09
Patras	0 08 0 08½		

Uncleaned ¼c less.

Raisins—			
Sultana	0 05 0 05½		
" fancy	0 06 0 07		
" extra fancy	0 08½ 0 09		
Valencias, new	0 06 0 06½		
Seeded, 1 lb packets, fancy	0 08		
" 16 oz. packets, choice	0 07½		
" 12 oz. " "	0 06		
Dates—			
Hallowees	0 05 0 05½	Fards choicest	0 08½
Salrs	0 05		

Nuts—They are practically out of season and receive little attention.

Almonds, Formigetta	0 11½
" Tarragona	0 12
" shelled	0 32 0 35
Walnuts, Grenoble	0 13½
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 29 0 30
Filberts	0 12 0 12½
Pecans	0 16 0 18
Brazils	0 15
Peanuts, roasted	0 08 0 12

Rice and Tapioca—There is nothing but the regular demand, and that seems to be below the usual.

	Per lb.
Rice, stand. B	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03¾
Patna	0 05¼ 0 05¾
Japan	0 05½ 0 06½
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04½ 0 04¾

Beans—Beans are firm and are picked up quickly when offered.

Beans, per bushel	2 00 2 10

Evaporated Apples—The sales of these goods are light and with green apples cheap, and dried peaches at almost the same price as apples, the outlook is not encouraging.

Evaporated apples	0 07½ 0 08

MANITOBA MARKETS

(Corrected by Wire.)

Weaker—Evaporated apples, Japan rice.

Stronger—Syrups, lard, beans.

Winnipeg, Feb. 17, 1910.

Wholesale houses have been doing splendid business with out of town customers who have come to the city during the Bonspiel. There are more visitors in town for the big winter sporting event than for several years back and of these a large proportion are retailers. All report good business conditions. freer money and less tendency to speculation than there was in the equally good business year prior to 1907.

The synopsis above gives the main features of the market this week. Speaking generally, values are being well maintained and, with the exception of two items on the list, there is a tendency towards still higher prices.

Sugar—The sugar market is strong. There is no actual advance to record but higher prices would not surprise those who are in close touch with the market. Quotations continue as follows:

Montreal and B.C. granulated, in bbls	5 40
" " in sacks	5 45
" yellow, in bbls	5 00
" " in sacks	4 95
Icing sugar, in bbls	5 75
" " in boxes	5 95
" " in small quantities	6 00
Powdered sugar, in bbls	5 55
" " in boxes	5 75
" " in small quantities	6 40
Lump, hard, in bbls	6 25
" " in ½-bbls	6 35
" " in 100-lb. cases	6 35

Syrup and Molasses—The syrup market is strong with an active demand. Quotations are unchanged from last week.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 23
" " 5-lb. tins, per 1 "	2 68
" " 10-lb. tins, per ½ "	2 51
" " 20-lb. tins, per ¼ "	2 57
" " ½ barrel, per lb.	0 04
" " Sugar Syrup, per lb.	0 03½
Beehive Brand, 2-lb. tins, per 2 doz. case	2 25
" 5 " 1 "	2 75
" 10 " ½ "	2 55
" 20 " ¼ "	2 60
Barbadoes molasses in ½-bbls., per gal	0 50
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, 5-gal. tins, per tin	1 95
Challenger, 6 10-lb. tins, per case	2 15

Tapioca and Sago—Reports from primary markets indicate higher prices for both tapioca and sago. Local prices are unchanged.

Pearl tapioca, per lb	0 05
Sago, per lb	0 04½ 0 04¾

Fresh Fruits and Vegetables—Supplies of most items on the vegetable list are limited. Prices continue as follows:

Carrots, per lb	0 02
Potatoes, per bushel	0 50
Cal. cauliflower, per crate	3 75
Native cabbage, per lb	0 02
Native oee.s, per bushel	0 60
Native onions, per doz	0 40
Oranges	3 25 3 50
Lemons	5 00
Apples, Ontario, per bbl	3 75 5 00
Grape Fruit, per crate	5 00
Grapes, per keg	5 00
Bananas, per lb	0 06
Cranberries, per bbl	9 00 10 00

Nuts—

Shelled Walnuts, in boxes, per lb	0 28
" " small lots, per lb	0 29
" Almonds, in boxes, per lb	0 35
" " small lots, per lb	0 36
Peanuts, Japan, per lb	0 11 0 15

Honey—There is much activity in the honey market, sales being particularly

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heavy this winter. Prices continue as follows:

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb	0 12½

Rolled Oats—The rolled oats market is steady; in comparison with the price of oats the rolled product is selling at a reasonable figure. Quotations are as follows:

Rolled oats, 80 lb. sacks, per 80 lbs	1 80
" 40 " " 40	0 95
" 20 " " 20	0 50
" 80 " (8, 10s)	2 20

Cornmeal—Prices continue strong with no change in local quotations. We quote:

Cornmeal, per sack	2 05
" per ½ sack	1 05
" per bale (10, 10's)	2 30

Beans—The advance noted last week has been well maintained and the bean market shows increased strength. Prices continue as follows:

3-lb. picker, per bushel	2 40
Hand picked, per bushel	2 50

Foreign Dried Fruits—Prices continue as follows:

Smyrna Sultana raisins, uncleaned, per lb	0 08
" " cleaned, per lb	0 09½
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 85
" " selects " 28's	1 95
" " layers " 28's	2 05
California raisins, choice seeded in ¼-lb. packages per package	0 06
" " fancy seeded, in ¼-lb. packages per package	0 06½
" choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08½
Raisins, 3 crown muscatels, per lb	0 06½
" 4 " " "	0 07
Prunes, 90-100 per lb	0 05
" 80-90 "	0 05½
" 70-80 "	0 06
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08½
" 30-40 "	0 08½
Silver prunes, acc. to quality	0 09 0 12
Currants, uncleaned, loose pack, per lb	0 06½
" dry, cleaned, Filiatras, per lb	0 06½
" wet, cleaned, per lb	0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08½
Pears, per lb	0 09 0 15
Peaches, standard, per lb	0 08½
" choice	0 09
Apricots, standard, per lb	0 15
" choice, per lb	0 15½
Plums, pitted, per lb	0 11 0 12½
Nectarines, per lb	0 09½
Dates, per lb., Hallows, bulk	0 06½
" Fard, 9½ lb. boxes	1 30
" packages, 30 in case	0 07
Figs, per lb	0 04½ 0 05
Peel, per lb., lemon	0 09½
" " orange	0 10
" " citron	0 13½ 0 18

Barley—The barley market is weaker and lower prices may be expected.

Pot barley, per bag, 100 lbs	2 40
Pearl barley, per bag, 100 lbs	3 50

Coffee—Rio is going up still, but supplies can be had locally at last week's prices. Quotations to-day are 10c to 11 cents.

Evaporated Apples—The local market has apparently been supplied with inferior evaporated apples. Evidently the apples were in storage and were evaporated to save from rotting. Lower prices on this local stock are likely to obtain but new supplies of better quality will sell at an advance. Present prices are 8 to 9 cents per lb.

Meats—The canned meat market is firm.

	Per dozen
Veal, beef and pork, 1-lb. tins	2 25
" " ½-lb. tins	1 30
Mutton, boiled, 1-lb	2 10
" " 2-lb	3 45
" roast, 1-lb	2 10
" " 2-lb	3 45
Ox tongue, 1½-lb	7 60
" 2-lb	8 60
Pigs feet, 1-lb. boneless	1 60
" 2-lb. "	2 75
Sausage, Cambridge, 1-lb	2 30
" " 2-lb	4 25
" Genoa, 1-lb	2 30
" " 2-lb	4 25
Tongue, lunch, 1-lb	3 10
" potted, ½-lb	0 55
" ½-lb	1 05
Turkey, boneless, 1-lb	2 50
Loaf beef, 1-lb. tins	2 25
" ½-lb. tins	1 30
Loaf chicken, 1-lb. tins	3 00
" ½-lb. tins	1 75
Loaf cottage, 1-lb. tins	2 25
" ½-lb. tins	1 30
Loaf ham, 1-lb. tins	2 25
" ½-lb. tins	1 30

Canned Fruits and Vegetables—This market is still in a somewhat chaotic condition, but it is expected that definite quotations will be available in another week.

Rice—Japan rice is selling at $3.50, the lowest price in many years. Wholesalers are stocking heavily in the expectation of a reaction. The market is still weak.

Lard—Little Canadian lard is offering, the market being supplied almost entirely with United States goods.

NOVA SCOTIA MARKETS.

Halifax, Feb. 17, 1910.

The only special feature in the local grocery market this week is a decline in the price of eggs. The receipts of fresh laid stock increased considerably and as a result the market is much easier The wholesalers are now selling eggs at 30 cents per dozen, and they can be bought at retail for five cents more. This is a drop of about ten cents a dozen in the prices quoted a few weeks ago. It is expected that from now on the prices will gradually decline as the receipts increase.

Butter is in good supply. Large tubs continue to come in and the quality is good for the season of the year.

Produce is in good demand. Potatoes are only in fair supply and all stock marketed finds ready sale. This week a carload of choice Nova Scotia potatoes arrived here and they were quickly bought up. The price has been advanced ten cents. They are now quoted at $1.60 per bag. Canned goods are in good demand, and dried fruits are selling quite freely. Prices are pretty steady. Business is reported to be quite satisfactory for the season of the year, and collections fully up to the average.

Corrected by Wire.

Creamery prints per lb	0 26	0 27	Beef, American plate per bbl	16 50 17 50
Creamery solids per lb	0 27	0 28	Beef, Canadian per bbl	16 50
Dairy, tubs, lb.	0 23	0 24	Hams smoked	0 16½
Fresh eggs, doz.		0 30	Pork, fresh	0 10 0 11½
Case eggs "		0 26	Codfish, quintal	5 50
Sugars—			Herring, pickled per bbl	5 00
Extra Standard, granulated		4 95	Apples, per bbl.	1 50 3 00
United Empire		4 85	Potatoes	
Austrian, bags, granulated		4 85	P.E. Island, bag	1 25
Bright yellow		4 75	Nova Scotia	1 60
No. 1 yellow		4 60	Onions, Spanish per lb	0 02½
Flour h. wheat per bbl	6 40	6 50	Onions, American, per lb	0 02½
Flour, Ontario blends, bbl	5 75	5 85	Onions, Canadian, per bag	1 60 1 75
Cornmeal, bag	1 70	1 75	Molasses, fancy Barbados, bbl.	0 38
Oats	0 54	0 55	Molasses, fancy Barbados, pun	32 00 35 00
Pork, American per bbl		28 00	Beans, bushel	2 25
Pork, clear bbl		30 00	Rolled Oats, bbl.	5 25 5 40

NEW BRUNSWICK MARKETS.

St. John, Feb. 17, 1910.

There has been little change in market quotations. Fish are scarce and high and molasses has declined slightly. Prices now are:

Corrected by Wire.

Sugar—			Molasses, fcy. Barbados, gl	0 32	0 33
Standard gran.	4 95	5 05	Butter, dairy, lb	0 25	0 28
Austrian "	4 85	4 95	Butter, creamery, lb	0 26	0 29
Yellows	4 45	4 85	Eggs, doz	0 30	0 35
Flour, Manitoba	6 55	6 65	Eggs, new laid	0 35	0 45
" Ontario	5 85	6 15	Potatoes, bbl.	1 25	1 50
Cornmeal, bags	1 57	1 60	Canned goods—		
Rolled oats, bbls	5 35	5 40	Peas, doz	1 10	1 50
Buckwheat, west. grey, bag	2 90	3 00	Corn, doz	0 85	0 90
Val. raisins, lb	0 05½	0 06½	Tomatoes, dz	0 95	1 00
Cal. raisins, seeded	0 07½	0 08½	Raspberries, dozen	1 85	1 90
Currants, lb	0 07	0 07½	Strawberries, dozen	1 55	1 60
Prunes, lb	0 05½	0 09	Salmon, case—		
Rice, lb	0 03½	0 03½	Red spring	6 50	6 75
Beans, hand picked, bus	2 25	2 30	Cohoes	6 00	6 25
Beans, yellow eye, bus	3 60	3 75	Peaches, 2's, dozen	1 70	1 80
Cheese, lb	0 13	0 13½	Peaches, 3's, dozen	2 70	2 80
Lard, compound lb	0 14	0 14½	Baked beans, dozen	1 15	1 25
Lard, pure, lb	0 16½	0 17	Fish—		
Pork, domestic mess	28 50	29 00	Cod, dry	2 75	4 25
Pork, American clear	28 00	28 50	Herring, salt, half bbls	2 30	2 60
Pork, clear backs	28 50	31 50	Herring, smoked, box	0 11	0 12
Beef, American plate	17 00	18 00			
Beef, Canadian plate	16 75	17 00			

BRITISH COLUMBIA MARKETS.

Vancouver, Feb. 17, 1910.

Prices of general staple articles, such as sugar, hams, bacon, eggs and butter, remain about the same. The quality of butter, though it jobs at 40 cents does not remain the same. It is getting steadily worse. The retailer is having many kicks just now, and worry as he will, he cannot do any better. The standards, which never are supposed to have a strong taste, are as bad as the worst, and even eastern butter made over is not half bad just now.

The demand for potatoes has resulted in the importation of tubers grown in the Yakima valley in eastern Washington. That is an irrigated country and the potatoes are accordingly of the finest. More are on the way, as well as a car of Oregon onions. Local men are going in more for growing vegetables under glass.

Halibut reached a record price locally when it climbed to seven cents, consequent on the effect of the boycott causing greater demand for fish. Across the line, it was 10½ and 11 cents. It is stated that the Canadian market is much steader which is the reason of the big difference in price. Storms, too, on the coast, were the cause of a smaller catch.

Corrected by Wire.

Sugar, standard granulated		5 60	Butter, local creamery		0 40
Val. raisins, lb.		0 05½	Butter, Western	0 22	0 25
Cal. " "		0 07	Eggs, Eastern	0 32	0 33
Prunes	0 05½	0 07½	Eggs, local, fresh	0 40	0 45
Currants	0 06½	0 07½	Cheese, per lb.	0 14½	0 15½
Dried apricots	0 11	0 13	Bacon, premier		0 29
Flour, Standard, bbl		6 90	Lard, pure	0 18½	0 19
Cornmeal, p. 100 lbs		2 60	Lard, compound		0 17½
Beans, per lb.	0 03½	0 04½	Potatoes—		
Rice, per ton	68 00	76 00	Ashcrofts, ton		35 00
Tapioca, per lb.		0 03½	Local, ton		25 00
Evaporated apples		0 08½	Canned Goods—		
Butter, Eastern dairy in tubs		0 25	Peas		1 30
Butter, Eastern dairy, choice		0 30	Tomatoes		1 27½
			Corn		1 10
			Apples		3 42½
			Strawberries		2 15
			Raspberries		1 60

ALBERTA MARKETS.

Calgary, Feb. 17, 1910.

The markets here have been steady of late with few price changes. Sugars are up 10 cents, and hams and bacon are firmer, and the same is true about beans. Fresh eggs are more plentiful, the retail price being down to 35 to 40 cents for strictly new laids.

Corrected by Wire.

Sugars—		Dry salt bacon, smoked	0 18½
B.C. granulated	5 84	Eggs, fresh, case 30 dozen	9 50
Raymond "	5 74	Butter—	
Peels—		Alberta creamery bricks	0 30
Lemon	0 12	Alta. creamery solids	0 29
Orange	0 13	Alta. dairy	0 26
Citron	0 20	Alta. tubs	0 25
Dried fruits—		Cheese—	
Apricots, choice	0 16	Ontario, large	0 15
" standard	0 15	" twins	0 15½
Peaches, choice	0 10	" Stiltons	0 17
" standard	0 09½	Beans—	
Pears, choice	0 12	Ontario, hand-picked, bushel	2 75
Pitted plums	0 12	California limas, per lb	0 06½
Prunes, 40-50	0 08½	Canned fish—	
" 50-60	0 07½	B.C. salmon, sockeye, 48-1's	7 50
" 60-70	0 07	B.C. cohoes, 48-1's	5 75
" 70-80	0 06½	B.C. pinks, 48-1's	4 25
" 80-90	0 06	Sardines, domestic, 100-4	4 00
" 90-100	0 05½	Lobster, 48-1's	17 00
Evap. apples, 50's	0 10 0 10½	" 96-2's	18 50
Produce—		Fin. haddie, 48-1	5 65
Sugar cured ham 10-12 average	0 21		
Sugar cured ham picnic	0 16		
B. bacon bellies	0 21		
" back	0 20		
Dry salt bacon	0 15		

A THREE MONTHS' LIMIT.

A bill has been introduced into the Legislature of the state of Massachusetts, U.S.A., to prevent the retention of food in cold storage for more than three months, and no articles may be brought into the State from cold storage warehouses in other States unless the date when the articles went into the warehouse be stamped upon them. This is more rigorous than even the testimony of Dr. Wiley would require, says the Philadelphia Record, and three months would not allow the cold storage system to render its perfectly legitimate service of equalizing throughout the year supplies of articles which are produced more abundantly at certain seasons than at others.

NEW COMPANIES.

The Metal-Bound Box Co. of Canada, Ltd., has been formed with head office in Montreal, to carry on the business of manufacturers of all kinds of boxes, baskets, etc.

The La-lo Manufacturing Co., of Newton, Mass., have been granted permission by the Dominion government, to carry on business in Canada in connection with their product "La-lo Spray," a dust layer.

The Mackey Specialty Co., has been granted letters patent by the Ontario government, to take over the business carried on by Diamond Cleanser. The head office of the company will be at Ottawa.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

Spratt's Patent Limited, of London, England, have secured through their Canadian branch the contract for the feeding of the canines assembled at the annual exhibition of the Ontario Kennel Club in Toronto. It is needless to say that the various contestants for prize honors will live well during the week of the exhibition.

Desertion of Farms Causes High Cost of Living

People Flocking to Towns and Cities Lessens the Production Says a Deputy Minister of Agriculture—Where Supply and Demand Comes In—A Situation That Causes Alarm.

Toronto, February 17.—The general public is at last finding out the causes of the high cost of living in Canada. When such authorities as C. C. James, Deputy Minister of Agriculture for Ontario, says that supply and demand is responsible, there must be something to it. In an address which he made at the meeting of the Ontario Association of Fairs and Exhibitions, this was practically his theme.

Mr. James was emphasizing the fact that the cost of living was due to the neglect of agriculture in Ontario, making known some startling figures not previously issued, which showed that there were now 62,000 people less on the land in Ontario to-day than there were ten years ago. On the other hand the towns and cities had an increased population of between 350,000 and 400,000. In 1908 there were 1,108,874 people on the land. In 1899 there were 1,447,016.

"Is there any wonder that the cost of living is leaping?" he asked.

"If the producers of this province," he went on, "supplying us with food are decreasing, not literally but actually, and the consumers of the towns and cities are growing enormously, it is natural that the cost of living increases. Isn't it about time we woke up and realized that upon our agricultural welfare depends our welfare.

"It is estimated that the City of Toronto has a population of a little over 400,000. That is away in advance of the assessed population. The difference between the decrease of rural population and the increase of city population in the province is over 350,000. That is the change during the last ten years in Ontario between producers and consumers.

Agricultural Neglect.

"You can understand why the prices of food have been going up. It won't do to tell us it is the fault of the cold storages which were up for the express purposes of preserving food in cheap seasons so that it could be used in dear seasons. It won't do to tell us that it is the middleman. He doesn't get it all. The middlemn is in the business to make money.

"It seems to me that the whole key to the situation is this neglect of agriculture in Ontario. You as farmers, say, 'It is all the better for us. We get bigger prices.'

"But there are some of us in the cities who are feeling the pinch. It seems good to me that we have felt the pinch. It has done the whole country good. For the first time the people of this country are wideawake to the importance of the agricultural interests. Get down and touch the pockets of the people in the cities, and they will think over these things. The agricultural problem before this country is so important that it needs the co-operation, not only of the agricultural societies, the live stock societies, and fruit-growers' associations, but of the people in the towns and cities. Otherwise I don't know what we are going to do. Even the present position of high prices do not benefit the many farmers who were not wideawake.

"I am not sure that the prices did not get a little too high just recently, and an instance of what bad effects such a state of affairs have, was given. People said 'We will quit eating beef,' and straightway began to consume some other product. The result is that the prices of this will jump and at that rate of reasoning the people will jump to something else. Such action disorganizes the whole world of commercial industry.

"Keep things at a fair, steady average price, and it will be more to our interests than this see-saw of high and low prices. The bacon business in Ontario had been an instance. Packers and feeders of hogs are now wondering what is going to happen."

PERSONAL NOTES.

Practically the entire staff of every department of the wholesale grocery house of Balfour, Smye & Co., Hamilton, Ont.—the only exceptions being the travelers who were too far away to get there—joined in having a jolly good time at the Tudor Inn recently. Fred T. Smye occupied the chair, and during the evening a presentation of an address and a fountain pen was made to Maurice Festing, who recently left the employ of the firm to open a retail store. A presentation was also made to Jno. Mathieson of a gold watch. He has been appointed western representative of the firm. Speeches were made by Harry Taylor and Alex. Fraser, and a general good time was the result.

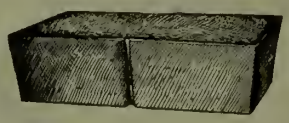
R. C. Blackburn, for more than five years one of Davidson & Hay's Toronto traveling salesmen, has severed his connection with that firm to become the the western Canadian representative of W. G. Patrick & Co., manufacturers' agents and importers. He will have his headquarters in Winnipeg and will make two trips annually to the Pacific coast. Mr. Blackburn spent 4½ years with H. P. Eckardt & Co. in the office and sample room prior to going on the road for Davidson & Hay. Last Saturday the latter firm made him a presentation of a beautiful case of pipes, with cigar and cigarette holders, etc., Col. Davidson making the presentation.

Two Seasonable Lines

QUALITY

QUALITY

Noted for its Uniformity and Delicate Sap Flavor —True to Nature. Ask your wholesaler about it and the satisfaction it gives.

Twin-Block PURE  **MAPLE SUGAR**

$3.00 per case

Prompt Shipments a Feature.

Increase Your Profits

By stocking these well-known Confectionery Lines:

Walnutine Blocks (about ½-lb.) 30 to case ..		$2.00
Maple Cream Blocks, " " ..		2.00
	Net weight per pail.	per pail
Maple Cream Hearts	18-lb.	$2.25
Maple Buttons	20-lb.	2.40
Maple Smacks	15-lb.	2.00
Mint Buttons	17-lb.	2.00
Nutty Creams	17-lb.	2.25
Fruity Creams	17-lb.	2.25
Butter Beans	12½-lb.	1.75
Assorted Cream Caramels	25-lb.	3.25

Also a Full Line of Gross Goods.

Goods made up to Order, and shipped FRESH direct in five-case lots, prepaid, when the freight rate does not exceed 40 cents per 100 lbs.

Sugars & Canners, Limited, - Montreal

Brain Box

Many a Canadian business man has come to call

The Huber Account Register

Interior can be taken out and fits any safe

his "BRAIN BOX." ALL of his bookkeeping (wholesale and retail) is placed in this cabinet at ONE WRITING ---the PAST ACCOUNT ADDED, the customer being supplied with an EXACT DUPLICATE. Every account is not only up-to-date but up-to-the-minute, and always ready for settlement.

It practically cuts out bookkeeping; prevents disputes with customers; the best collector known; in use over three years by hundreds of Canadian merchants.

Drop a postal for full information to

R. B. Belden & Co.,

178-180 Victoria Street - Toronto

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

Winnipeg, Man., Feb. 18, 1910.

TO MANUFACTURERS AND SHIPPERS:

Dear Sirs,

We beg to advise having opened up a Branch Office and Warehouse in Regina, Saskatchewan, to take care of the Jobbing at Regina, Moosejaw and Saskatoon.

We are satisfied a Commission House located in Regina can serve manufacturers and shippers in a more satisfactory manner than Commission Houses located in Winnipeg. The following are comparative distances:—

REGINA	357	miles from WINNIPEG
MOOSEJAW	398	" " "
SASKATOON	337	" " "
MOOSEJAW	41	miles from REGINA
SASKATOON	160	" " "

You will therefore readily see the great advantage a Commission House located in Regina will have over those located in Winnipeg—"THE MAN ON THE SPOT," all things being equal, will command the business. We are very pleased to state our Regina Branch will be in charge of a competent and energetic manager, who has had a long and thorough training in our Home Office in Winnipeg, and understands every branch of the Commission and Brokerage business.

If you are open to appoint us your exclusive agents for Saskatchewan please communicate with NICHOLSON & BAIN, Regina, or NICHOLSON & BAIN. Winnipeg.

WAREHOUSE—We have ample Storage facilities at Regina and can handle on consignment carloads of all kinds of merchandise for sale to the Wholesale Trade.

To the old and valued firms who have for years been doing business with us at WINNIPEG, CALGARY and EDMONTON, would ask that you pass all business for REGINA, MOOSEJAW and SASKATOON through our new branch, NICHOLSON & BAIN, Regina, and all letter or wire communications will have their prompt and careful attention.

We are open for some first-class Agencies for SASKATCHEWAN, and solicit your enquiries.

Yours truly,

NICHOLSON & BAIN,

WINNIPEG REGINA CALGARY EDMONTON.

STILL

"EASIFIRST"

SPECIAL PRICE FOR THIS WEEK

12¼ cents tierce basis

Prices will certainly advance. This is your opportunity to

ORDER NOW

GUNNS LIMITED Pork and Beef Packers WEST TORONTO

LARD

During the Lenten Season there is always a good demand for Lard. The Lard we sell is made under inspection of the Dominion Government, and reference to the bulletins issued by the Department will show that our samples have always been found perfect.

We make also Lard Compound, and sell it as Lard Compound. This is perfectly wholesome and forms a cheap substitute for Lard at present high prices.

F.W. Fearman Co.
LIMITED
Hamilton

THE MILK
Everywhere Acknowledged to be
Richest and Best

Reindeer Condensed Milk

The dealer wins customers by selling reliable goods that give satisfaction.

The Truro Condensed Milk Co., Limited, Truro, N.S.

MILD CURED

Breakfast Bacon
Skinned Backs
and Hams

Finest Quality. Made from Selected Hogs.
Made under Government Inspection.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Hogs were Higher in 1882 than they are To-day

Present High Prices Will Stimulate Demand — Ontario Butter Going to Pacific Coast—Poor Quality Reported in Connection With Current Arrivals—Egg Situation Considered on the Whole to be Healthy.

In spite of all that has been said and written about the causes of the cost of living, the natural law of supply and demand will work on undisturbed and eventually solve the problem, not merely in theory but in reality. While some are trying to attach the blame on changed methods of handling the goods, we find that hogs reached even a higher point in 1882, when these conditions did not exist. The good prices for hogs will naturally stimulate their production and the splendid facilities of our packing and cold storage plants to handle it to better advantage should be a guarantee to the farmers that they can depend on fair prices for their hogs.

The butter market has much improved during the last several weeks. While large quantities of our creamery butter have been held without any visible outlet, a good demand came almost unexpectedly from Vancouver, which had a very brightening effect on the situation.

The cheese men also have no reason to complain. Things look much better than they did some time ago, and the year will end up before the new make will be available, with nothing more than a needed surplus in our hands.

The egg situation also has nothing of a serious character connected with it. While the stocks are not heavy, they are considered with the constantly increasing receipts of new laid eggs, to be quite sufficient to carry us comfortably to the end of the season. It is quite true that a quantity of eggs have been imported from Russia, as an experiment, but this was done more from a speculative standpoint than from a matter of absolute necessity.

MONTREAL.

Provisions—Business is good, decline in lard having been maintained. There is a general weakening of the market, which is, no doubt, due to Lent; in fact, Lent seems to be a factor on which to blame either a rise or fall of the market in any branch of trade involving meat. There is no change in prices, with the exception of dressed hogs, which are now quoted at $12 a hundred.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16¾
Cases, tins, each 10 lbs., per lb	0 16¼
" " " 5 " "	0 16¾
" " " 3 " "	0 16¾
Pails, wood, 20 lbs. net, per lb	0 16
Pails, tin, 20 lbs. gross, per lb	0 16¼
Tubs, 50 lbs. net, per lb	0 16¼
Tierces, 375 lbs., per lb	0 16¼
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 11½
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12¼
" 5 " " " "	0 12¼
" 3 " " " "	0 12¼
Pails, wood, 20 lbs. net, per lb	0 12¼
Pails, tin, 20 lbs. gross, per lb	0 11½
Tubs, 50 lbs. net, per lb	0 12
Tierces, 375 lbs., per lb	0 11½
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	29 00
Bean pork	23 50
Canada short cut back pork, bbl. 45-55 pieces	28 50
Heavy clear pork, bbls. 20-35 pieces	28 50
Clear fat backs	32 50
Heavy flank pork, bbl.	29 00
Plate beef, 100 lb bbls.	7 75
" 200 "	15 00
" 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 14½
Long clear bacon, heavy, lb	0 15
Long clear bacon, light, lb	0 15½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 15
Large sizes, 18 to 25 lbs., per lb	0 16
Medium sizes, 13 to 18 lbs., per lb	0 16½
Extra small sizes, 10 to 13 lbs., per lb	0 16½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 17½
" " " small, 9 to 12 lbs., per lb	0 18
Breakfast bacon, English, boneless, per lb	0 18
" " " "	0 17½
Windsor bacon, skinned, backs, per lb	0 19
Spiced roll bacon, boneless, short, per lb	0 15
Hogs, live, per cwt.	8 50 8 75
" dressed, per cwt.	12 00

Butter—The market is firm and a decided advance has taken place, with a tendency towards still more advance. Fall creamery solids are now quoted at 27½c, with an all around advance on fresh butter.

Fall creamery solids	0 26	0 27½
Fresh creamery solids		0 27
Fresh creamery prints		0 27½
Dairy, tubs, lb	0 21	0 22½
Fresh dairy rolls	0 23	0 23½

Cheese—There is a fair demand for good cheese. There seems to be very little cheese left in warehouses and what is now going out is being sold at a fair profit to holders. It is reported that on the Old Country market large supplies of New Zealand cheese are arriving and consumption is large. There is a slight advance in large Quebec cheese at 13c.

Quebec, large	0 13
Western, large	0 13
" twins	0 13
" small, 20 lbs.	0 13
Old cheese, large	0 16

Eggs—Most of the eggs coming into this market are from points west. Some interest has been taken in the fact that Russian eggs have been brought to the market. There is a slight tendency to lower prices, new laids being quoted at from 32 to 35 cents, while selects are selling at 28 cents.

New laid	0 32	0 35
Selects, dozen		0 28
No. 1, dozen		0 27
No. 2, dozen nominal)	0 25	0 26

Poultry—This is not a good time of year for poultry. Little is doing in any line. Prices, however, remain firm, but there is little offering. There will be no revival until after Lent.

Chickens, per lb	0 15	0 19
Hens, per lb	0 12	0 15
Young ducks, per lb		0 20
Turkeys, per lb	0 19	0 20
Geese, per lb	0 14	0 15

Honey—The market remains tame and uninteresting and prices are steady.

White clover comb honey (nominal prices)	0 15	0 17
Buckwheat, extracted	0 08	0 08½
Clover, strained, bulk, 30 lb. tins	0 11	0 11½
Buckwheat comb	0 12½	0 13

TORONTO.

Provisions—The provision market is less active than a week ago. The supply of hogs is even growing smaller. This is, however, owing to the time of the season, and is nothing more than was expected. The winter-fed hogs generally reach the market during December and January, and for several months following, hogs become scarcer. The prices of hogs are about the same as last week and there are no changes in the finished product.

Long clear bacon, per lb	0 14	0 14½
Smoked breakfast bacon, per lb	0 18	0 18½
Roll bacon, per lb	0 14	0 14½
Light hams, per lb		0 15
Medium hams, per lb		0 15
Large hams, per lb	0 14	0 14½
Shoulder hams, per lb	0 13	0 13½
Backs, plain, per lb	0 18	0 18½
" pea meal	0 18½	0 19
Heavy mess pork, per bbl.	27 00	27 50
Short cut, per bbl.	28 00	29 00
Lard, tierces, per lb	0 15½	0 16
" tubs "	0 15½	0 16
" pails "	0 15½	0 16½
" compounds, per lb		0 12½
Live hogs, at country points	8 00	8 10
Dressed hogs		11 50

Butter—Last week we had the good news to report that the quality of fresh-made butter was much superior to what it was last year, but it is regrettable that such a condition of affairs has not continued, for the complaints about bad butter are galore. There is never enough difference made in the price of good and bad butter and this has much to do with the poor quality. Good butter is in demand, but the poor quality is rapidly accumulating and must be sold at a loss.

	Per lb.	
Fresh creamery print	0 28	0 29
Stored creamery solids	0 25	0 26
Farmers' separator butter	0 23	0 24
Dairy prints, choice	0 20	0 22
Tub butter	0 19	0 20
Ordinary butter	0 18	0 19

Cheese—The cheese market is in good condition. Prices are well maintained, in fact, are firm, but so far as the local market is concerned, there is no change. Some grocers report gradual increases in their sales.

Cheese, new, large	0 12½	0 12¾
" " twins	0 12¾	0 13

Eggs—The receipts of eggs are gradually increasing from week to week, and as we are rapidly approaching spring, the egg situation may be considered in good shape. The stocks of storage eggs, while they are not heavy, are sufficient to carry us through the season.

Cold storage eggs	0 27	0 28
Select eggs	0 29	0 30
Strictly new laid	0 30	0 33

Poultry—The poultry trade is approaching the season of the year when it is forced to take a rest. The season, therefore, is practically over, and few fowl will be sold until the spring chicks will be ready.

Spring chicken, dressed	0 18	0 20
Hens, per lb. dressed	0 11	0 12
Turkeys, per lb., large	0 18	0 19
Ducks	0 16	0 17

Honey—The regular demand continues, but there is nothing new to report. Prices are steady.

Honey, extracted, 60 lb. cans	0 10½	0 11
" " 10 lb pails	0 11	0 12
" " 5 lb. pails	0 12	0 12½
" comb, per dozen	2 50	2 75

POTATOES FOR CUBA.

St. John, N.B., Feb. 16.—There has been a great development in the potato trade between New Brunswick and Cuba this season. According to figures received from the Department of Agriculture shipments via St. John up to Feb-

THE NEW FLAVOR

MAPLEINE

Better Than Maple

The Crescent Mfg. Co., Seattle, Wash.

ruary 8th amounted to upwards of 80,000 barrels. The warehouses established at St. John and Havana by the New Brunswick Government have been a great assistance to the shippers in opening up this market. New Brunswick potatoes are now practically the only ones in the Havana market, and the dealers in New Brunswick are assured that they have captured the market and future business. The daily consumption of tubers in Cuba is about 2,000 barrels, and a fine market for New Brunswick potatoes is now available.

Nation's Celebrated

CUSTARD POWDER

THE BIG 5c. PACKAGE

Just the thing

WHEN EGGS ARE SCARCE

We stock it. Write.

W. H. ESCOTT

Broker

Winnipeg, - - Man.

LEITCH ANCHOR BRAND OAK LAKE

The demand for a higher Standard in flour is growing steadily; we have anticipated this and for years our milling has been done on a basis of "quality first."

Anchor Brand Flour

Is perfectly milled — from selected wheat of absolute purity, and no effort or care is spared to make it a "perfect flour" that will appeal to the most exacting.

Manfd. by
Leitch Brothers
Flour Mills,
Oak Lake, Manitoba. 5

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

SUCHARD'S OOOOA

This is the season to push SUCHARD'S COCOA. From now on cocos will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

GEO. KEMP, LTD.
LONDON, ENGLAND.

SUPPLIERS TO THE BRITISH GOVERNMENT

Dainty Novelties
Splendid Selling Lines

KEMP'S BISCUITS

YOU MUST STOCK THEM

Send your name and address for samples and Export Price List.

SOLE EXPORT AGENTS

H. COLLINGS & CO.

16 Philpot Lane, E.C., London, Eng.

FOR QUALITY

Sugar Maple

Butter Dishes

The Sugar Maple helps produce the Oval Dish.
The Oval Dish helps produce the good sales.
So produce your order with this ad. to your dealer.

Graham Bros. & Co.

Kinmount *Ontario*

A Good Storekeeper

studies his stock and sells only those goods he knows will please his customers, leaving the inexperienced dealer to experiment with the various "just as good" brands and imitations of standard articles.

MAGIC BAKING POWDER

is the kind that pleases the people.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

☞ Merchants should recommend food-products that are produced in **clean** factories.

MOTHERS
With Large Families

will thank you for selling them

Clark's Pork and Beans

which provide an ample, nourishing and excellent meal at half the cost of meat.

"CLARK'S" are the standard of Pork and Beans quality in Canada.

Wm. Clark - Montreal

Manufacturer of high-grade
—Food Specialties—

YOU

can make sure of your full share of the family soap trade—a very considerable item—if you are handling

Honestly Made

Guaranteed Pure

Here's a List of

RICHARDS
Profitable Soaps

Quick Naptha Soap
Snowflake Soap Chips
Ammonia Powder
100% Pure Lye
Toilet Soaps

Are Farmers Advised to Hold for Higher Prices?

Some Light Thrown on the Bean Industry, Which May Explain High Prices—Half of Bean Production Said to be Still in Hands of Growers Because Institutes Advise Them to Wait.

Chatham, Ont., Feb. 16.—At the recent convention of the Michigan Bean Jobbers' Association at Detroit, N. H. Stevens, president of the Canada Flour Mills Company, of this city, and one of the leading authorities upon the Canadian bean industry, read a paper which discussed the present bean situation in Canada in considerable detail and cast a great deal of light upon the present position of the industry.

Mr. Stevens' address was in part as follows:

"The large quantities of beans our people are consuming now, compared with what they did a few years ago—and our crop apparently not much larger—practically means that the Canadian people this year will consume our whole crop.

"We are in about the same position as we were in 1908, as we didn't carry any old beans over in stock from the crop of 1907, neither did we carry over any beans of the crop of 1908, therefore, we have only the crop of 1909 to deal with.

"The forepart of the season was more favorable for producing beans, only about the time when the beans were in blossom we had a pretty long dry spell, and some of the early beans didn't pod as well as they might have done.

Advise Holding Back.

"Canadian farmers have a good many Farmers' Institutes, and discuss important questions that apply to the product of the farm, in producing crops, harvesting, and last, but not least, in marketing the crop. We believe the advice generally to farmers from their Institutes has been to hold back their grain, also their beans, and although to-day over half of the season for consuming beans or getting the beans to the place of consumption—namely, distributed among fishermen, lumbermen and mining districts—has passed by, yet from the best information that I could get hold of, it appears fully one-half of the quantity of beans raised in 1909 are still in the farmers' hands, holding for higher prices. Whether they will be able to force the price up or not it will take time to tell. As soon as spring comes and the gardens produce the vegetables, and the hens get off of their strike and all start laying again, so that we will have plenty of eggs and vegetables, people can live without beans at an extortionate price and the farmer may be glad to sell his beans at the present prices or less.

"Many a venturesome business man who has been honored with the title of being called a 'bull,' has held his grain too long and markets have broken and he has suffered a heavy financial loss; and if the farmers play at the same game it is possible they may experience the same results.

"The quality of our beans grown in 1909 is very good. The average quality would scarcely pick over two pounds to the bushel. The beans are hard and should save well, so that the farmer is not likely to have much loss by beans being damaged while in his granary.

"We probably had about 50,000 acres of beans in Canada in 1909, and produced about 850,000 bushels.

"The first beans to market, bought on a hand-picked basis, brought the farmer about $1.70, but they dropped in price until about $1.50 on a hand-picked basis was paid. To-day the farmer is getting about $1.80, basis hand-picked, delivered at the warehouse."

EAGERLY LOOKED FOR.

In remitting his subscription fee to The Canadian Grocer, Frank Oberle, general merchant, Formosa, Ont., adds: Your paper is eagerly looked for by myself and clerks.

SOMETHING SURPRISINGLY SATISFYING in

"WHITE LILY" BRAND BISCUITS!

Goods which are prepared from the very finest materials, mixed in modern sanitary machinery, and baked in up-to-date ovens must be *just a little* above the ordinary article.

This is why

"WHITE LILY" BRAND

Cream Sodas, Havelock Lunch, Cottage Mixed and People's Fancy

are in such demand. Are you catering for the insistent public demand for a high-class biscuit at a reasonable price? Write us for prices. Sold in bulk, boxes and tins.

J. A. MARVEN
LIMITED
MONCTON, N.B.

A MENAGERIE IN YOUR OWN STORE

It does not sound possible—but that's what you have if you stock our biscuits in animal form. Very taking line that sells at a popular price. Large profit. Grocers find it a sure repeat seller.

Free sample and prices from

THE CANADIAN BISCUIT COMPANY, LIMITED
LA PERADE, QUE.

There is no stable profit where there is no lasting reputation.

That's a self-evident proposition—just as plain as "two and two make four."

Profits may flow in for a while, even when a merchant handles second-rate goods.

But, shrewd grocers do not bother much about *transient* success.

They're out for the trade that stays—the trade worth while—*the trade that pays.*

And that trade can only be clinched by handling *first-quality, high-grade* goods.

That's why a vast majority of grocers prefer to handle

CHRISTIE BISCUITS

They realize the significance of Christie reputation—a reputation based on high-grade, honest-quality goods.

Besides, there's a Christie biscuit for every taste—we manufacture 600 varieties.

N.B.—Christie Biscuits sell more than biscuits.

CHRISTIE, BROWN & CO., Ltd.

Canadian made Licorice
Y&S BRAND
All Druggists.

Manufactured by
NATIONAL LICORICE Co.
Montreal.

Grocers, Confectioners and Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

Send To-day

AGENTS
ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES, W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
PROVINCE OF ALBERTA, Tees & Persse Calgary and Edmonton

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER

Our **VILLAGE Biscuit** retails **3 lbs. for 25c.**

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,
ST. GEORGE, - ONT.

By Royal Letters Patent

NELSON'S
POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S
Gelatine and Liquorice
LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

All the year round
Mott's
"Diamond" and "Elite"
brands of
Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.
Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

TABLE RAISINS

Bevan & Co., - - Malaga

A Nice Assortment on Hand

300 Boxes and ¼ Boxes

"Bull" "Lion" "Excelsior Windsor"
"Tiger" "Elephant"

Try a Few Boxes. Quality Fine and Guaranteed.

PRICES LOW

L. CHAPUT, FILS & CIE.

Wholesale Grocers MONTREAL Established 1842

English Flour Market Showing a Price Decline

No Changes Occur on the Canadian Market — Millers Claim Flour is too Low for Present Price of Wheat—Cereal Demand Fair.

The flour situation has no new features this week. The usual and uncontrol'able fluctuation in wheat continues without getting far away from a certain point. Flour has practically been at a standstill so far as prices are concerned for some time, although the English market is easier, with a decline of one shilling per sack.

The stocks of wheat in the hands of farmers in the Northwest are variously estimated, but the general opinion prevails that they hold more than was previously supposed.

MONTREAL.

Flour—The fluctuations in wheat have not affected the flour markets and steadiness rules, with a strong demand. Millers seem well satisfied with the market and as these lines are the necessities of life, it indicates that buyers have money.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 80
Glenora, bbl	5 30
Manitoba spring wheat patents, bbl	5 80
" strong bakers, bbl	5 30
Five Roses, bbl	5 80
Harvest Queen, bbl	5 30

Oatmeal—Business is exceedingly good. The export demand has kept up strongly. Prices are firm, with a tendency to advance. We quote no change.

Fine oatmeal, bags	2 62½
Standard oatmeal, bags	2 62½
Granulated " "	2 62½
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
Rolled oats, bags	2 40
" barrels	5 05

TORONTO.

Flour—There is practically no change in the flour market this week. The market is just fair, according to the millers, with the price of wheat too high for the price of flour. Export demand for flour is easier, which makes it impossible for them to raise the price.

Manitoba Wheat.	
1st Patent	5 70
2nd Patent	5 30
Strong bakers	5 10
Winter Wheat.	
Straight roller	5 10
Patents	5 30
Blended	5 30

Cereals—The cereal market is steady, but quite satisfactory. The demand is fair and the market has a continual upward tendency, but still for some weeks the prices have been the same.

Rolled oats, small lots, 90 lb. sacks	2 40
" " 25 bags to car lots	2 25
Rolled wheat, small lots, 100 lb. brls	3 10
" " 25 brls. to car lots	2 80
Standard and granulated oatmeal, 98 lb. sacks	2 65

NEW SUGAR COMPANY.

The Atlantic Sugar Refining Co., has been granted a Dominion charter to refine sugar, syrup, molasses, etc. The head office will be in Montreal. Those mentioned in the incorporation notice are A. C. Casgrain, J. W. Weldon, E. M. McDougall, J. J. Creelman, and S. J. LeHuray, all of Montreal. The capital stock is placed at $4,500,000 divided in 45,000 shares of $100 each.

SYSTEM OF PAYING COLLECTOR.

Change Made in Method of Financing Debt Collection Deparement of Chatham R. M. A.

Chatham, Ont., Feb. 16.—Following the retirement of W. M. Murdock, as official collector for the Chatham Retail Merchants' Association, Ernest Askunas, of Wallaceburg, has been appointed to the post, the action of the executive in naming him being ratified a few days ago by the association. Mr. Askunas also succeeds J. W. Powers as secretary, the latter being compelled by pressure of other duties to relinquish his position with the Retail Merchants.

Simultaneously, the collection system is placed upon a somewhat different basis. In return for all his services, Mr. Askunas is to receive the $10 membership fee of each merchant in the collection department, his salary being payable at the rate of $50 a month, any excess over that amount going to Mr. Askunas every six months. This fee covers all collections within a radius of three miles of Chatham. The collector is required to call upon each debtor once a week, or following the debtor's pay day, unless the debtor volunteers to make regular payments at the office. Moneys received by the collector are to be banked at least weekly, a separate bank account being provided for this purpose; the receipts being distributed to the merchants once a month. Upon collections made outside the three-mile limit the collector is allowed a commission of 5 per cent. where the collection is made by letter; 10 per cent, where a call is found necessary, and 10 per cent, and court costs in the event of collection being made by suit.

The collector also looks after the delinquent list. A completely new list is to be issued once every three months; while monthly lists, showing the names of debtors added, as well as those entitled to be "scratched," is also to be furnished each member.

It is proposed to supplement the slow pay list with a list of "hopeless deadbeats"—those with whom it is found impossible to accomplish anything.

Though his headquarters will be at Chatham, Mr. Askunas will, for the present, at least, continue to look after collections for the Wallaceburg association, where since his appointment he has done notable work in realizing upon bad debts.

The Wise Retailer

realizing that in these days of competition a careful selection is absolutely essential, handles

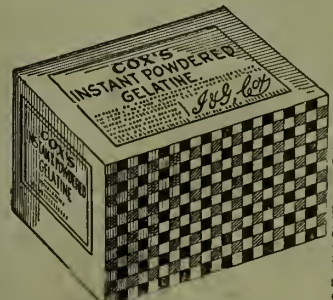
Mooney's "Perfection" Soda Crackers

which are constantly in demand.

Mooney's "Perfection"

are the kind that reach the retailer in the same crisp condition as they leave our oven.

THE MOONEY BISCUIT & CANDY CO., Ltd.
STRATFORD, - CANADA

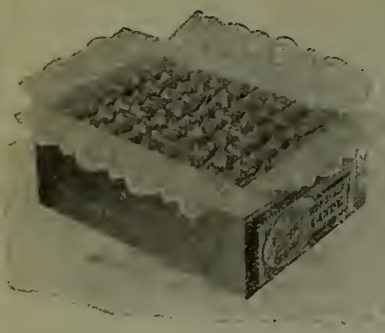


COX'S, INSTANT POWDERED GELATINE, The PURITY of this GELATINE is GUARANTEED by Messrs. COX who themselves both MANUFACTURE and PACK their brand under scientific supervision.

PURITY GUARANTEED

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co. "
A. P. Tippet & Co., "

J & G. Cox Ltd
Gorgie Mills
EDINBURGH.



Sages tell us experience teaches! Wise men profit by that of others. If one firm handled a certain line for 25 years very successfully, would not you be inclined to take it up?

It is over a quarter of a century since we launched our now famous

"CHOCOLATE BORDO"

(Registered)

Each succeeding year has been a record-breaker. The confection is a winner, a money-maker, a success in every sense of the word.

For 25 years we have profited. You can share in the success by featuring the brand.

The Montreal Biscuit Company

Manufacturing Confectioners

MONTREAL

TRUMILK

A full-creamed Milk in soluble powder form.

MILKSTOCK

A separated Milk in soluble powder form.

These products are unequalled in quality by any other milk, whether in powder or condensed form. Pure, healthful, digestible, convenient. Guaranteed free from preservatives or adulteration. Dissolve easily in cold water and make perfect liquid milk.

MADE IN CANADA

Canadian Milk Products, Limited

Head Office: TORONTO. Plant: BROWNSVILLE, ONT.

Strength in Every Cupful

A Delicious Food and a Drink in One. A Cup of

Epps's Cocoa at Breakfast

Warms and Sustains You for Hours. As a Supper Beverage it is perfect.

Special Agents, G. E. Colson & Son, Montreal

Nova Scotia, E. B. Adams, Halifax. Manitoba, Buchanan & Gordon, Winnipeg

---

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Mus be clean and free from quills. Prompt remittance

WRITE TO

P. POULIN & CO.

39 Bonseooours Market, - Montreal

WE SELL FEATHERS TOO

Mr. Merchant,

Are you handling

Royal Purple Stock and Poultry Specifics

the largest advertised goods of this nature on the market? If not, write us for price list and our plan of advertising to bring you direct results.

The W. A. Jenkins Mfg. Co.,

LONDON : : : ONT.

WINDSOR SALT

CAR LOTS OR LESS. Ppompt shipments. Write us for prices. Phone order our expense.

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, MANAGER

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

MAPLE SYRUP

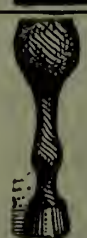
"Your syrup is superior to anything I have seen on the market."—H. Mockford, Charlmond Road, London

It is STANDARD. Get Prices.

CANADA MAPLE EXCHANGE

Montreal

TRADE MARK. Smalls



ABSORBINE

Removes Bursal Enlargements, Thickened, Swollen Tissues. Curbs, Filled Tendons, Soreness from any Bruise or Strain. Cures Spavin Lameness, Allays Pain Does not Blister, remove the hair or lay the horse up. $2.00 a bottle, delivered. Book 1 D free.

ABSORBINE, JR., (mankind $1.00 bottle.) For Synovitis, Strains, Gouty or Rheumatic Deposits, Varicose Veins, Varicocele, Hydrocele. Allays pain. Book free.

W. F. YOUNG, P.O.F., 204 Temple St., Springfield, Mass.

LYMANS Ltd., Montreal, Canadian Agents.

I MUST have seen that same picture every day for the last five years.

And yet, Brother Grocer, 'tis only yesterday that the lesson was brought home.

It represents the Landing of Julius Caesar in Britain many centuries age.

A seacoast scene with a handful of Roman galleys in the shallows surrounded by the stalwart splashing Britons, seeming numberless as the sands they fell on.

And yet the handful *won.*

Because, you see, they had *efficient* arms and armor, and the Britons nothing but rude handwrought weapons to back up their real courage.

So Caesar landed, and, as he says in his own Commentaries: "I came—I saw—I conquered."

THUS, Brother Grocer, is it obvious—

That, other things being equal, he conquers who is *best equipped.*

You ask yourself why is Jones more prosperous.

More popular with the housewives.

Always encroaching on *your* trade, poaching on your preserves.

Since he is not a better salesman, since his location is no better, perhaps it is a question of *service.*

And service, Brother Grocer, means better goods, better staples, *better flour.*

IF YOU *don't* handle FIVE ROSES flour, it doesn't really matter what brand you do keep.

For Jones *can* (and may) sell a *better brand than yours* any day.

But if you sell FIVE ROSES, then it's no longer a question of price.

It is Service, quality, *value received.*

You feel that you have a success brand—your customers tell you so.

You are not worried by complaints nor nagged by praise of the other man's goods.

For FIVE ROSES *guards* your interests from invasion—your cash drawer from attack.

It supplies the armor of quality, the power of efficiency.

'Twill help YOU land on the crest of the wave, Brother Grocer.

So do the thing—and *do it NOW.*

—E.M.E.

LAKE OF THE WOODS MILLING COMPANY

LIMITED

MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES

The Grocer's Encyclopaedia From Week to Week

The Food Value of Currants—More Nutriment Than in Beef, Says Eminent Physician—Usedat Almost Every Meal by Grecians—What the Germans and Hollanders Think of Currants.

From recent analyses of samples of dried currants the fact has been verified that the fruit contains no less than 73 per cent of sugar in its most valuable form, writes Francis Henry Laking, M.D., physician to King Edward. This great saccharine proportion is already in the form of grape sugar, and thus is potential to take up its work of producing and maintaining energy and vitality. It is what is known as "invert sugar—a composite of dextrose and levulose. It assists digestion, it allays nervous excitement and provides against nervous exhaustion. No fruit can show this large proportion except those of and kindred with the currant.

It should be more generally realized that in selecting articles of food to supply the constituents of normal diet regard should be had to the amount of potential energy in the material. It should be an easy matter to convince people that this or that food is good or bad. That certain things are abundant or deficient in essential food elements. For instance, let us make an interesting comparison, and one that should be quite clear to the average intelligence. I mean the comparison between the components of currants and lean beef. The currants show 73 per cent. of grape sugar, the whole of which contributes to manufacture energy; the beef contains no sugar at all. Currants contain 1.77 per cent. of proteid; the beef 19.3 per cent. In currants there is but 20 per cent. water; in beef 72 per cent., the bulk of which is waste.

More Nutriment Than in Beef.

The important fact here disclosed is that there is 54.87 per cent. more total nutriment in the currants than in the beef. Indeed, I am not wide of the mark when I say, even eaten alone, the the currant contains nutriment in all sufficiency.

In the dietary of the peasant classes of Greece, a people remarkable for their hardihood and health, the currant appears at almost every meal—while in Germany and Holland currant bread is a common article of food. Indeed, amongst the many shapes in which the currant may be brought to table, bread made of, say, 30 parts of currants to 70 parts of dough is one of the best.

Currants contain in the right proportion certain valuable acids, such as tartaric, citric and malic. These acids, while having wholesome individual properties, besides being refrigerant, antiseptic and antifebrite, serve to modify or adjust the flavor of the sugar and help the other nutriment components of the fruit to readily deliver themselves up.

It will thus be seen that the masses have at their command a delicious article of food, which costs the merest trifle, and of which they would surely and readily avail themselves did they but know its value. The middle and upper classes, those who are, in a sense, indifferent to food regarded in its dietetic aspect, but who select it mainly for flavor, have an important adjunct to the table, which gratifies the palate and operates as a liberal auxiliary to health and well being.

Useful as a Diet Food.

For children and those who must of necessity adopt a "diet," currants, properly treated and prepared, will prove a digestive aid and act as a gentle and natural laxative.

Almost the whole of the sugar in the currant consists of invert sugar—that is to say, of a mixture of dextrose and levulose; there is not any cane sugar present, but in some cases there is a very slight predominance of dextrose or crystalizable fruit sugar.

A second and not less striking fact, was the smallness of the proportion of woody fibre, or cellulose, the essential and chief constituent of wood, husks and skins. From the appearance of currants one might imagine that a very large proportion of the article was made up of skins. As a matter of fact, the insoluble proportion of the skins, that which would not be capable of digestion, is remarkably minute, amounting to only 1 per cent. or less. In other words, there is no more fibrous matter in currants, in spite of their appearance, than there is, for instance, in brown bread. This fact is further confirmed by the enormous proportion of total matter soluble in water which, added to the moisture naturally present in the currants, makes up from 96 to 97 per per cent. of the total weight. Currants, when their skins are broken, are almost wholly soluble in water, only 3 per cent. or 4 per cent. remaining undissolved, and of this small proportion three-quarters go into solution during digestion.

While it is clear that by far the chief value of currants as an article of food depends upon their contents in saccharine material, in regard to which they are equalled, yet not surpassed, by a single natural food product, namely, honey—their contents in organic acid (mainly consisting of tartaric acid) is of considerable importance. The acidity amounts to about 1½ per cent. It covers, modifies and to some extent hides the enormous proportion of sugar. Furthermore, there can be no doubt that dietetic value must be ascribed to the potash which, in the form of cream of tartar, always accompanies the tartaric acid of the grape.

Tell Your Customers That :

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

Those made by *McDOUGALL* are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO ILL., U.S.A.

Black Watch

The Big Black Plug Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade

For Steady, Profitable Selling

No line you can stock in your Tobacco Department will equal the

7-20-4 Cigar

A splendidly-made smoke, of choice imported leaf only, and sells at a popular price.

Try a few boxes of "7-20-4."

Write for prices

Sherbrooke Cigar Co.

Sherbrooke, Quebec

WONDERFUL SOAP

is true to its name, and is a veritable wonder-worker in ridding soiled clothes of every vestige of dirt. It is the housewife's best friend, and while it is economical for her to use, it is profitable for you to handle!

Push "WONDERFUL." There's money in it!

Guelph Soap Company

GUELPH, ONTARIO

Are You Keeping Your Tobacco Stock Up-to-Date?

IF NOT, WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

Strawberries

Are receiving three times a week direct from Florida, also Florida Lettuce, Egg Plant, Green Peppers. Your orders will have our best attention.

Marmalade Oranges are now at their best; prices right. California Navels, Valencia Oranges, Grape Fruit, Almeria Grapes, Figs, Dates, Nuts, etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

DON'T MISTAKE

IT'S NOT because other brands of lemons may be of irregular quality that ST. NICHOLAS and HOME GUARD are the acknowledged premier fancy brands of Messina lemons shipped to Canada to-day—it's because ST. NICHOLAS and HOME GUARD represent the FINEST QUALITY of fruit that grows—packed and handled to the point of perfection—always the best and always the same.

J. J. McCABE
AGENT
32 Church Street, Toronto.

Dealers are Losing Money on the Apple Market

Supply Too Great for Demand and Many Varieties are Getting Past Their Time—Scarcity of Haddock and Pike Likely to Advance Prices—Some Frozen Oranges Yet on the Market.

MONTREAL.

Green Fruits — Business is dull and new fruits are coming in slowly. Plenty of apples are on the market and oranges and grapes have maintained their slight advance. Six cars of No. 3 apples sold at $1.25 to $1.75 on Tuesday per bbl. No. 2 sold from $2 to $2.50 per bbl. Dullness, however, is the dominant note in green fruits.

Apples—			Kumquats, qt.		0 25
Baldwins, bbl.		4 00	Lemons—		
Greenings, bbl.		4 00	Verdillis, box.		2 50
Russets		4 25	Maoris, box		3 25
Kings, No. 1.		4 00	Limes, per box.		1 50
Spies, per bbl.		4 50	Messina bitters.		2 25
Fameuse, bbl.	4 00	4 50	Oranges—		
Mackintosh reds.		5 00	Floridas		3 00
" No. 2.		4 50	California navels		2 75
Tallman Sweets.		2 50	Porto Ricos		2 50
Bananas crated, bunch	1 50	2 00	Mexicans		2 25
Cranberries, bbl.	7 50	9 50	Jamaica, crate		4 50
Cocoanuts, bags.		4 25	Pineapples—		
Grape fruit—			Floridas, box.		4 00
Florida		5 50	Strawberries—		
Grapes, Almeria, per keg		6 50	Florida, qt.		0 70
			Tangerines, strap		5 75

Vegetables—Heavy winter weather has hindered business in vegetables during the week. Some reductions have taken place, however, owing to storage goods being available, instanced by Boston onions selling at $1.25. On the other hand Spanish cases have advanced to $3. Florida tomatoes have sagged slightly and are selling at $5 a crate. Cubans are $3.50. Hot house tomatoes are on the market at 30c per lb. Otherwise the market is uninteresting with fair demand.

Beets, bag	0 50	0 60	Spanish, cases 150 lbs.		3 00
Brussels sprouts, per qt.		0 23	Spanish, ½ cases		1 65
Carrots, bag.	0 50	0 60	50 lbs.	0 90	1 00
Cabbage, bbl	1 00	1 25	Potatoes—		
Celery—			Montreal, bag.	0 65	0 75
Canadian, doz.	0 75	0 90	Sweet, per bbl.	2 50	3 50
California, crate.		5 50	" basket.		1 50
Cauliflowers, doz.		1 50	Parsley, dozen.	0 40	0 90
Cucumbers—			Parsnips, bag.	0 90	1 00
Boston, doz.	1 00	2 00	Rhubarb, doz.		1 25
Garlic, per lb.		0 17½	Spinach, bbl.		4 00
Green Peppers, basket.		0 75	Tomatoes—		
Lettuce—			Floridas, crate		5 00
Curly, box		1 60	Cubans, crate		3 50
Boston		1 25	Hot-house, lb.		0 30
Onions—			Turnips, bag.	0 40	0 75
Red, per bag		1 00	" Quebec, per ton	7 50	9 00

Fish — This has been a fish week. Three Ember-days occurred during this week and the demand has been heavy. Prices are advancing and a change will be noticed in most of the current quotations. There is a scarcity in pike and haddock and prices are likely to advance. Frozen herring have come in in good supply and Tommy Cods are more plentiful than usual. As a consequence prices have sagged. The market is active and business is exceptionally good in all departments. Consumption all through the province of Quebec has increased since Lent set in and higher prices may be expected for nearly all popular fish.

FRESH

Market cod, lb.	0 05		Haddock, lb.	0 05	0 05½
Steak cod, per lb.	0 05½				

FROZEN

Dore, winter caught, per lb.		0 08	Pike, round		0 06
Flounders		0 06	Steak cod, lb.	0 05	0 05½
Haddock.	0 05	0 05½	Salmon, B.C., red, per lb.	0 08½	0 09
Halibut, per lb.	0 09	0 10	Salmon, Gaspe		0 18
Herring, per 100.	1 75	1 80	Salmon, Qualla, per lb.	0 07½	0 08
Herring, large.		2 25	Smelts, 10 lb. boxes.		0 10
Lake trout		0 10	Tom cods, per bbl.		2 00
Mackerel		0 09	Whitefish, large, lb.		0 09½
Market cod.	0 04½	0 05	Whitefish, small, per lb.	0 06½	0 07
Pike, headless and dressed		0 07			

SALTED AND PICKLED

Green cod, No. 1 medium, per brl.		7 00	No. 1 mackerel, brls.		16 00
Green cod, small, brl.		4 75	Salmon, B.C., ½ bbls.		8 00
Green cod, large, brl.		7 50	" " bbls., red		14 50
Labrador herring, bbl		5 25	" " pink		14 00
" ½ bbl		3 00	" Labrador, bbl		18 00
Labrador sea trout, bbls		11 00	" " ½ bbls		9 50
Labrador sea trout, half bbls.		6 00	" " trcs., 300 lb.		25 00
No. 1 mackerel, pail.		2 00	Salt eels, per lb.		0 10½
" " ½ bbls.		8 00	Salt sardines, 20 lb. pl		1 00
			Sardines, Quebec, bbl		5 50

SMOKED

Bloaters, large, per box	1 10
Haddies, 15 lb. bxs., per lb.	0 07½ 0 08
Herring, new smoked, per box	0 13
Herring, boneless, per lb.	0 10
Kippered herring, per box	1 10
Smoked salmon, sugar cured, per lb.	0 25

SHELL FISH

Lobsters, live, per lb.	0 16
Lobsters, cooked	0 18
Oysters, choice, bulk, Imp. gal.	1 40
" "Sealshipt," standards, Imp. gal.	1 85
" " seleot	2 00
" shell, per bbl.	7 00 10 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Dry cod in bundles, per bundle	6 00
Skinless cod, 100 lb. case	5 50
Shredded cod, per box	1 80

TORONTO.

Green Fruits—Apples are getting to be almost an eyesore on the market. The sales are altogether too slow to suit the dealers. Many varieties are getting past their time, and are depreciating in value. one dealer said that he was tired looking at them, and nothing but loss stares most of them in the fact. Not only here, but the English market is a heavy loser to exporters. Apples are waiting for buyers at from $1.50 to $3 a barrel, according to quality and variety. A good many of the navel oranges are still frosted and risky to buy. A shipment of strawberries called the "Pride of Florida" arrived during the week and are selling at 60 to 70c a quart box. Pineapples are in good demand and regardless of all the noise of high prices are selling at $4.50 a case, while our own apples are rotting at one quarter that value.

Apples	1 50	3 50	Oranges—		
Bananas	1 75	2 00	California navels	2 00	3 00
Cranberries, bbl	8 00	8 50	Floridas	2 50	2 75
Grapes, Almeria per keg	6 00	6 50	Mexican	2 00	2 25
Grape Fruit	3 75	4 00	Marmalade, Seville, per cbest		4 50
Lemons—			Messina bitter, box		2 50
Messina	2 25	2 75	Pineapples, case	3 75	4 00
			Strawberries, qt.	0 60	0 70

Vegetables—It is remarkable how the consumption of fresh green vegetables is increasing from year to year. Where a few cases were sold a few wears ago there are now car loads sold, and another thing is noticeable and that is that each year they come a few weeks earlier than the previous year. Without mentioning any line, it is safe to say that all kinds

of fresh vegetables are available and the prices do not seem to stand in the way.

Beets, bag		0 70	Green, per doz	0 50	0 60
Beets, new, doz		1 00	Spanish, ½ cases		1 50
Cauliflower, doz		2 25	Parsnips, bag	0 85	0 90
Cabbage, Canadian, dozen	0 35	0 40	Potatoes—		
Cabbage, Can., per barrel		1 35	Canadian, bag	0 60	0 65
Carrots, bag	0 65	0 75	Bermuda, new, per barrel		8 50
Carrots, new, dz		1 25	Sweet, hamper	1 25	1 50
Celery, Canadian, dozen	0 30	0 35	" barrel		3 50
Celery, Cal., per case	5 00	5 50	Parsley, per doz bunches		0 70
Cucumbers, doz		1 75	Pineapples	4 25	4 50
Lettuce, hamper		2 50	Radishes, doz	0 35	0 40
Lettuce, per doz		0 30	Rhubarb, doz		1 00
Onions—			Spinach, hamper		1 10
Canadian, bag	1 00	1 25	Tomatoes, hot house, lb		0 25
Valencias, new, crate	2 75	3 00	Tomatoes, case of 6 baskets		4 00
Spanish	2 50	2 75	Turnips, bag		0 40

Fish Market—The fish market is busy. The demand is good and the prices are firm. There are no changes in prices, except halibut which are scarce and 2c higher.

LAKE FISH (FROZEN)

Goldeyes	0 05½	Pickerel yellow	0 09
Herring, Lake Erie	0 06	Pike	0 06
" Lake Superior	0 05½	Perch	0 12
" Lake Ontario	0 04	Trout	0 10
Pickerel, blue	0 05½	Whitefish	0 10

OCEAN FISH (FROZEN)

Steak Cod	0 07	Salmon, pink, per lb	0 09
Halibut	0 12	" red	0 10
Haddock	0 06½	" sea dressed	0 13
Herring, per 100	3 00	Smelts, No. 1	0 11
Mackerel, each	0 20	" extra	0 15
		Shrimps, per gal	1 15

SMOKED, BONELESS AND PICKLED FISH.

Acadia, per crate	2 40	Herrings, Labrador, half barrels	2 90
" tablets, box	1 60	Herrings, Digby, bndle	0 60
Bloaters, per basket	1 00	Herrings, Imported Loch Fyne, per kit	1 10
Codfish, shredded, box	1 80	Kippers, per box	1 25
" Bluenose, "	1 40	Quail on toast, per lb	0 05½
Cod steak, per lb	0 07	Trout, pickeled, 100 lb. barrels	6 00
Cod, Imperial, per lb	0 05		
Ciscoes, per basket	1 25		
Haddle, Finnan	0 08		

SHELL FISH.

Oysters, standards, per gal	1 65	Oysters, selects, per gal	1 85
		Oysters, extra selects	2 00

BETTER BASIS FOR FISH TRADE.

Object of the Recent Merger of Eastern Fish Companies.

Montreal, February 16.—In reference to the merger of fish concerns recently reported, A. H. Brittain, Montreal, with the Atlantic Fish Co., confirmed it stating to The Canadian Grocer that the Canadian fisheries, which were the finest in the world, had not been properly developed owing to lack of capital and organization on the part of those interested. "There is no intention to increase prices but it is hoped by the present merger," he said, "to put the business

HEADQUARTERS FOR

High-Class Oranges

NAVELS
FLORIDAS
VALENCIAS

We ship only the best goods. Fruit that will please you and your customers. Are you getting our Weekly Price List?

WHITE & CO., Limited

Phone Main 6565 Toronto and Hamilton

Fresh Arrivals

THIS WEEK

TWO CARS FANCY NAVELS ALL SIZES

ONE CAR
Fancy Bananas, Lemons
Cranberries, Almeria Grapes, etc.

Phone or mail your orders

HUGH WALKER & SON
(Established 1861)
GUELPH, ONTARIO

Have you seen them? seeing is believing

Have you eaten them? eating is convincing

FLORIDA ORANGES

Finest Oranges in the world. Sweet and full of Juice. The eating quality is unsurpassed

Order always—You will always sell—Florida Oranges

FLORIDA CITRUS EXCHANGE

W. B. Stringer
District Manager TORONTO

FISH and OYSTERS

Everything in FOOD FISHES

Ocean Fish, including Halibut, Pink or Qualla Salmon, Dressed and Round Red Sea Salmon, No. 1 Smelts, beautiful large Sea Herrings, Cod and Haddock.

Lake Fish, including choice winter-caught Whitefish, Trout, Herrings, Goldeyes, Yellow Pickerel and Pike.

Pickled Fish—Labrador Herrings (kegs and barrels), Pickled Trout, Imported Loch Tyne Herrings.

Smoked Fish—Finnan Haddies, Bloaters, Kippers, Digby Herrings.

Dry Cod of every description.

Oysters, the famous "Beacon" Brand.

QUOTATIONS
sent by first mail on request.

WE GUARANTEE
the finest of stock in each and every line.

Our prices are not the lowest—but considering quality they are the cheapest.

The F. T. JAMES CO., Limited

Church and Colborne Sts. **TORONTO**

To The Fruit Trade

One way of increasing your fruit trade and your profits is to keep your stock cleaned up. A dozen oranges left to dry out and spoil in the bottom of a box reduces the profits on a whole case. Fruit that doesn't move in a reasonable time is bound to deteriorate in value and will not do your fruit trade any good. Again, if you can double your sales you double your profits, and your stock is always fresh and clean. Its very appearance is an added incentive to your customers to buy.

Every orange and lemon packed in the "Sunkist" wrappers passes the most rigid inspection ever given fruit. Every piece must be well colored, juicy and full flavored. As we ship entire train loads of fruit from California, we have the advantage over all traffic lines, thus bringing to you the best fruit of California in prime condition. "Sunkist" brand is fruit you can recommend, fruit your trade will appreciate, and you can build up a fresh fruit business that will make you more clear money than any other line of goods you handle. "Sunkist" on the wrappers of oranges and lemons means quality insurance.

We are taking special care with our Canadian shipments and believe every jobber can supply you with "Sunkist" oranges and lemons. If you have any trouble in having your order filled, we will be glad to hear from you.

CALIFORNIA FRUIT GROWERS' EXCHANGE

Distributing Points: TORONTO WINNIPEG MONTREAL CALGARY

THE MEN BEHIND THE PRODUCT

We want to tell you something about ourselves as well as our goods. We have for fourteen years been in our present business—the catching, packing and shipping of the famous

BRUNSWICK BRAND SEA FOODS

We obtain the choicest supplies, employ the highest skilled help and use the most modern and sanitary methods. We give an A1 service and believe in prompt, polite treatment.

Sell the Brunswick Brand—

It Is What the People Crave For

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

on a better basis, especially in regard to its export trade."

The firms in the merger are: The Charles Robin Collas Company, Limited, of Jersey, with head office at Halifax and some thirty branches, many of them on the Gaspe coast; A. G. Jones & Co., Halifax; Zwicker & Co., Lunenburg; The Atlantic Fish Companies, Limited, of Lunenburg, with branches at other points.

The capitalization of the new corporation and other details of the merger have not yet been announced, and the name of the new concern has not yet been finally decided upon. The settlement of these and other details will be a matter of a short time.

In the meantime the parties mentioned have agreed to become participants in the merger. The deal was accomplished through the Bank of Montreal.

Increase Fish Profits by Means of Telephone

Good Opportunities on Fast and Abstinence Days During Lent —The Use Made of the Phone by a Montreal Retailer—Calls up Prospective Purchasers Regularly and Adds Greatly to His Annual Sales.

There are many grocers who make it a practice to call up by phone their regular customers on special occasions, suggesting a particular line of goods which is appropriate to the day or season.

For instanee, during Lent, there are certain days upon which a great many eat no meat whatever and then is the time for the grocer to make good capital out of his fish department.

Some retailers make it a point in Lent to keep so close to their customers by the use of the telephone that they secure their entire fish trade. During the morning of every fast and abstinence day of every week they make enquiries about the fish order for that day, suggesting the lines of fish they have on hand and advising their customers what to purchase.

In order to do this, retailers must know what these special days are. Every day in Lent is a fast day. With the exceptions which are stated below, meat may be eaten but onee every day.

Wednesdays and Fridays of every week during Lent are known as fast and abstinence days and no meat is eaten during them. The Ember-days this year fall during the present week and are Wednesday, Friday and Saturday. They are fast and abstinenee days, and Saturday before Easter Sunday is also a fast day.

With this knowledge the retailer has something definite to work on, because he knows exactly when fish will be in demand by certain of his customers and when it will be in the greatest demand.

That this information is valuable is exemplified by a Montreal grocer, who claims he has greatly increased his fish sales this season in this way. Every Wednesday and Friday morning he or his salesmen enquire by phone as to whether his customers desire this or that kind of fish, which they have just received, and in a good many cases orders are secured which otherwise would never have been filled or which would have been filled by some one else.

This is attended to not only in Lent, but throughout the year, so far as Friday is concerned, and his fish sales are thereby greatly augmented.

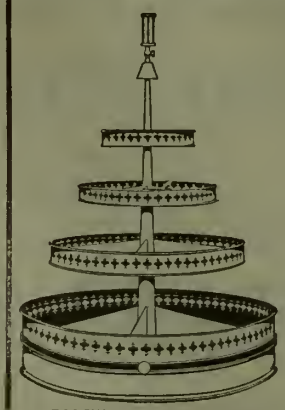
The Montreal retailer does not stop at fish, but uses other seasons of the year to advantage—particularly the fruit season. He calls up customers who, he thinks, will be interested, mentioning new fruits he has just secured and advises them to purchase, always being careful that it is a favorable time for them to do their buying. Also, when he has some particular article in which he wishes to interest his customers he uses the phone to good advantage, so that during the whole year, by exercising a little judgment and forethought, he manages without much trouble to make a good many extra sales and therefore increases his profits.

DEATH OF FISH MERCHANT.

Daniel Hatton, head of the wholesale fish company bearing his name under the style D. Hatton & Co., died Saturday, Feb. 12, at the Western Hospital, Montreal. He was born in Montreal 65 years ago. After spending a few years of his life in the United States he returned to his native city. In 1874 he established the fish business which developed to its present proportions, chiefly through his own ingenuity and enterprise.

Mr. Hatton achieved many real estate interests and was considered wealthy outside of his business. He was a member of the Board of Trade, a life governor of the General Hospital, and was identified with several other institutions. He was the organizer of the boating club at Ste. Rose where he spent the summer for many years.

Salesmanship is an art. We can perfect ourselves by study. If you have great natural ability don't depend too much on it, if you have but little natural ability don't despair. Study and keep your eyes open and you will surely improve.—Geo. Ritter.



SELL MORE VEGETABLES
AT BETTER PRICES

We figure that's what you want to do so we'd like to tell you how you can do it by using our

VEGETABLE DISPLAY STAND

When writing state whether you have a city water supply.

GALESBURG CORNICE WORKS
93 Cox Street, Galesburg, Illinois

TRY LEARD'S LOBSTERS and CANNED CHICKEN
Write for Prices
W. A. LEARD
Summerside, - P.E.I.

Lemon Bros.
Owen Sound, Ont., and Sault Ste. Marie
Wholesale FRUIT, FISH and PRODUCE
Commission Merchants, and
Dealers in HIDES, WOOL and RAW FURS

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

FISH FOR LENT

PLACE YOUR ORDERS NOW

FRESH	FROZEN	SMOKED	PREPARED
Cod	Halibut	Haddies	Boneless Cod
Haddock	Salmon	Fillets	Skinless Cod
Pike	Smelts	Smelts	Boneless Fish
Pickerel	Whitefish	Kippers	Green Cod
Mackerel	Herrings	Red Herrings	Dry Cod

PICKLED: Labrador Herring, Labrador Salmon, B.C. Salmon, Sea Trout, Mackerel

Frozen Sea Herrings — Bulk and Sealshipt Oysters

Our Lenten Price List will interest you. Send for it.

LARGEST FISH AND OYSTER WAREHOUSE IN CANADA

BRANCHES:
Montreal
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Grand River
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LEONARD BROS.

20 to 26 Youville Square (Near Customs House) Montreal

P. O. Box 639
4 Long Distance Telephones

Nova Scotia Haddies are good
New Brunswick Haddies are good
Portland Haddies are good

We know because we handle them all, but the best Haddies known are the

Wachusett Haddies

packed by Freeman & Cobb of Boston, Mass. Why ? Because only fat, plump and perfectly fresh fish are selected before going to the smoke house ; because they are smoked by a professional; because they are so clearly and carefully put up; because they possess a flavor which always pleases.

We are sole agents for Canada. For prices, ask for our booklet, last edition.

D. HATTON CO.

Montreal

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.

SEALSHIPTICASE
SEALSHIPT OYSTERS
Direct from the Oyster bed free from water ice or preservative
A PURE FOOD natural flavor and freshness guaranteed
THE SEALSHIPT OYSTER SYSTEM INC.
SOUTH NORWALK, CONN

The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

The Sealshipt Oyster System, Inc.

SOUTH NORWALK, Connecticut.

Government Standards Necessary for Canners

So Claim a Number of Speakers at Annual Session of National Canners' Association—Propose Name of Packer on the Labels—Canners Brought into Disrepute by "Slack" Packing.

Atlantic City, N.Y., Feb. 15—That a scramble for business among the canned goods manufacturers of the United States has resulted in making the merits of the product proportionate with the price, is the belief that is held by many of the packers who opened their big convention here last week. The keynote of the addresses was the necessity of establishing a Government standard for canned goods and a publicity fund of not less than $100.000 to bring the canning business to its proper standing. "Slack" packing and not inferior quality, the speakers said, had resulted in having the product of the canneries brought into disrepute from many sources.

Stories of ptomaine poisoning not founded on fact and printed in sensational newspapers and magazines was another reason given why the demand was not what it should be according to the ideas of the canners. In the matter of private labels, most of the canners apparently favor a Government standard which wil compel them to put their names on the labels and many of the potters and brokers taking the other side.

"Despite what may be said, it is a fact that our product is more free from germs than any other line of foodstuffs," W. O. Hoffecker of Smyrna, Delaware, said: "Many will recall that at the last meeting of this association, held in Atlantic City, we recorded ourselves as distinctly in favor of a national pure food law, and it was only a short time thereafter that the new law was passed, and we have been the ones who have always favored upholding its provisions.

"There is one shortcoming in the law, however, which should be remedied, and that is to have Government standards for all our goods.

"As it is now it is possible for unscrupulous canners to put up slack cans in any manner they please so long as there is nothing dangerous to the public health. Standards set by any State or National Association of Canners will never supply the proper remedy, as there are no means of enforcing the provisions. A Federal system of standards is the only method to reach the desired end.

Price-Cutting the Cause.

"It is hard to locate the blame for slack filled cans, but price cutting is largely responsible for the evils. It is absolutely unfair to have a differently decorated label, the only distinguishing feature between a standard and second grade of any canned goods. The label on seconds should bear the word 'seconds' in letters plainly visible to the consumer. Government inspection will either compel packing better goods or put the bad canner out of business; either would be preferable than present conditions."

"Canners look on the stories of foodstuffs being too high as a ghastly joke, from their standpoint," Pres. Craig said. "Entirely too many are now selling their product below cost in order to keep their plants going.

Mr. Craig also favored Government inspections and stated that the proposed dating law would work an unnecessary hardship on all who sell the goods. After a certain time, which is before they reach the consumer, it is easy to tell whether they are good or bad, and after that time the good product keeps indefinitely.

Mr. Craig also called attention to newspaper articles in connection with the use of sulphate of copper as a coloring for peas, and held that the ruling of the food officials on the permitting the use in imported goods was unfair to the domestic packers.

In the United States, he said, the canners of peas do not nor are they allowed to use artificial color, and that the present ruling admitting colored foreign products is wholly for the benefit of the importer.

Frank L. Deming of the Canned Goods and Dry Fruit Brokers' Association, made an interesting address on his branch of the trade, calling attention to the fact that brokers were a recognized factor in the trade ever since Joseph induced the King of Egypt to run a corner in corn.

CANADIAN TRADE CHANGES.

Grocery Businesses Bought and Sold, Assignments Made and Losses by Fire.

Ontario.

M. P. Reid, grocer, Kingston, Ont., has assigned.

Geo. Riley, grocer, Toronto, offers to compromise.

Spence & Kellond, grocers, Toronto, have assigned.

C. B. Ellison, grocer, Hamilton, Ont., has sold his business.

Fred A. Jellies, general merchant, Kintail, Ont., has assigned.

W. E. Parrot, grocer, Chatham, Ont., has sold to S. Bullis & Co.

Assets of Chas. Summerhill, wholesale confectioner, Ottawa, are to be sold.

Jaques & Donnelly, grocers, Toronto, have dissolved, C. A. Jaques continuing.

Richard Hewins, general merchant, Mountsburg, Ont., has sold to Geo. Hinton.

W. J. Ard and F. W. Hunt, general merchants, South River, Ont., have sustained loss by fire.

Rymal & Thorpe, wholesale and retail fruit and produce merchants, Hamilton, Ont., have given up business.

F. W. Weldon, grocer and butcher, Hamilton, has sold to Frank Clark, who takes possession on March 1st.

Quebec.

Duquette & Falcon, grocers, Montreal, have dissolved.

Cantin & Frere, groeers, Quebec, Que., have registered.

Mrs. Geo. Vaudreuil, grocer, Quebec, Que., has assigned.

The Plateau Grocery, Notre Dame de Grace, Que., will soon be opened.

Assets of Geo. Moore & Son, general merchant, Lisgar Station, Que., are to be sold.

Maritime Provinces.

Daniel B. Ross, general merchant, Stoney Island, N.S., has assigned.

Daniel Gray, grocer and dry goods merchant, Westville, N.S., has assigned.

Western Canada.

L. Davis, grocer, Winnipeg, has sold out.

J. Newhouse, grocer, Winnipeg, is succeeded by S. Ostrey.

S. Murray, grocer, Weyburn, Sask., has sold to D. C. Nixon.

Leisen & Roles, general merchants, Bruno, Sask., have dissolved.

G. S. Stasink, grocer, Melfort, Sask., has been sold out by sheriff.

T. H. Heiman, grocer, Morden, Man., is succeeded by Wm. Heiman.

A. Higgins, general merchant, Sidney, Man., was burned out recently.

W. E. Jennings, groeer, Francis, Sask., advertised his business for sale.

A. S. Knight, grocer, Norwood Grove, Man., has sold to W. J. Kennedy.

J. L. McCosh, general merchant, Souris, Man., is moving to Brock.

Stephenson & Clark, general merchants, Leslie, Sask., have dissolved.

Stock of estate of Ambrose Brunt, Clarkleigh, Man., is sold to E. J. Martin.

A. C. Ready, general merchant, Homewood, Man., is sueeeeded by R. L. Babb.

Nathan Korman, general merchant, Morden, Man., has sold to Jacob Korman.

The Western Trading Co., general merchant, Neudorf, Sask., are sueeeeded by B. Panitz.

Stock of estate of E. E. Ruttle, general merchant, Rosthern, Sask., is being sold by auction.

Ross & Cunningham, general merchants, Elgin, Man., are succeeded by Cunningham and Grier.

Whitman & Co., general merchants, Emerson, Man., have sold their Ridgeville business to A. W. Heath.

G. C. MacDonald & Co., general merchants, Prince Albert, Sask., have sold to Agnew Bros. Hardware Co.

Estate of Jno. O'Reilly, grocer and liquor merchant, Portage la Prairie, is succeeded by Campbell & McCaig.

WILL IT PAY?

This is the first question that is asked by any merchant when considering the purchase of modern store fixtures. The fundamental question is one of

ECONOMY.

A device is economical if

It adds cleanliness,
It is a convenience,
It makes labor lighter,
It makes labor more efficient,
It reduces the labor item,
It saves time,
It adds safety,
It adds neatness,
It helps the appearance.

IT SAVES MONEY.

Considered from these standpoints the

BOWSER

Self-Measuring Oil System is the greatest economy.

The question is not "Can I afford it?" because it will pay for itself with money that was before wasted. It's simply up to you to investigate. The merchant who tries to see how much he can really get by adopting modern methods is the one who pulls the largest trade.

WRITE FOR BULLETIN 5.

S. F. Bowser & Co., Ltd., Toronto, Ontario

MR. GROCER,

Try the Better Way

That credit customer should not give you trouble at all. His business is as good as the cash customer's, and he will pay just as well if you use the right tactics on him. Don't jump all over him—don't be too loose with him. Just use the good, old, safe, sensible plan that has been tried and proved successful by thousands of grocers all over America.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate argumcnts. They cost but little and pay for themselves many times over.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.
Manufactured by

ALLISON COUPON CO., Indianapolis, Ind

An additional $1 worth of goods to each of Grocer's 7,000 readers:

If 7,000 of the best grocers in Canada held a meeting every week at Toronto, Montreal, Winnipeg or some other point, what would a manufacturer pay for the privilege of giving them a series of talks about his goods?

If this manufacturer was able to demonstrate the solid worth of his product, and show that it paid the dealers a fair profit, could he induce each one of them to buy an additional $1 worth of it in a year?

$1 worth of any manufacturer's goods would make a pretty small parcel. Yet multiply that quantity by the number of dealers and you find that it means $7,000.

There is only one way in which a manufacturer can address the 7,000 leading buyers of grocery lines every week. That is through The Canadian Grocer.

If he approaches his talks in this paper as carefully as if he were actually addressing a meeting of these buyers—says something worth while—do you mean to say that he could not make it worth many times what it costs?

A space this size costs $425 for 52 weeks, which means that a manufacturer using it could talk to about 10 good buyers for every cent expended. The value of the space to him would depend entirely upon what he said in it.

Classified Advertising

AGENCIES WANTED.

AGENT, with good connections, open to represent wholesale firm or manufacturer in city of Quebec. Highest references. "L," 75 Peter St., Quebec. (9p)

A WHOLESALE FIRM in Vancouver, B.C., with an established connection is open to handle one or two first-class agencies in the grocery and confectionery line. Highest references. Box 349, Vancouver, B.C. (9p)

WANTED—To secure connection with a first-class cheese and also creamery butter factory situated in western Ontario. Apply to 309 N. Vickers St., Fort William, Ont.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and Room 314, Stair Building, Toronto.

AGENT WANTED.

AGENTS WANTED IN CANADA by Manchester Manufacturer of Bottled Jams. An attractive line that should sell well. Address—Duerr & Sons, Old Trafford, Manchester. (tf)

BUSINESS OPPORTUNITY.

YOUNG MAN, 21 years, with four years' business experience, wants experienced partner to go into the jobbing business Would invest in and look after office end of business. Box 332, CANADIAN GROCER, Toronto (8p)

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

FOR SALE — Automatic Computing Scale. S. H. Fagan, Windsor, Ont. (13p)

FOR SALE—One Huber Account Register made by R. B. Belden & Co. Was never in use. For quick sale, $25 cash f.o.b. here. D. D. Donovan, Brockville. (6p)

FOR SALE—An excellent opportunity for anyone looking for a snap in a first-class general store property in an Eastern Ontario village. Store large and convenient to wharf and station. Has new furnace and lighting plant. Present tenant doing excellent business. Terms can be arranged for half purchase price. Apply to "Gilt Edge," CANADIAN GROCER, Toronto. (6)

GROCERY BUSINESS FOR SALE in town of Winchester, Ont. Stock and fixtures $2,000, annual cash business $13,000. Must be sold in a short time. Good opening. J. E. Cook, Box 322, Winchester, Ont. (7p)

SITUATIONS VACANT.

GREAT OPPORTUNITY FOR SALESMAN visiting the drug or grocery trade in and west of Winnipeg. Firm established on eastern market several years wants salesman who can invest $300. All profits from his territory will be turned over to him until his investment is paid back. Commission and half the profits thereafter. Profits very large. L.C.M. Co., 506 Union Trust Building, Detroit, Mich.

WANTED—Salesman for Montreal with established trade in grocers' and druggists' specialties and confectionery. Replies confidential. State salary expected. Address "Confectionery," CANADIAN GROCER, Toronto.

WANTED—Salesman for Western Ontario with good connection for confectionery, grocers' and druggists' specialties. Reply with full particulars and salary expected. Address "Importers," CANADIAN GROCER, Toronto.

SITUATIONS WANTED.

COMPETENT MALE GROCERY STENOGRAPHER (employed) wants position offering better opportunity for advancement. A worker. "Stenn," care H. Hodgson, 11 Hartney Chambers, Vancouver, B.C. (9p)

MISCELLANEOUS.

A BOON TO EVERY GROCER—A perfectly reliable fountain pen is to be found in the Beaumel "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smoothness. Gold nibs of thicknesses to suit every style of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Company, Canadian Agents. Toronto.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

DOES YOUR FIRE INSURANCE POLICY protect you? There are points in connection with fire insurance policies that need expert handling to secure proper protection. We are Fire Insurance Experts. We can safeguard your interests, and procure the lowest rates. Mitchell & Ryerson, Confederation Life Bldg., Toronto.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Toronto. (tf)

CUT DOWN THE COST of your fire insurance. Our illustrated catalog "O" on fire-proof windows, doors, etc., contains full information as to how you can save money on your insurance. You will find it interesting. Write for it to-day. A. B. Ormsby Co., Ltd., Toronto. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

INSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive. All foul air in room expelled through special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co., Saturday Night Building, Toronto; Board of Trade Building, Montreal. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by Install'ng a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of business, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

USE the best carbon paper. Our "Klear-Kopy" carbon gives clear unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S" The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

YOU DON'T buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge Street, Toronto.

THE MONEY you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

$75 buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit: Acme Duplicating Machine, one tubular stand fitted with type cases, compartments plainly lettered and arranged like universal keyboard of the standard make of typewriters, one drawer for accessories and forms, 20 lb. font of typewriter type, one chase, one Acme ribbon any color with typewriter ribbon to match, one pair tweezers, two quoins, one key, one oil can and one set of regleta. Sold with a guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

WANTED.

SOAP WANTED—I would like to hear from a firm who can sell a laundry soap in wrapper having my own imprint, or else without wrapper or name. A soap with a profit to it is required. P.O. Box 102, Arnprior, Ont. (7p)

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	5-oz.	1 75
1-doz.	12-oz.	3 50
2-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 50
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER

	Sizes.	Per doz.
Royal—Dime		$ 0 95
"	½ lb.	1 40
"	6 oz.	1 95
"	½ lb.	2 55
"	12 oz.	3 85
"	1 lb.	4 90
"	3 lb.	13 60
"	5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED)

Aylmer Jams Per doz		Peach	1 80
		Pear	1 70
Strawberry	1 90	Jellies	
Raspberry	1 90	Red currant	2 40
Black currant	1 80	Black currant	2 40
Red currant	1 80	Crabapple	1 70
Raspberry & red currant	1 80	Plum	1 70
		Grape	1 70
Raspberry and gooseberry	1 80	Marmalade	
		Scotch	1 40
Damson plum, stoneless	1 70	Orange Jelly	1 75
		Green Fig	2 25
Greengage plum, stoneless	1 70	Lemon	1 80
		Pineapple	2 25
Gooseberry	1 80	Ginger	2 25

Pure Preserves—Bulk.

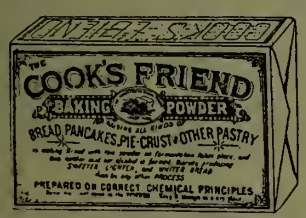
	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

Cartoons—	Per doz	No. 12, 4-oz., 6 dz	0 70
No. 1, 1-lb., 4 doz	2 40	No. 12, 4-oz., 3 dz.	0 75
No. 1, 1-lb., 2 doz	2 50	In Tin Boxes—	
No. 2, 5-oz., 6 doz	0 80	No. 13, 1-lb., 2 dz.	3 00
No. 2, 5-oz., 3 doz	0 85	No. 14, 8-oz., 3 dz	1 75
No. 3, 2½-oz., 4 dz	0 45	No. 15, 4-oz., 4 dz.	1 10
No. 10, 12-oz., 4 dz	2 10	No. 16, 2½-lbs.	7 25
No. 10, 12-oz., 2 dz	2 20	No. 17, 5-lbs.	14 00

Cereals

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case $3.00.

The King's Food, 2-doz. in case, per case $4.80.

White Swan Barley Crisps, per doz. $1.

White Swan Self-rising Buckwheat Flour, per doz. $1.

White Swan Self-rising Pancake Flour, per doz. $1.

White Swan Wheat Kernels, per doz.. $1 40
White Swan Flaked Rice, per doz..... 1 00
White Swan Flaked Peas, per doz..... 1 00

Blue

Keen's Oxford, per lb..... 0 17
In 10-box lots or case..... 0 16
Gillett's Mammoth, ½ gross box..... 2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED

Cocoa—

Perfection, 1-lb. tins, per doz	$1 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Soluble, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22

Special quotations on Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, 1's & ½'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lo. boxes, per lo	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 50 bundles, per box	1 30
Milk chocolate, 50 cakes, per box	1 35

EPPS'S.

Agents, O. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 45
Smaller quantities ..... 0 5.

JOHN P. MOTT & Co.'s.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz 0 90

Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 35
Breakfast cocoa, 1-lb., ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 32
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 32
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases. Per lb

1-lb. packages	0 26
½-lb. packages	0 27
¼-lb. packages	0 28
1 and ½ lb. packages, assorted	0 26½
½ and ¼ lb. packages, assorted	0 27½
¼ lb. packages, assorted, in 5 lb. boxes	0 28
½ lb. packages, assorted, in 5 lb. boxes	0 29
¼ lb. packages, assorted, 5,10,15 lb. cas. Bulk—	0 30

In 15 lb. tins, 15 lb pails and 10, 25 and 50 lb. boxes.

	Pails.	Tins.	Bbls.
White moss, fine strip	0 12	0 21	0 17
Best Shredded	0 15		0 1
Speolal Shred	0 17	....	0 16
Ribbon	0 19	.. .	0 15
Macaroon	0 17	....	0 17
Desiccated	0 16	....	0
White Moss in 5 and 10 lb. square tins,			21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.	Cases	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.L	5 00

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp proof bags and tins.

Club House	$0 32	Ambrosia	0 25
Nectar	0 30	Plantation	0 22
Empress	0 28	Fancy Bourbon	0 20
Duchess	0 26	Bourbon	0 18
Crushed Java and Moona, whole			0 17½
" " " ground			0 17½
Golden Rio			0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

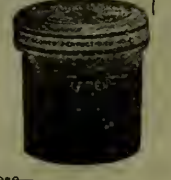
Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 2 spoons, $10 per doz.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese. -Imperial

Large size jars, per doz 8 25
Medium size jars, per dos 4 50
Small size jars, per doz 2 4
Individual size jars, per doz 1 00



Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size "	1 40

Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" 10c cakes, 36 in box "	2 56
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95 dozen
Medium, cases 2 dozen	1 80 "
Large, cases 1 dozen	2 75 "
Tumblers, cases 2 dozen	1 35 "
25-lb. pails	0 15 lb.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ¼ cent.

Extract of Beef

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

Infants' Food

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors),	doz.		1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.

Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. $2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
5 and 7 lb. tin pails, 8 and 9 pails in crate, per lb	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails, per lb	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
7 wood pails, 5 pails in crate, per lb	0 07

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

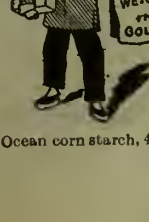
Soups (condensed)—No. 1 cans, all kinds, doz. $1.20. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. $1.40. Tomato Ketchup—Bottles (10c. size only) doz. $1.40. Tabasco-Ketchup—Bottles (10c size only) doz. $1.40 Chili Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (new) doz. $1.40: No. 80 jars, doz. $1 40.

W. CLARK'S SPECIALTIES

S.S. Beef (Inglass Brand), 3 sizes—⅛s, $1.5; ¼s, $2.25; ½s, $3.35 dozen. Ox Tongue (Paragon), 4 sizes—⅛s, $7.50; 2s, $8.50; 2½s, $9.50; 3s, $12 doz. Stewed Ox Tail—1s, $1.60 dozen. Stewed Kidney—1s, $1.5; 2s, $2.65 dozen. Minced Collops—1s, $1.40; 2s, $2.50 dozen.

OCEAN MILLS

Montreal



Chinese starch, 48 1-lb., per case $4.00; Ocean Baking Powder, 48 3-oz., $1.40; 48 4-oz., $1.80; 60 8 oz., $4.50; 36 1-lb.-$3.75; 48 1-lb. pkg., $4; 10 1-lb. tins, $3; loose 25 lbs., $1.75; Ocean blanc mange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $8.00 36 8-ounce, $7.20

Ocean corn starch, 48 1-lb. $3.60.

A GROCER'S CO-OPERATION

RISING SUN Stove Polish in Cakes gives a lustre which far outlasts all others under the heat of the stove, and that is why it has so many friends that call for it over the grocery counters the world around. We believe that the real live grocer wants to push the goods that please his customers, and that is why we have the hearty co-operation of thousands upon thousands of grocers everywhere. It pays you to push it.

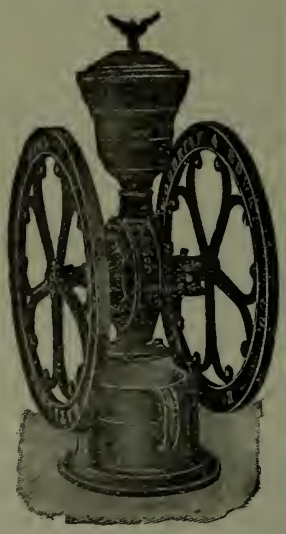
MORSE BROS., Props. - Canton, Mass., U.S.A.

WALKER PATENTED —BINS— M

If Interested in Modern Grocery Equipment write for Our Illustrated Catalogue.

The Walker Bin & Store Fixture Co., Ltd.
Berlin, - - Ontario

ELGIN NATIONAL COFFEE MILLS



are made in no less than
40 DIFFERENT STYLES
This favorite mill, in addition to its being the easiest running and fastest grinding on the market, is an ornament to any Grocery, owing to its attractive symmetry and finish.

The ELGIN has steel grinders, can be adjusted while running, and sells at a

LOW COST

Ask any of the following Jobbers for our Catalogue:
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY
Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

Tea Lead,

Best Incorrodible

"Pride of the Island"

Manufactured by BRAND

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London.
A.B.C. Codes used 4th and 5th Editions.

LIMEHOUSE,
LONDON, E., ENG.

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants,

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

LAMBE & MacDOUGAL, London
H. & A. B. LAMBE, Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax

GREEK CURRANT CO.

95 Broad Street - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

Butter Tubs and Boxes

Best White Spruce
STEEL WIRE HOOP

F.O.B. Factories at Manufacturers' Prices

CAR LOTS or SMALLS

Walter Woods & Co.

Hamilton and Winnipeg

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY

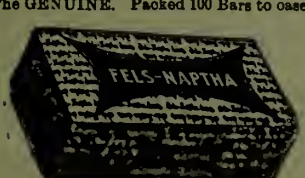
Assorted flavors—gross 10.75.

Assorted Case,	Contains 4 do	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon	(Straight) Contains 2 doz.	$1.80
Orange	(Straight) Contains 2 doz.	$1.80
Raspberry	(Straight) Contains 2 doz.	$1.80
Strawberry	(Straight) Contains 2 doz.	$1.80
Chocolate	(Straight) Contains 2 doz.	$1.80
Cherry	(Straight) Contains 2 doz.	$1.80
Peach	(Straight) Contains 2 doz.	$1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 85

List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

WHITE SWAN SPICE AND CEREALS, LTD

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 12½
½-bbls.	0 12½
Tubs, 60 lbs.	0 12½
20-lb. Pails	2 63
20-lb. tins	2 53
Cases 3-lb.	0 13½
" 5-lb.	0 13½
" 10-lb.	0 13½

F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12½
Tubs	0 12½
20-lb. palls	0 12½
20-lb. tins	0 12½
10-lb. "	0 13
5-lb. "	0 13½
3-lb. "	0 13½
1-lb. cartons	13½

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—

1-lb. glass, doz.	..	1 55
2-lb. "	..	2 80
4-lb. tins, "	..	4 65
7-lb. "	..	7 35

"Sbredded"—

1-lb. glass, doz.	....	1 90
2-lb. "	....	3 10
7-lb. tins, "	....	8 25

SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz.	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz.	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00

ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream, family size, per case	$3.50
Baby size, per case	2.00
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen	0 45 dozen
Medium, cases 2 dozen	0 90 "
Large, cases 1 dozen	1 35 "

Olive Oil

LAPORTE, MARTIN & OIE., LTD.

Minerva Brand—

Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda

COW BRAND

Case of 1-lb. containing 60 packages, per box, $3 00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00
Case of 5c. pkgs. containing 98 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 3 75
No. 2, " 120 ½-lb. "	3 75
No. 3, " 30 1-lb. / 60 ½-lb. "	3 75
No. 5 Magic soda—cases 100—10-oz. pkgs	
1 case	2 85
5 cases	13 75

Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. **Montreal**

Soap and Washing Powders

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	$10 20
Maypole soap, black, per gross	15 30
Oriole soap, per gross	10 20
Gloriola soap, per gross	12 00
Straw hat polish, per gross	18 20

3 doz. to box..... $3 60
6 doz. to box $7 20
30 days.

1 Box Price $4.00
5 Box Price $3.90
Freight paid on 5 box lot

Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd. Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

	Per lb
Laundry Starches—	
No. 1 white or blue, 4-lb. carton	$0 07-
No. 1 white or blue, 2-lb. carton	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada white gloss, 1-lb. pkgs	0 06½
Benson's enamel, per box	1 50 to 3 00
Culinary Starch—	
Benson & Co's. Prepared Corn	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue	0

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lb	0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb	0 06½
Finest Quality White Laundry—	
3-lb. canisters, cases of 48 lb	0 07
Barrels, 200 lb	0 06½
Kegs, 100 lb	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 80 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
3 lb. toy drums, with drumsticks in case	08
Kegs, ex. crystals, 100 lb	0 07
Braptford Gloss—	
1-lb. fancy boxes, cases 35 lb	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

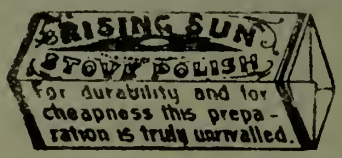
Royal Purple Stock and Poultry Specifics

THE W. A. JENKINS MFG. CO.
London, Ont.

One case, 30 fifty cent packages (assorted)	$10 00
Six pails (retail $1.50)	6 00

Stove Polish

	Per gross
Rising Sun, No. 1 cakes, ½ & ¼ grs. bxs.	$8 50
Rising Sun, No. 3 cakes, gross boxes	4 50
Sun Paste, 10c. size, ¼ gross boxes	10 00
Sun Paste, 5c. size, ¼ gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼-barrels, 175 lbs	0 03¾ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 [illegible]
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas

THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label 1's and ½'s	0 38	0 50
Gold Label 1's and ½'s	44	60
Red-Gold Label, ½'s	0 55	0 80

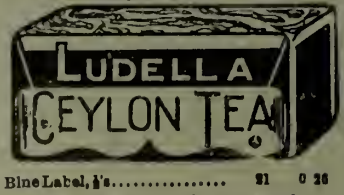
GEO. E. BRISTOL & CO., Hamilton, Ont.

EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	½s, 20c.; ⅛s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s	$1	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, ½'s	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, 1's and ½'s	0 55	0 80
Embossed, 1's and ½'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

Canisters			
Gold Tins, 5's	35c.	1.75	50c. 2.50
Gold Tins, 3's	35c.	1.05	50c. 1.50
Gold Tins, 1's	36c. each		50c. each
Gold Label, ½'s	18c ea.	36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea.	70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea.	72 lb.	25c ea. 1.00 lb.

MELAGAMA TEA

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed. ½s	0 70	1 00
" " ¼s	0 55	0 80
" " ⅛s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ¼s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs. & ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
Black Label, ½-lb., retail at 25c	0 21
Blue Label, retail at 0c	0 23
Green Label, retail at 40c	0 30
Red Label, retail at 50c	0 35
Orange Label, retail at 60c	0 42
Gold Label, retail at 80c	0 55

Pure Gold Jelly Powder } 90 cents per doz.
Pure Gold Salad Dressing Powder }
Discounts on application.

THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

OILLETT'S CREAM TARTAR

	Per doz
¼-lb. paper pkgs., 4 doz. in case	0 90
½-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ¼-lb. paper pkgs. } assorted	7 20
2 doz. ½-lb. paper pkgs. }	
	Per doz
½-lb. cans with screw covers, 4 doz. in case	1 95
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ½ doz. in case	0 28½
10-lb. wooden boxes	0 26½
25-lb. wooden pails	0 26½
100-lb. kegs	0 25
360-lb. barrels	0 24½

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6⅔s and 12s	46
Stag, 6 2-5s	46
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s., plug or bar.	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	59

Veterinary Remedies

W. F. YOUNG

Absorbine, per dozen	$18 00
Absorbine Jr., per dozen	9 00

Yeast

Royal Yeast, 3 doz. 5 cent pkgs.	1 10
Gillett's Cream Yeast, 3 doz. in case.	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Tell your Doggy Customers that you Stock

Spratt's MEAT "FIBRINE" Dog Cakes

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch: 13 St. Therese Street, St. Gabriel's, Montreal.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S
ENGLISH SAL SODA

is the **PUREST**, contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

Good winter roads mean *easy hauling* of

Salt

For best laid-down-prices write

VERRET, STEWART & CO.
LIMITED
MONTREAL

WETHEY'S CONDENSED MINCE MEAT

(in Cartons)

Just as staple as sugar

No Grocer's Stock is Complete Without It

If your jobber cannot supply you —write us direct.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.

EMPIRE BRAND
We own it

Sorting Out

We all waste a lot of time sorting out the worth-while things.

That is one advantage of dealing with us. This is done beforehand. Your choice lies only among the better qualities.

A taste of our quality will make you a steady customer.

Good Quality and Good Service Never Change With Us

GEO. E. BRISTOL & CO., HAMILTON, ONTARIO
WHOLESALE GROCERS

Use this
It is for
Y O U

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building
London, Eng.: 88 Fleet St., E.C. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV. PUBLICATION OFFICE: TORONTO, FEBRUARY 25, 1910. NO. 8.

If it can't be had in town there is excuse for using other laundry blue than

Keen's Oxford Blue

But—

There isn't a city, town or hamlet in Canada where it cannot be found.

To explain—Every grocer wants Keen's Oxford Blue, because there's such a regular demand for it.

How are your stocks?

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

From Halifax to Vancouver

grocers, both wholesale and retail, are pushing

"Crown Brand" Table Syrup

There must be reasons for this special preference. There are reasons, good strong arguments that must appeal to every grocer—Purity, Quality, Richness, Healthfulness and Profit in selling.

Do these arguments appeal to you?

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. **Works, Cardinal, Ont.** **164 St. James St., Montrea**

CONVENIENT

CANADA

ECONOMICAL

CREAM

CHEESE

MILD & SWEET
A
PERFECT FOOD

KEEP COOL

NEVER BECOMES
HARD OR DRY
EVERY ATOM CAN BE USED

PUT UP IN PACKAGES. 3 SIZES

ALSO

MacLaren's Imperial Cheese **MacLaren's Roquefort Cheese**
MacLaren's Limburger Cheese **MacLaren's Brick Cheese**

MANUFACTURED AND GUARANTEED BY

MacLaren Imperial Cheese Co., Ltd., Toronto

Write for full particulars on Foreign and Domestic Cheese.

Profits from Purity

The satisfied customer assures a *permanent* customer, yet without purity satisfaction of the lasting sort is not possible—or probable. Profits from Purity, therefore, command regular trade. *Profits from the articles advertised below are business builders.*

Made pure for sixty years—as pure as pure oil and skill and experience can make it. The most sensitive complexion or most delicate lingerie is safe with "Shell" Soap. Antiseptic, sanitary, clean. Not a *Pure Oil* "tallow soap"—no decaying animal matter in it. Absolutely pure.

"Shell" Soap

Bramwell's Epsom Salts show a noteworthy absence of moisture from top to bottom of package. They are absolutely free from foreign substances. They never have been and never will be classed with ordinary "salts" of commerce. They are in a class by themselves.

"*Bramwell's*"

Epsom Salts

Pastacaldi's Peel is prepared from the finest Corsican Citrons and you get what you pay for every time. No excess of sugar, but highest quality selected peel—drained. Pastacaldi's name on every box.

"*Peels*"

PASTACALDI'S **Leghorn** CITRON PEEL

ARTHUR P. TIPPET & CO., AGENTS
Montreal, Canada

Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

Winnipeg Office

Face-to-Face Business

Are you satisfactorily represented in this district. If not, write?

G. WALLACE WEESE

Manufacturers' Representative 30-32 Main East

HAMILTON

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

Representing Morris Packing Co.

Pork and Lard—Finest Quality

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.

52 Nicholas Street, - Ottawa

J. R. Routh, Manager.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON, Western Canada

J. W. SNOWDON

Manufacturers' Agent

413 ST. PAUL STREET

MONTREAL

E. H. BOWEN

Manufacturers' Agent and Broker

SHERBROOKE, QUE.

Solicits representation of another first class firm putting up high grade goods. Eastern Townships thoroughly covered by three travellers. Highest references. Write immediately if you desire to have your line well introduced.

E. T. BUSINESS.

You, Mr. Manufacturer, can do a good deal larger business in the Eastern Townships, if your lines are pushed by a live representative right on the ground You want someone who thoroughly knows the field and to whom grocery business is not a Chinese puzzle.

15 Years on the Ground

S. ROBITAILLE & CO., Sherbrooke

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

Finest

Fraser River Sockeye Salmon

On Spot

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

77 York Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

JUST ARRIVED IN STORE

Shipment from John Gray & Co., Limited, Scotland, of their celebrated Jams and Marmalade. 1's, glass, black currant, strawberry and raspberry jam 1's, stone jars, black currant, strawberry and raspberry jam. 1's, glass, marmalade. 7lb. tins Marmalade. We will gladly furnish prices.

DOMINION BROKERAGE CO.

73 Front St. E., Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

Canadian Agencies Wanted

E. SAVILLE WEBB

7 St. Stephens Street

BRISTOL, :: ENGLAND

FORT WILLIAM, - ONTARIO

PELTIER BROS.

have an established connection as

MANUFACTURERS' AGENTS

We are open to receive a few more good agencies. We are hustlers and we live in the best district and

Most Promising City in Canada.

Highest references.

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is

The Irish Grocer, Drug, Provision and General Trades Journal.

10, Garfield Chambers, Belfast, Ireland

In View

of the advanced prices of Canned Meats announced by the packers this week

YOU WILL FIND

"COLLINGWOOD"

English Brawn : : 6s
Compressed Ham : 6s
Head Cheese : : : 1s

the best value on the market.
Get your order in before we are sold out.

Are you interested in

ROLLED OATS

If so—
get our quotations on

VICTOR
McINTOSH'S
TILLSON'S
—brands

It's safe buying on our present quotations. :: :: :: ::

EBY-BLAIN, LIMITED

Wholesale Grocers **TORONTO**

Reasons Why You Should Encourage the Sale of Better Grade Tea

It has greater fragrance and flavor, which are the chief qualities in tea, and found only in the higher grades.

It will make more tea.

There are about sixty cups more to the pound in the better grade.

It is always a matter of personal satisfaction to deal in the better grades of merchandise.

The Dealer gets larger profit from higher priced brands, 40% or more, against 25% to 30% on the low priced teas.

Stock "Ram Lal's Pure Tea" for the high-class, better paying trade—the kind you most want.

RAM LAL'S PURE TEA CO., LIMITED
MONTREAL, P.Q.

To the Trade:

Have You Seen the Latest and
Most Striking Evidence of the

Increasing American Demand

—FOR—

CEYLON TEA?

READ THIS:

EXPORTED TO AMERICA

January 1 to December 31, 1908

BLACK—10,193,550
GREEN— 3,305,935

January 1 to December 31, 1909

BLACK—12,307,024
GREEN— 4,065,001

Over Two and Three Quarter Millions
Increase in Direct Shipments Alone.

"AYLMER" JAMS, JELLIES PRESERVES, etc.

Every Glass Jar or other package of "AYLMER" Jams, Jellies or Marmalades is Guaranteed Absolutely Pure, put up from FRESH FRUIT when in season and FINEST GRANULATED SUGAR.

The flavor and high quality of "AYLMER" Preserves cannot be obtained in preserves made from pulp.

NO PRESERVATIVES

NO COLORING

At every process cleanliness is reduced to a science.

"AYLMER" New Season's Scotch Marmalade and Orange Jelly Marmalade now ready. Send in your orders at once for stocks of these fine goods.

CANADIAN CANNERS

Limited

HAMILTON, - CANADA

Borden's Brands are standard—

IT takes goods of known quality—standard goods like Borden's---to build strength into a retail business---the sort of strength that endures throughout the years, and by means of which a large volume of profitable trade is attracted---and held.

Always give prominent display to Borden's Brands. They'll repay you handsomely for your attention.

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

UNSWEETENED

Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Mason & Hickey, Winnipeg, Man.

Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

ROWAT'S 2 WINNERS

Two time-tried, merit-proved staples of quite unparalleled popular favor, gained through many years of uniform satisfaction-giving.

The wise grocer, in business for profit, never lets run low his stock of

Rowat's Pickles and Olives

and

Paterson's Worcester Sauce

PROPRIETORS:

ROWAT & CO. - Glasgow, Scotland

CANADIAN DISTRIBUTORS:—Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, and Ontario; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.; Nicholson & Bain, Winnipeg, Edmonton, Calgary.

The W. A. Freeman Co., Limited

MANUFACTURERS, MERCHANTS

Phones
1475
1476
1477
537
597

Cable Address "FREEMAN"

No. 03, MEAT, or GROCERS' DELICATESSEN, White tile panels, bronzed metal legs.

Counters, Silent Salesmen, Portable Offices, Oyster Cabinets, Etc.

HAMILTON, - - CANADA

"Keep up with the Twins"

"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

Quality
Uniformity
Courteous service
Right prices,

go with every can of Chase & Sanborn's High-Grade Coffees.

CHASE & SANBORN,
Montreal.

THEY ARE SELLERS

CANADA'S ONLY

THERE IS NOTHING JUST AS GOOD AS

"White Dove" Almond Paste

"White Dove" Cocoanut

THE LEADER OF THEM ALL

YOU SHOULD NEVER BE WITHOUT THEM
Made by
W. P. DOWNEY, Montreal

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

CHINESE STARCH

Money Maker
Known Everywhere
Repeat Seller
Best Value

Get Prices

OCEAN MILLS
MONTREAL

MR. GROCER,
Try the Better Way

That credit customer should not give you trouble at all. His business is as good as the cash customer's, and he will pay just as well if you use the right tactics on him. Don't jump all over him—don't be too loose with him. Just use the good, old, safe, sensible plan that has been tried and proved successful by thousands of grocers all over America.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.
Manufactured by
ALLISON COUPON CO., Indianapolis, Ind

Delivering the Dozen

THINK! It takes no longer to deliver a dozen bottles of

"E.D.S." BRAND JAMS and JELLIES

than one! and it means eleven more bottles on which you are making a profit. Offer a little discount, and sell the housewife a dozen bottles at a time. You will be surprised how often you can do it, and delighted with the way your "E.D.S." stock is moving. It's worth trying.

Sell the brand which has been certified **100** per cent. pure.

MADE BY

E. D. Smith, at his fruit farm Winona, Ont.

A new line you should stock—Our Unfermented Grape Juice

COPY P.C., 13.

Certified copy of a Report of a Committee of the Privy Council, approved by His Excellency the Governor-General on the 17th February, 1910.

PRIVY COUNCIL, CANADA,—

On a memorandum dated 23rd Dec., 1909, from the Minister of Agriculture, stating that the Eastern Canning Company had made application for the exemption of their establishment, situated in St. George, N.B., from the operations of the provisions of Section 3 and 4, and of Sections 6 to 10, both inclusive, of "The Meat and Canned Foods Act."

That the only meat product packed in said establishment is pork and beans, and the pork used therein is procured from establishments in which inspection is maintained under the provisions of said Act.

The Minister recommends, that so long as pork and beans is the only meat product packed in such establishment, and the pork used therein is procured from establishments in which inspection is maintained under the provisions of the said Act, the said establishment be exempted from the operations of the provisions of Sections 3 and 4, and of Sections 6 to 10, both inclusive, of the said Act. The Committee submit the same for approval.

THE HONOURABLE (Sgd.) RODOLPHE BOUDREAU,
THE MINISTER OF AGRICULTURE. *Clerk of the Privy Council.*

The Eastern Canning Co., Port Canada, N.B.

CANADIAN AGENTS—C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front Street East, Toronto; D. O. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.; Martin & Robertson, Vancouver, B.C.

Four years ago Wagstaffe's Jams were unknown in Canada.

To-day Wagstaffe's Jams are sold from the Atlantic to the Pacific.

WHY IS THIS ?

Because they have that bright appearance and contain a rich, fruity flavor that is as sound as a bell. It is that, Mr. Grocer, that brings your customers back, like Oliver Twist, for a second helping.

Wagstaffe's Marmalade Is The Best

WAGSTAFFE, LIMITED

Pure Fruit Preservers

Hamilton, - - Ontario

JAPAN TEAS

We are now soliciting Import Orders for the coming season.

S. T. NISHIMURA & CO.

MONTREAL AND JAPAN

"Will a McCRAY REFRIGERATOR make money for me"?

ASK yourself this question, Mr. Grocer, and let us answer it by sending you our Catalogue No. 66 which describes our special grocers' refrigerators. **McCray Refrigerators** not only preserve butter, delicatessen cheese, etc., perfectly and do it with less ice than any other kind, but they actually increase the sale of such goods. A **McCray Refrigerator** will protect your profits by keeping them from melting away in ice bills. We not only tell you this but we'll gladly prove it by hundreds of letters from grocers many of whom have doubled sales of certain goods at about half the former cost for ice. Remember Catalogue No. 66 contains information that means dollars to you, and a postal with your name and address brings it.

McCRAY REFRIGERATOR COMPANY : 131 Lake St., Kendallville, Ind.

Plain Facts About Pure Maple Syrup--Something About "Pride of Canada"

¶ Pure maple syrup is made from the sap of the maple only. Sap runs during the early spring. In the Eastern Townships (Canada's premier maple producing district) this is generally the last of March or beginning of April, when it freezes at night and thaws during the day.

¶ You get a gallon of pure maple syrup from every 32 gallons of maple sap. Ever know that? It's hard to get all you want of pure sap.

¶ We get ALL WE WANT THROUGH OUR ASSOCIATION, and from pure sap only, make the famous "Pride of Canada" Brand.

It's the Brand to Sell if you want to Sell Pure Maple Syrup—and now is the Time to Order New Goods.

The Maple Tree Producers Association, Ltd.

WATERLOO - - - - - QUE.

Toronto Agent: W. J. Dack, 512 Dundas St. **Montreal Office: 58 Wellington St.**

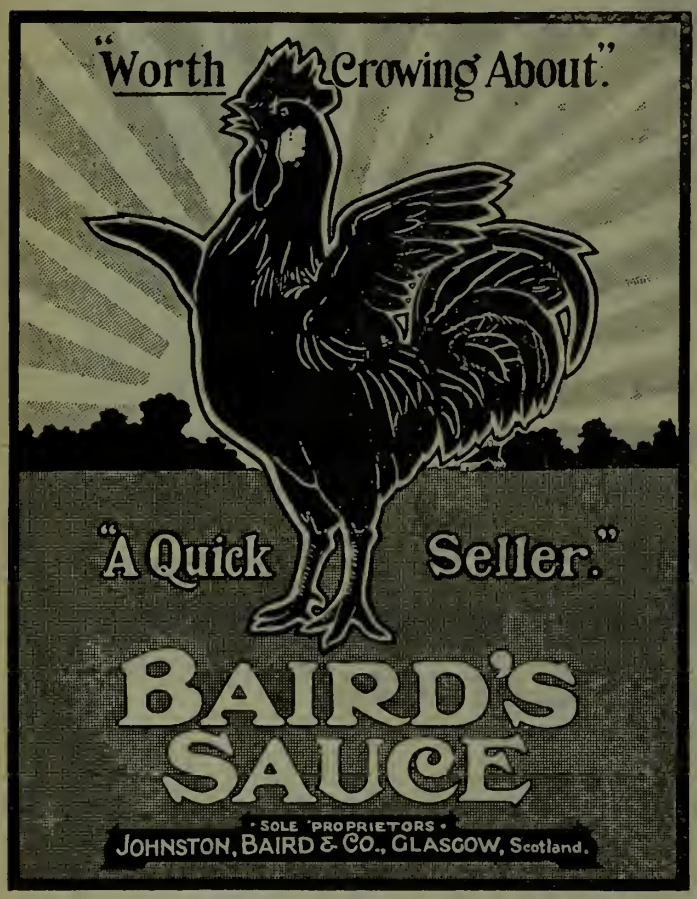
YOU

HAVE ONLY TO SEIZE THE OPPORTUNITY OF HANDLING

Richards Pure Soap

to assure yourself of a large volume of the soap trade of your district.
Here is the full Richards line:

Quick Naptha Soap Snowflake Soap Chips Ammonia Powder
100% Pure Lye Toilet Soaps



GINGERBREAD

BRAND

MOLASSES

THE KIND THAT SELLS

This well-known Molasses is packed in tins—2's, 3's, 5's, 10's and 20's; in pails—1's, 2's, 3's and 5's, 10 gallon kegs, half-barrels and barrels.

When ordering from your wholesaler mention the above brand.

The Dominion Molasses Co., Limited

HALIFAX - NOVA SCOTIA

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto
Agents for Quebec:
Messrs. F.L. Benedict & Co., Montreal

SYMINGTON'S COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOMAS SYMINGTON & CO. EDINBURGH

"McLEAN'S" Established 1894

White Moss Cocoanut

PROUD? CERTAINLY! Of our goods and of our name and the success we are having. **We cut the first strip** in Canada, we created the name; both have been as closely copied as the law will permit. Do you find a poor article copied? We want you to share our success by giving your customers **McLean's White Moss.**

The Canadian Cocoanut Co., Montreal

$10.00 For a Name

This amount will be paid for the best suggestion for a name for our new brand of

Sweet Pickles

To none should a happy thought come more readily than to the grocers of Canada. Make a try.

All replies must be received by March 12th.

Address your communications to

The T. A. LYTLE CO., Ltd.
STERLING ROAD, TORONTO, CAN.

THIS TIN CONTAINS

100%

PERFUMED - POWDERED

LYE

THE QUESTION OF QUALITY BEING SETTLED, WHAT ELSE INTERESTS YOU?

A MUCH LARGER PROFIT THAN YOU HAVE BEEN RECEIVING ON SIMILAR GOODS.

A TIN CONTAINING ABOUT A QUARTER POUND MORE LYE THAN IS USUALLY GIVEN.

A TIN WITH ROTATING COVER AND SIFTING TOP.

YOU WANT MORE PROFIT
YOUR CUSTOMERS MORE PURE GOODS

OPPORTUNITY OFFERS TAKE IT TO-DAY

WHITE SWAN SPICES AND CEREALS LIMITED
TORONTO

The Choicest Salmon comes from the Fraser and Skeena Rivers in British Columbia

Such Fish, only, are packed in tins bearing that well known label—

QUAKER BRAND SALMON

MATHEWSON'S SONS

WHOLESALE GROCERS
202 McGILL STREET, MONTREAL

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

Manzanillas, Queens, Club House, Nutoliv
Pitted, Celery Stuffed, Pimento Stuffed

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE. WINNIPEG

MADE IN CANADA

The McCaskey Credit Register System

DOES THESE THINGS:

¶ It eliminates bookkeeping.
(Copying and posting from one book to another.)
¶ It prevents forgotten charges.
¶ It prevents disputes with customers over their accounts.
¶ It is an automatic collector.
¶ It is an automatic credit limit.
¶ It proves your loss and helps collect your insurance if your store burns, and
¶ It draws new trade.

CAN YOU AFFORD TO BE WITHOUT IT?

DOMINION REGISTER COMPANY, Limited
Successor to The McCaskey Register Co. in Canada
96-104 Spadina Avenue TORONTO, CANADA

Redpath

is

Canada's Standard

for

Refined Sugar

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que

HAVE A CARE

that your stocks of a staple article like marmalade are right. Be on the safe side by handling

Shirriff's Imperial Scotch Orange Marmalade

It is made solely of luscious Seville Oranges and highest grade sugar, and in flavor is unapproachable.

SEE TO YOUR STOCKS

Imperial Extract Co., - 8, 10, 12 Matilda St. TORONTO.

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR

LONDON, ENGLAND
Commands a Preference over all others.

IS THE BEST
Made from the finest malted barley.

AGENTS
W. S. Clawson & Co., South Wharf, St. John, N.B.
Green & Co., 25 Front Street East, Toronto
J. W. Snowdon, 413 St. Paul St., Montreal
W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.

We are open to do business on easy consignment terms
Write our Agents for Particulars

The Experienced Housewife

appreciates what a wonderful saving of time and labor is effected by the use of

ASEPTO
SOAP POWDER

"The enemy of dirt."

For use with either hot or cold water, it is unsurpassed in getting the dirt out of clothes with the least amount of 'elbow grease' ASEPTO is the housewife's friend, and she will be your good friend and patron if you sell her ASEPTO.

Please send your orders for Quebec and Ontario to Rose & Laflamme, Ltd., 400 St. Paul St., Montreal, P.Q.

The Asepto Mfg. Co.
ST. JOHN, N.B.

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

WE WANT YOUR ORDERS FOR
BRUSHES and BROOMS

for the Spring trade, and we have the facilities to handle the business with satisfaction to our customers.

With the largest plant in Canada, and the most complete range of goods, we are prepared to meet all demands.

Stevens-Hepner Company
Limited
Port Elgin - - - - Ont., Can.

From COW to CAN the preparation of

CANADA FIRST EVAPORATED CREAM

is one long tale of care and cleanliness. Each can is guaranteed pure and fully sterilized.
THE FINEST SUBSTITUTE FOR FRESH MILK.
ORDER FROM YOUR JOBBER
Children thrive on it. The best for invalids, convalescents and household use.

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

1910

Tartan BRAND

FISH FOR LENT

'Look up your stock and be prepared for the demand

Loch Fyne Scotch Herring in kits.
Holland Herring in kits.
Holland Herring Milchers in kits.
Deep Sea Trout in half barrels.
Labrador Herring in barrels, halves and kits.
Mackerel in barrels, halves, kits and pails.
Codsteak, Quall, Bluenose, Imperial.
Boned and Skinned Cod, Quintals, Whole Cod.
Scaled Herring, Acadia and Halifax Cod in wood boxes, Shredded Cod, Kipperines.

Also all kinds of Canned Fish, including Salmon, Lobsters, Fish Balls, Codsteak, Haddie, Imported and Domestic Sardines and Herring kippered in Tomato and Fresh, Mackerel, Scallops, Oysterrs, Clams. Shrimps.

BALFOUR, SMYE & CO. WHOLESALE GROCERS... HAMILTON

These are the goods

Have you a good supply?

AGENTS
Rose & Laflamme, Limited
Montreal and Toronto

COUNTER CHECK BOOKS

F. N. BURT COMPANY, Limited

Successors to

THE CARTER-CRUME COMPANY, LIMITED

Better Service. No Advance in Price.

Write for samples, or telephone repeat orders at our expense.

TORONTO and MONTREAL
Phone Main 2511 Phone Main 2512

Every Grocer Wants High Grade Spices

Ewing's name signifies the best in spices of all kinds, and

All Lines of Herbs

Write us before stocking

S. H. EWING & SONS
Montreal Toronto

Are You Getting Repeat Orders?

Any line that will guarantee you repeats is one you are going to handle and push, Mr. Grocer. Ever tried selling

"MELAGAMA" THE TASTY TEA AND COFFEE

which have won popularity by their unique flavor? You will find them a real satisfaction-giver and a profitable line to handle. Our BULK TEAS AND COFFEES are acknowledged leaders! May we send you samples?

MINTO BROS. - TORONTO and BUFFALO

WHEN YOU CONSIDER

that well-known goods are half sold before you put them on your shelves, it's easy to understand why

HEINZ
57 VARIETIES
Pure Food Products

(The kind that contain no preservatives)

are good sellers. The consumer knows their quality, their purity, their goodness, and the guarantee on which they are always sold—money back if they fail to please.

You make more money on Heinz goods than you do on others, because there are more of them sold, and it's volume of business that counts for profit.

Anything that's HEINZ is safe to sell.

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

The great popularity of Holland Rusk is due to two things:—

1. It can be used in more different ways than any other food going into the home.
2. There is *only one* Holland Rusk sold.

Holland Rusk

The dainty Dutch delicacy

It's different from anything you carry. It's an easy seller. Order a case to-day and be convinced.

MacGREEGOR SPECIALTY CO.

Canadian Importers, TORONTO

Holland Rusk Co., Holland, Michigan, Sole Makers in America

ARCTIC
Refrigerator

It does matter a great deal what kind of a refrigerator you use. For they don't all refrigerate alike.

There are many good reasons why your refrigerator should be an ARCTIC.

These reasons have to do with the profits you make from butter, eggs and other perishables, and the degree to which you are able to satisfy your customers.

Arctic Refrigerators for all purposes.

JOHN HILLOCK & CO.

Queen & George Sts., - TORONTO

HAVE YOU TRIED

MOLASSINE DOG and PUPPY CAKES?

MARVELLOUS FOR ERADICATING WORMS and Keeping Dogs in Splendid General Health

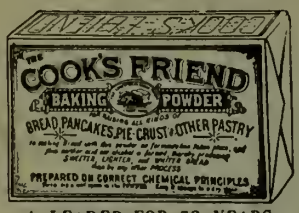
The "MOLASSINE" Dog Foods are the only Foods on the market which, besides feeding, keep dogs healthy and improve their coats.

QUOTATIONS AND SAMPLES FROM

ANDREW WATSON, - Sole Importer

91 PLACE YOUVILLE, MONTREAL

It Pays to Sell Goods That Give Satisfaction



A LEADER FOR 50 YEARS

COOK'S FRIEND

Baking Powder has been giving satisfaction for the past 50 years. If you want purity and known quality without the fancy price, you should order Cook's Friend at once.

"IT CONTAINS NO ALUM"

W. D. McLAREN, LIMITED

BAKING POWDER SPECIALISTS - - - - - - MONTREAL

Two good reasons

Apart from the undoubted efficiency of

SNAP

"The Magic Hand Cleaner"

in chasing every vestige of tar, paint, grease or dirt from soiled hands, it can be handled by every grocer with quick sale and good profit for another reason!

BECAUSE we have **created the demand** for Snap by our regular and insistent consumer advertising!

Sell "Snap"
It pays!

The Snap Co.
LIMITED

MONTREAL, QUE.

Fire Protection

The Merchant Must Have Fire Protection For His Accounts.

The Huber Commercial Account Register Interior Takes Out and Fits Any Safe.

NO MISTAKE ABOUT THIS

Besides it cuts out your book-keeping, collects your account and pays for itself within a few months. Hundreds of Canadian merchants will testify to this. Let us send you our Catalogue and Booklet showing what they say.

ADDRESS

R. B. Belden & Co.,

178-180 Victoria Street - Toronto

"BRITAIN'S BEST"

DUERR'S
VACUUM-BOTTLED
J A M S
ARE UNEQUALLED FOR FLAVOR

Keep perfectly any length of time.
Absolutely pure
No preservatives.
English fruit and cane sugar only.
One size, 1½ pounds net, attractively labelled.

Ask your wholesaler

Duerr & Sons, Old Trafford, Manchester, Eng.

KEEP WIDE AWAKE

Here's a chance you shouldn't miss. Stock up with

KITCHENER BRAND
PORK AND BEANS

In 1, 2 and 3-lb. sizes in plain or Tomato Sauce. A line of splendid sellers!

If your wholesaler cannot supply you, write us direct.

The OSHAWA CANNING CO., Ltd.
OSHAWA, ONT.

HOW MANY CUSTOMERS HAVE YOU

who have not asked for H. P. Sauce? Our new extensive advertising is exciting a large demand, and your customers are buying it—SOMEWHERE.

WIDE-AWAKE GROCERS ARE MAKING A LEADING LINE OF

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N. S.
W. H. Escott Winnipeg, Man.
The Midland Vinegar Co., Birmingham, Eng

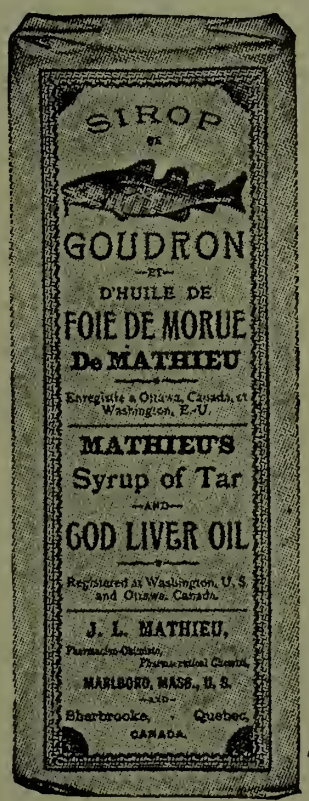
H.P. SAUCE

St. Lawrence

GRANULATED
and
GOLDEN YELLOWS

Made only from Pure Cane Sugar

The St. Lawrence Sugar Refining Co., Ltd.,
Montreal



MATHIEU'S SYRUP
of Tar and Cod Liver Oil
AND
MATHIEU'S NERVINE POWDERS

are the safest sellers amongst all the cold cure and cough remedies on the market.

The sale has increased enormously—
Thousands of testimonials attest their wonderful value—
They never become dead stock—
They afford dealers a good profit—
Those who once use them make them a household remedy—
Dealers who do not carry them simply lose sales that go elsewhere.

As the demand will be continuous for some months order a good supply now.

Sold by all wholesale dealers.

J.L. MATHIEU CO., Props.,
SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

Branch: Sault Ste. Marie

BIGGER and BIGGER SALES

That's the tale you'll have to tell if you are featuring

AURORA COFFEE

because superior merit and better value are bound to win. "Aurora" is the coffee with that exquisite aroma of flavor which gnarantees repeats. It is the best that money can buy and retails at 40c., leaving you a splendid profit.

W. H. GILLARD & CO. :: Hamilton, Ont.

You have found

the most effective means of preserving your perishables in the hot weather if you have been induced to install a

"Eureka" Refrigerator

The "EUREKA" provides a continuous supply of cool, pure air, so long as any ice remains, and is, moreover, very economical in ice consumption.

Investigate the merits of the "Eureka" carefully.

SEND FOR PARTICULARS

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Thurston & Braidich

128 William Street — NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

THE LARGEST SAUCE FACTORY IN THE WORLD

HOLBROOK'S
Worcestershire
SAUCE

Punch Sauce

Pure Salt Vinegar

Pure Pickles

Local Agents

Quebec: J. R. Renaud & Co.
Montreal: F. L. Benedict & Co.
Winnipeg: J. D. Brack & Co.
Regina: Campbell Bros. & Wilson
Calgary: Campbell, Wilson & Horne
Vancouver: Kelly, Douglas & Co.
Victoria: Wilson Bros.

HOLBROOKS LIMITED

Canadian-American Branch
40 Scott Street, Toronto, Canada

DO YOU WANT to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first Insertion, one cent per word for each subsequent insertion. See page 181 for yearly rates

ANOTHER NOTABLE GAIN

As the weeks roll by and increase tops increase in our sales, doesn't your confidence in the reliability and business-building power of **"SALADA"** strengthen ?

IN CANADA ALONE

For week	ending	January	8th	our sales	Decreased	2559	lbs.
"	"	"	"	15th	"	"	Increased	8447	"
"	"	"	"	22nd	"	"	"	6540	"
"	"	"	"	29th	"	"	"	9404	"
"	"	"	February	5th	"	"	"	9074	"
"	"	"	"	12th	"	"	"	7167	"
"	"	"	"	19th	"	"	"	22813	"

over the corresponding weeks of 1909.

Our sales continue to increase only because it pays—and pays well—to sell **"SALADA."** The finest tea we can buy and the best that we know is always at the disposal of our customers.

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Power of the Secret Commissions Act Discussed

Retailer Expresses the Opinion That it Does Not Apply to an Agent and Principal, But Only to Two Agents—Thinks Traveler Should be Ashamed to Take Affidavit—A Business Man's Opinion of the Whole Question—Would Minister of Justice Express His Views?

Editor Canadian Grocer,—I have been reading your last issue of The Grocer in which you wish your readers to believe that because a traveler declines to take an affidavit that no rebates have been given he is crooked. In my opinion he would be an idiot to do anything of the kind; no storekeeper would have anything more to do with him and every traveler would point their fingers at him.

Now about this Secret Commissions Act—if it were intended to cover all you claim for it, it certainly falls short of it.

A certain Member of Parliament who helped to frame this very law and keeps a general store in this town will not back up your views. He says it would be an offence covered by this law to come to his store and behind his back give his buyer, while he is absent attending the House, a commission or rebate to buy goods at certain fixed prices from a certain house, but on the other hand if he were home and attending to his own business there is nothing to prevent him buying, making the best bargain he can by way of rebate or any other way, "he being a principal." This view is that two agents cannot come together and do certain things, but an agent and a principal can.

The party I refer to would tell you if you went to him with regulation prices for sugars that he could not buy at those prices and to sell him you would have to give him some concession and he gets it right along.

You cannot get a statement in writing from Hon. A. B. Aylesworth, Minister of Justice, the father of the Secret Commissions Act, to contradict this storekeeper's views either.

Where is the judgment in the Grocers' Guild case. Why don't you turn your paper loose on the length of time it takes Justice Falconbridge to deliver judgment?

WILLIAM WALKER.

The above letter from a reader refers to the article in last week's issue under the heading: "Refuse to Make Affidavit that no Rebates Were Given," dealing with the fact that some travelers had been called upon to take affidavit that they had not given illegal rebates. It was pointed out there that some travelers had refused to make the declaration while others did so.

The more systematic method of dealing with the points he questions will be to consider them in the order in which they occur.

In Mr. Walker's opinion the traveler would be an idiot to make the declaration even if he were not guilty.

Of course this point is merely a matter of opinion. A traveler is not obliged to take the affidavit even if he were not guilty of an illegal offence. But if he did not commit a breach of the Act, one would think he would be more than pleased to have the opportunity to clear himself in the eyes of his firm, his fellow travelers, and the honest retailers who feel it their duty to do the right thing.

An Actual Case.

The Grocer knows of at least one case in which a traveler to clear himself, made the declaration and he does not consider himself any the worse in the estimation of the retail trade, nor do any other travelers point their fingers at him so far as he is aware.

"I have not done what I'm charged with," he said, "and I am glad to be able to convince those who made the charges that they are not true."

"A refusal does not necessarily imply guilt," remarked a manufacturer in discussing the question, "but when you consider that the traveler is in the service of a firm who has declared by means of the Manufacturers' Contract Selling Plan that a refusal will be an admission of guilt then there is nothing left for him to do but make the declaration if he is not guilty."

The sections of the Manufacturers' Contract Selling Plan covering this point are as follows:

> 3. I (or we) further agree that when called on I (or we) shall give said manufacturer a declaration sworn to by any member of the firm or by any one in my (or our) employ designated by the manufacturer, covering the details of any sale of goods, in such terms as may be required by them where an actual or supposed violation has occurred.
>
> 4. Failure to comply with this condition will be considered a breach of this agreement.

A refusal therefore evidently goes far in establishing guilt.

"Then there is the further consideration that if the traveler does refuse, his firm will not be able, according to the Contract Selling Plan, to procure the goods from the manufacturer of them, to sell in future, until restitution has been made to that manufacturer," added the manufacturer.

The next view taken by Mr. Walker is that a principal or proprietor of a store can make any bargain he wishes with the agent of a wholesale house, but that agents of the two principals cannot.

In order that the reader may follow closely the opinion of a business man given on this point, the whole Secret Commissions Act is here reproduced:

Everyone is guilty of an offence and liable upon conviction on indictment, to two years' imprisonment, or to a fine not exceeding two thousand five hundred dollars, or to both, and, upon summary conviction, to imprisonment for six months, with or without hard labor, or to a fine not exceeding one hundred dollars, or to both, who,—

> (a) being an agent, corruptly accepts or obtains, or agrees to accept or attempts to obtain, from any person for himself or for any other person, any gift or consideration as an inducement or reward for doing or forbearing to do, or for having after the passing of this Act done or forborne to do, any act relating to his principal's affairs or business or for showing or forbearing to show favor or disfavor to any person with relation to his principal's affairs or business; or
>
> (b) corruptly gives or agrees to give or offers any gift or consideration to any agent as an inducement or reward or consideration to such agent for doing or forbearing to do, or for having after the passing of this Act done or forborne to do, any act relating to his principal's affairs or business, or for showing or forbearing to show favor or disfavor to any person with relation to his principal's affairs or business; or
>
> (c) knowingly gives to any agent, or, being an agent, knowingly uses with intent to deceive his principal, any receipt, account, or other document in respect of which the principal is interested and which contains any statement which is false or erroneous or defective in any material particular, and which, to his knowledge, is intended to mislead the principal.
>
> (d) Every person who is a party or knowingly privy to any offence under this Act shall be guilty of such offence and shall be liable upon conviction to punishment hereinbefore provided for by this section.

The most interesting feature of this Act so far as the retailer is concerned, is clause (d). This was an amendment added to the Act while it was in the Senate for the first time. The Senate sent it back to the House of Commons with this amendment attached. It was returned to the Senate with amendments agreed to on 21st April, and assented to on May 19th, 1909.

Thinks Principal Liable.

"If two principals met, the retailer in my opinion could make the best possible bargain," remarked the business man, "and the principal who is the wholesaler, if he sells under the fixed selling price of the manufacturer, must then deal with the manufacturer direct-

ly who says, 'Here you promised to sell at a stipulated price; you have broken your agreement and I shall therefore have to cut you off.'

"But if a traveler in order to make a sale to a retailer who is a principal gives that principal a secret rebate with the intention of misleading his house, that traveler, so far as I can see, has committed a breach of the Act and according to clause (d) the retailer who is a party to it is just as liable.

"A rebate becomes a secret one when it is given without the knowledge of the house who sells the goods which should be sold at a stipulated price. When a traveler therefore gives a secret rebate to get business in the case of fixed prices without the knowledge of the house and gets it back in expenses it's just as bad as stealing.

"If therefore the traveler paid the commission out of his principal's money I think it would be a breach of the Act and the retailer would be liable for accepting it."

With regard to getting an opinion from the Hon. A. B. Aylesworth to contradict or sustain the merchant's views, that would scarcely be possible for the Minister of Justice doesn't give opinions after bills have been passed. It is for the courts to give decisions on an Act as they find it and until a test case arises and a decision is given, every man, including Mr. Walker, is entitled to his own opinion.

Trade Prospects Between Canada and Bermuda

Possibilities are Great, But More Attention Should be Paid to Shipments Leaving Canada—Substitution Sometimes Indulged in—Disadvantage of a Slow Steamship Service—Officials Figures Quoted.

By D. Williams, Written for The Canadian Grocer.

Hamilton, Bermuda, Feb. 23.—The little city of Hamilton in Bermuda is perhaps for its size one of the busiest to be found anywhere. It contains a large number of shops and stores in proportion to its inhabitants nearly all of which appear to be busy. Just at this season of the year a large number of tourists from New York and other cities, with a fair sprinkling of Canadians are finding their way there for a few days rest or recreation, or perhaps to escape the rigors of a Canadian or United States winter. These with the ordinary trade of the town, combine to make business move pretty freely during the winter months. One thing that strikes the Canadian is the very friendly spirit manifested by the business people towards those of his nationality and the willingness on their part to encourage closer business relations.

In past years Canada has not supplied this enterprising little city and island with as much of the product of her industry as she might, but of late business men are waking to the realization of what might be done with ordinary business energy.

Only a few years ago Bermuda bought nearly all of her supplies from England and other European countries, and the United States. Of late, however, there has been a great change in this direction and during the past ten years Canadian trade with the island has increased more than three hundred per cent., while United States trade during the same period, although still large, has only increased about ten per cent.

These figures, from a Canadian point of view, are encouraging, but they are still far below what they might be or ought to be if Canadian merchants and manufacturers were alive to the possibilities of the trade. Most of the causes why Canadians are not sending more of their products of their industry to Bermuda are with themselves. One of these is the want of a faster and more frequent steamship communication. The once-in-twelve-days' service that now exists is altogether inadequate and out of date for present requirements and should be supplemented by one making it at least weekly.

Requirements Not Known.

Another cause is the apathy of Canadian exporters in not looking as actively for this trade as they should. While still another, and perhaps a greater cause than any other, is their ignorance of the requirements of the trade, and coupled with this, the unbusiness-like methods displayed in filling orders promptly when they are obtained. This latter trouble is no doubt due partly to the inadequate service, but not altogether. It should be borne in mind by Canadian shippers that Bermudian merchants are more British than Canadians in their ways, and when they order a thing, they want it and not something like it. They detest the practice, too common among some shippers, of substituting something nearly the same when the exact article ordered is not in stock.

Many merchants in Bermuda expressed their surprise that eastern shippers did not advertise their goods more in the trade papers than they do. It must be remembered that travelers are not every-day callers in Bermuda as they are in Canada, and as a consequence advertising in such trade papers as The Canadian Grocer, which is read extensively here, would be more productive of direct returns than ordinary.

There are many articles and products manufactured and grown in Canada that might be sent to Bermuda with profit to Canadian producers.

The following figures copied from the official returns of 1909, the last available, of what is being imported from Canada and the United States respectively should give Canadian exporters some idea of what might yet be accomplished. The figures given are value in pounds, shillings and pence.

	From Canada.	From U.S.
Butter	£11,471	none.
Beef	none.	£13,590
Bran	2,755	3,323
Cheese	2,934	1,242
Confectionery	21	821
Fish	4,643	745
Fruit, dried	1,044	1,587
Flour	10,749	8,237
Fruits and Meats, (canned)	543	4,745
Groceries	550	5,259
Hay	3,508	1,482
Lard	10	2,474
Meal	95	2,375
Oats	8,646	3,084
Provisions	847	16,376
Peas and Beans	255	1,323
Potatoes	3,718	884
Sheep	396	2,626
Soap and Starch..	170	2,702
Sugar	52	5,820
Tea	1,246	994
Vegetables	777	387
Eggs	1,147	928
Fruit, fresh	688	1,661

It will readily be seen from the above that the United States supplies Bermuda with large quantities of goods, many of which should be sent from Canada and could be if Canadian shippers were alive to the situation.

NEW OFFICERS ELECTED.

Winnipeg, Feb. 23.—The regular annual meeting of the Western Retail association was held on Thursday evening, Feb. 17. After the report of the former meeting had been adopted, the president addressed the meeting, giving a review of the work that had been done during 1909 and spoke with no uncertain sound as to the great good that would result from the united efforts that are being put forth toward betterment in business as provided for in the constitution and by-laws of the association. When the regular order of business had been completed the election of officers for the ensuing year came up, resulting as follows:

President, W. T. Devlin; vice-president, Horace Chevrier; second vice-president, Andrew White, of Moosomin; secretary, G. J. Hyndman; treasurer, John Dyke.

Executive committee: A. T. Connell, W. R. Milton, Norman Lindsay, C. L. Charrest, J. H. Beliveau. Auditors: James McNeil and R. T. Jamieson. Mr. W. T. Devlin, the newly-appointed president, delivered an enthusiastic and optimistic address on the prospects of the association. He referred to many of the points which are of great importance to the retail trade. This was followed by a discussion in which most of those present took part.

The staff of F. R. Stewart & Co., commission merchants, Vancouver, B.C., held their annual dinner on Saturday, Feb. 12.

THE IDEAS ARE ACTED UPON.

Editor Canadian Grocer,—Enclosed please find our cheque paying for The Canadian Grocer to August 21st, 1910. We certainly value this paper, and the suggestions and ideas enclosed in its pages are always useful and often acted upon. We wish you a successful year. Faithfully yours,

BLAIR & ADAM.

Ladysmith, B.C., Feb. 10, 1910.

An Easter Window Suggestive of Festive Season

Eggs and Ham Artistically Displayed—Easter Lilies and Other Floral Decorations—A Mouth-watering Scene With Cleanliness Predominant—Handsome Window Cards Used.

Victoria, B.C., Feb. 23.—Since the Easter season is now drawing near, the time has come round to consider window displays for the holiday season.

Easter is a time when all merchants should make some extra attempt to interest customers and get new trade. It denotes the end of Lent and therefore the breaking of the forty-day fast. Every grocer should therefore aim to attract the eye and palate of the public at this festive season and a good window display is one of the best mediums especially when followed up by well-written advertisements in the local paper.

There are certain articles of food associated with the Easter season which should be used in the display window.

How it Was Constructed.

The floor was made of cotton, pink paper and green paper which is used in packing by wholesalers and manufacturers. This was laid in rows producing a color effect attractive to the eye and which the photograph of course does not show.

Three hams were placed towards the front of the window and two more further to the rear, thus getting the same effect as if the window were full of hams so far as selling power is concerned and producing a more attractive and simple display. A basket of eggs and small groups of eggs placed among the floor trimmings also make an attractive setting. Another feature is the appearance of rabbits carrying slices of ham and 'Rastus above all cutting ham which would actually make one's mouth water to watch.

Flower decorations of Easter lilies are very appropriate and lend considerable effect to the whole window. The two show cards, which are neat and well written add to the selling effect. The talks on the cards are splendid and if one or two price-tickets had been added, the window might have been a better seller.

The suggestion of cleanliness is also valuable as the scientific grocer now-a-days is more and more convinced that the customers will value his goods and his store according to the attention given to cleanliness.

An Easter Window Dressed by Harry Young, in Victoria, B.C.

The minds of everybody usually turn to thoughts of eggs at this time and in any special holiday window eggs ought to play a prominent part, particularly in a town or city where so many of them are sold.

Ham is another article associated with the Easter time, particularly since Easter marks the close of the fast and abstinence days.

In the accompanying window display which was constructed by Harry Young for Carne's grocery of this city a year ago, both eggs and ham are given prominence in a neat and attractive window.

ELECTRIC FAN TO PROTECT FROSTED WINDOWS.

Probably the best and simplest method yet found to keep frost from show windows has been discovered by a Denver man, a clerk for a shoe concern. He had tried all known remedies, but some flaw of one kind and another was found until he tried using an electric fan. This is what he says:—

"I had become wearied with using glycerine, alcohol and other things, and one day discovered, by accident, that a current of air circulating through the windows would keep the frost down. You see the constant opening and shutting of the door to the street always chilled the warm air in the show window, and as we did not have double windows, frost always hid our goods from the passerby.

"I start the fan when I come down in the morning and inside of an hour the window is as clear as in the summer-time. The circulating air keeps the chill air from striking the pane, and in order to always keep the air moving I keep one door to the window partly open all the time, which also aids in preventing all the hot air from being pushed against the cold window. I tried my fan treatment when the mercury was five below zero and its works beautifully.

"Besides there is an advantage to it, for the pedestrian, seeing the fan at this time of the year, wonders what is up and stops to examine the freak idea, seeking the reason for the stunt."—Boot and Shoe Recorder.

PRACTICAL METHODS.

Store Kinks That are Being Tried Out by Retail Grocers.

A Breakfast Food Window.

St. John, N.B., Feb. 23.—A neat arrangement in the way of displaying various kinds of cereals and breakfast foods has been adopted by one of the local grocers. In one of his windows last week he had some two dozen glass preserve jars (quart size) each filled with a different kind of meal, flour, beans, peas, etc., and with small cards bearing the name and price. The jars were arranged on steps running full length of the window and about four or five inches apart. There were three steps about six inches in height and for a background packages of breakfast food were attractively displayed. The cleanliness and simplicity of the arrangement made it a striking display.

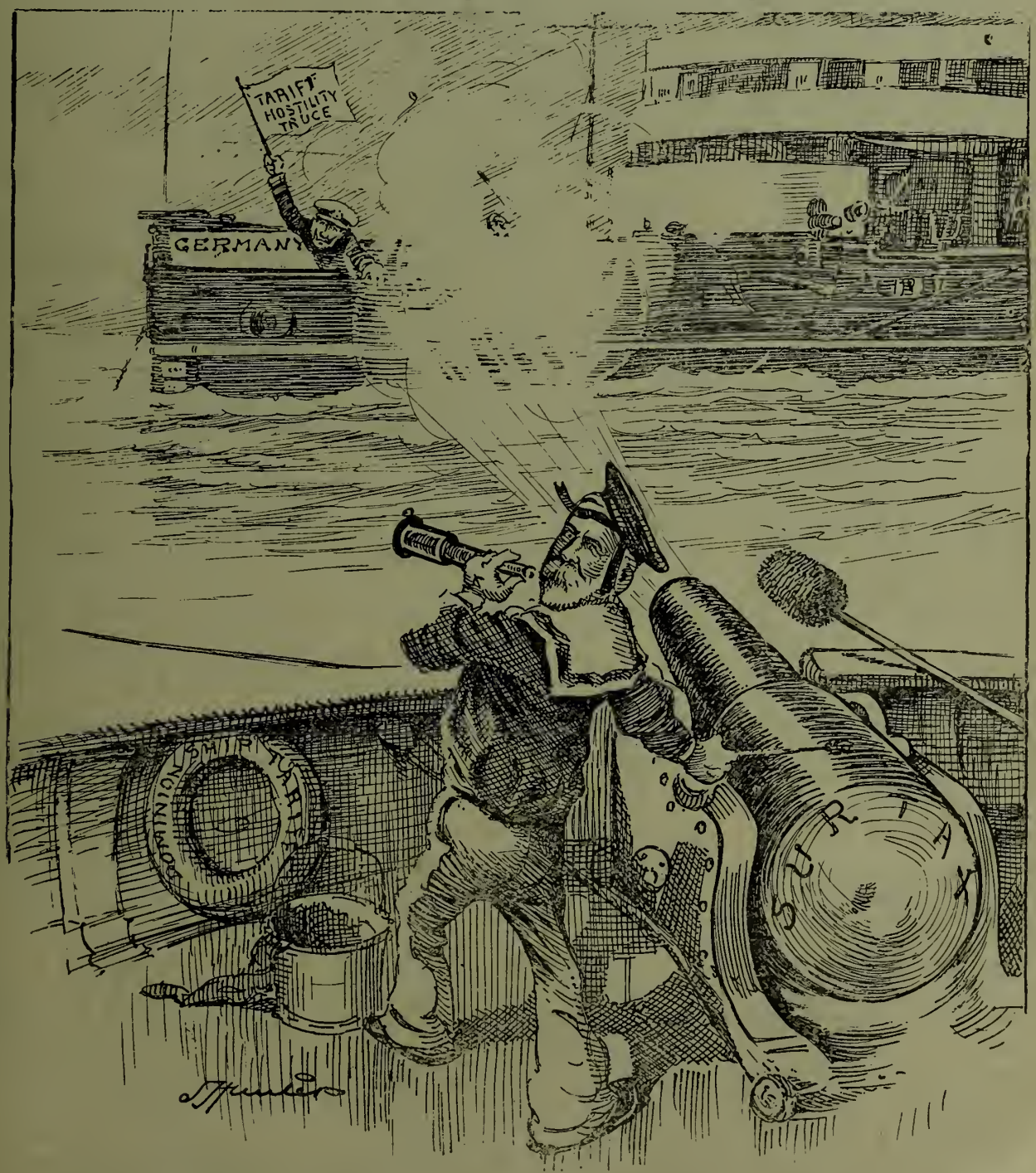
Close Watch on Creditors.

Victoria, B.C., Feb. 24.—The annual meeting of the Victoria Retail Grocers' Exchange was held last week, when a large attendance of members showed the active interest taken in matters affecting the trade.

After the regular monthly business was disposed of, the reports of the treasurer, secretary, and audit committee on the finances and business of the past year were read and adopted. After paying all accounts a handsome balance remains on hand to start the current year.

The officers elected were: E. J. Wall, of the Windsor Grocery Co., re-elected president; A. Pool, vice-president; T. Redding re-elected treasurer, and W. Acton, F. Burridge and A. Thornton, the three directors. These six constitute the executive committee, with Thos. S. Futcher, secretary. The information department as to the commercial standing of those desiring credit is much more used by the members than formerly.

Willie Wags the White Flag.



GUNNER FIELDING: He may bluff old man Bull, but did you see me call him?

(From Toronto World, Feb. 23.)

Drew Custom in Wake of Competitor's Negligence

Retailer's Scientific Methods Proved Successful Bait to the Disgust of His Opposition Farther Down the Street—The Wonderful Power of the Window Exemplified—Use Made of Display Cards.

By E. M. Woodley in System.

When the "Enterprise" shoe store opened for business on Third Avenue, its show window was a curious spectacle. Simultaneous with the opening, passers-by began to stop in front of the window. They gathered in groups, sometimes of ten or twenty, and half blocked the sidewalk.

There were half a dozen shoe stores within a few blocks north and south; not one of them ever had a crowd. What strange hypnotism was this new rival practising on unsuspecting Third avenue?

It was simple enough, although none of the older dealers had thought of it. The "Enterprise" window was filled from top to bottom with a surprising assortment of goods that had nothing whatever to do with shoes. And yet shoes stood out conspicuously everywhere in contrast to the medley of other articles, and a black-lettered placard made it clear:

WE SELL NOTHING SHOWN IN THIS WINDOW BUT FOOTWEAR

The other articles are what you can get elsewhere with the money you save here.

It was almost staggering, this collection of dishes, kitchen utensils, table-linen, hardware, towels, cutlery, bric-a-brac. A frame had been set up in the window, with a hundred shelves. It was painted snow-white—a pleasing background for shoes. There was small need of a background, however, for the shelves were swamped with the display. Even the shoes themselves were filled. Boys' jack-knives peeped temptingly; dolls were half concealed; dollar watches gave tantalizing hints of their presence. It was quite as much a question of what might be there, as what really was there.

Scattered about in this jungle of shoes and every-day things were cards, six by eight inches, with such inscriptions as this:

DO YOU BUY SHOES ON BROADWAY?

If so, try Third Avenue, and See What it Means to You.

These were revolutionary methods on Third Avenue. All the shoe stores up and down the street had show windows. Most of them were eminently proper show windows. The shoes were arranged in mathematical rows, properly curved, properly dusted, properly spaced. This new store was not orthodox. One retailer, across the street from the "Enterprise," had been there twelve years.

"I've never had cheap contraptions like that in my window," he remarked, ruefully, as he watched the people going in and out of the new establishment. "I don't believe in it."

Yet this same dealer had often wondered why so few customers came into his store. Third Avenue was a restless highway, and all the people wore shoes. He could not understand why an hour should elapse, at times, without a single person being deflected his way.

The "grand opening" was over. The miscellaneous goods, rented for the first display, had gone back to their owners. But the "Enterprise" was quite as restless as Third Avenue itself. All night the sounds of hammer and saw were heard by late pedestrians; when morning came the crowd before the show window was so big that it actually shocked the old-time Third Avenue dealer across the street.

There were shoes in the window, in plenty, but it was not the shoes alone that attracted. Intermingled with the footgear was money—everywhere money. It filled the shoes and ran over; it covered the floor; it was piled in heaps and windrows. There were paper dollars, and silver dollars, and halves and quarters and pennies. Apparently, the "Enterprise" had dug up a fortune to put in its show window. Only the initiated knew that the clever arrangement of filling and hidden framework and concealed shelving, multiplied the actual money a thousand fold. And only those in the secret knew that a bank had supplied the money as a special loan, on condition that two private policemen from the bank be detailed to guard it.

The most conspicuous placard in the window was this:

HERE IS SOME OF THE MONEY WE ARE GOING TO SAVE OUR CUSTOMERS

Do You Want Some of it? Then Step Inside and Get It.

Other cards presented terse selling points. Qualities were emphasized, and a strong play was made on the difference in rents between Third Avenue and Broadway. "Size up our building," one inscription ran. "It isn't a palace, is it? If it were, the landlord would get all this money."

Thus capital was made of the poor old structure itself. This sort of argument would not do on Broadway or Fifth Avenue, but the "Enterprise" knew the trade it wanted and went after it with ambitious methods.

One day a pedestal appeared in window of the "Enterprise," It was four feet high, and on its flat top rested a single, feminine, genteel-looking shoe. There was not another shoe in the window. The pedestal with its solitary piece of footwear reigned supreme. The barrenness of the window was relieved by hangings of fluffy white stuff; the floor, too, was covered with it, in billowy waves; the pedestal itself was draped with it. The whole window-space was a cave of dazzling white, in which nestled the solitary shoe, And then this placard which no onlooker or passerby could possibly fail to see:

IF THIS SHOE FITS, YOU MAY HAVE IT FREE

We Will Sell You the Mate For $2. We Guarantee These to be $3 Shoes.

The old-timer across the way denounced this as "Cheap John" advertising. Some one carried the denunciation to the proprietor of the "Enterprise." At the moment he had eleven women in line as candidates for the particular size and pattern represented on the pedestal, and he only had time to remark: "If one's customers like 'Cheap John' advertising, why not give it to them?"

Then he sold a pair to two-dollar shoes to a disappointed candidate for the pedestal shoe.

Meanwhile the old-timer was having a peaceful day in his shoe shop, all by himself, and the thousands of people went up and down Third Avenue, all wearing shoes.

The "Enterprise" appeared to prosper amazingly. Indignation ran high among the adjacent Third Avenue shoe men. This interloper was an impudent fellow, they told each other. Whoever heard of a shoe store thus lowering its dignity? The shoe business was a high-minded, serious calling. A shoe store, the old-timer said, must perforce have a quiet, restful atmosphere. The same atmosphere must include its window. This new-comer, so perniciously busy, was overthrowing traditions.

And then, on a rainy day, a pig appeared in the "Enterprise" window, along with a copious supply of mud in which to wallow. A pig in New York is as rare as a silk hat in Goldfield. Third Avenue was blocked with excited children, and a liberal percentage of grown-ups.

And once more the placard:

PIGS DON'T WEAR RUBBERS

But How About You?

Then the window space above the porker was dotted with smaller placards bearing the single word "Rubbers." There were at least a hundred of these cards at all angles, some upside down, purposely. The object of the display had a very definite meaning.

Along in the afternoon the pig had grown so popular on Third Avenue that the police requested the "Enterprise" to remove him. But in a thousand homes that night this store was a topic of conversation. And everyone knew it had rubbers to sell.

Again the busybodies carried the complaints of the old-time shoe dealers. Pigs had nothing to do with shoes. It was scandalous!

"If a fellow's in business for trade," remarked the "Enterprise" man, "why

not go after it? Is there anything dishonorable in pigs?"

When a particular shade of tan came into use, the "Enterprise" seized the idea for a window display that drew customers for a week. On exhibition along with the footwear were placed other articles of wearing apparel of the exact coloring. There was a serge skirt as a background for a pair of neat oxfords. There was hosiery, and millinery, and gloves, and men's ties and shirts, and men's hats. Each of these articles of apparel was matched by a pair of shoes, and the effect was completed by tan hangings of the same shade.

The announcement told the prospect:

WE CAN SELL YOU THE SHOES AND TELL YOU WHERE YOU CAN MATCH THEM IN ANYTHING ELSE YOU MAY WANT.
Be In Style. It Costs no More.

All of these goods were loaned readily by concerns that might profit by the display in the shoe store window.

This was a conspiracy, the old-timer said, on the part of the "Enterprise" man and some of the furnishing stores and millinery shops of Third Avenue. It was a lamentable thing that such a state of affairs could exist in the shoe trade.

But the "Enterprise" man only laughed and said that such conspiracies made business a game that was really fascinating. He found it absorbing to think up schemes to get people into his store. Business, he ventured, was business, and a show window was a show window. He did not attempt to control any of his competitors' windows. But he did have a lot of fun with his own.

This color scheme had such good results that presently the "Enterprise" adapted it to black. A dead-black window was created, with black shoes matched against black garments, hats, gloves, and the like. The window-space was draped absolutely in black and the effect was almost startling. Yet it was wonderfdlly attractive and scarcely a person passed the store without stopping at the window. The display had an air of refinement, too, that caught even Third Avenue.

Then a summer display was made up all of white. Children's shoes, women's kid slippers, and canvas outing shoes furnished most of the footwear exhibit, set off against white dresses, hats, ties, and other apparel. Conspicuous posters explained that these goods were not on sale, and clever invention was employed in getting up cards to make the shoe display the important thing in the window. One card ran thus:

WE ARE INTERESTING YOU IN SHOES, REMEMBER. EVEN IF YOU HAD ALL THE PRETTY THINGS IN THIS WINDOW, AND HAD NO SHOES TO MATCH THEM, YOU WOULD NOT BE EQUIPPED. WE CAN GIVE YOU THE APPROPRIATE THING IN SHOES, NO MATTER WHAT CLOTHING YOU WEAR.

By this time the "Enterprise" had become the leading shoe shop in that section. Almost any flat-dweller on the side streets adjacent knew where it was. On the other hand, not a quarter of them could have told just where the old-timer's store was located. Many had a vague notion that it was somewhere around, but it never had impressed them in a positive manner. It was colorless, without personality.

Another striking display was made by taking one shoe from each variety in the "Enterprise" stock. These were arranged on a sloping platform, in the form of the letter S. The larger shoes were at the top, and the twisting line tapered gradually down to the tiniest of infant's shoes.

The variety of shoes carried by the store was thus graphically illustrated. Selling-cards were scattered about the window profusely, filling the bare spaces. The back of the window was attractively draped, and hung with placards. The big letter S nestled on a bed of velvety cloth, in loose folds.

Like all of the "Enterprise" exhibits, this one compelled attention. It was absolutely distinct from the routine display of the average shoe store window. People stopped to wonder at the number of shoe varieties and sizes. And the instant they stopped they were reminded by the cards that this was the "Enterprise" shoe store. At the bottom of every card was the address.

It was a theory of this proprietor that the value of a show-card is heightened when it impresses on the prospective customer the location. He may want to come back later on; if he has a photograph of the street and number in his brain, he will not drift into some other store because he cannot find the one he wants.

A display that drew well was built along the illusion idea. Apparently, the entire window-pane, to a height of six feet from the floor, was filled with a heterogeneous mass of footwear in a hopeless tangle. In reality, a concealed framework took most of the space. The outer layer was made up of boots, shoes, slippers, rubbers, children's sandals, and the like. The effect was a mountain of footgear, tossed together in careless confusion. On many of the shoes were price-cards. The impression conveyed was one of immensity of stock and variety.

The old-timer had been across the street for twelve years, and had scarcely made a living. The "Enterprise" came in and found a thriving trade at once. It was merely a difference in methods. The trade was there all the time.

"How many shoe stores do you suppose there are in New York?" the old-timer had asked once.

He answered the question himself.

"More than a thousand, by the city directory. A few of 'em make money. Most of 'em starve. I've been doing the best I could. I've been square and worked hard. I flatter myself I'm pretty well known in the neighborhood—you know that doesn't mean much in New York. Yet how many Third Avenue people, in this block, say, ever got into my store? Not one in a dozen. Why didn't they? Because they'd rather go over to Broadway to help pay the big rents. It's human nature. They think my store's no good because it's little, and a bit dingy, and hasn't got fancy rugs for them to put their feet on when they take off their shoes. I can't get 'em coming."

But the old-timer opened his eyes when he saw how the "Enterprise" got them coming.

The "Enterprise" has no monoply upon its methods and the man behind it has not cornered ingenuity. What applied to shoes, applies to hats and Turkish rugs and toilet soaps and breakfast foods, for people use them all.

There are plenty of fish in the sea; whether you catch your share depends largely upon the bait you use and how you use it. There is no better place to start than where the "Enterprise" man did, on that most woefully neglected opportunity—the show window.

Keep always in mind the desirability of increasing your business right up to the limit of your present facilities. That is what reduces the ratio of expense.

On the Chicago market last week live hogs touched a price unequalled since 1870, selling at 9.40 per cent. It is prophesied that they will reach the $10 mark before long.

An experienced grocer advises that flour should always be stacked on the top shelves, says the American Miller, as the warm, even temperature keeps it in the best of condition. While grocers often make a mistake in this matter and stack their flour wherever there is room without regard to conditions, we think it may be questioned whether the ceiling of a warm grocery store is the best place for stored flour. The temperature is probably all right; but flour is susceptible to odors, and odors rise as well as the heat.

OBJECTS OF CLERKS' ASSOCIATION.

Chilliwack, B. C., Feb. 23.—The clerks of Chilliwack have formed an association, one of the chief aims of which will be to work harmoniously with the Merchants' Association of that district. S. A. Cawley, M.P.P., is the honorary president, the working officers being: President, John Robinson; vice-president, Miss L. M. Hall; secretary-treasurer, Miss G. K. Brown, with a strong executive committee under the chairmanship of W. C. Barber.

The objects of the association are: To foster and maintain a permanent social feeling among the clerks of the retail, wholesale and general offices of Chilliwack; to obliterate distrust and inspire confidence among the members of the trade; to remove by concerted action such evils and customs as are against good policy and sound business principles, whether it be cutting of wages, improper using of clerks, or whatsoever the evil may be; to disseminate useful information; to watch and influence legislation toward the better protection of the city and association; to assist our members in getting positions; to encourage the observance of Sunday and all legal holidays; and to attain the results which experience has proved are not attainable by individual or divided efforts. It is the intention of the association to celebrate their inauguration by attending one of the churches for divine service, and to continue this practice at least once annually.

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TWO SUGAR ADVANCES.

The strong tendency in the sugar market referred to in last week's issue resulted in an advance of 10 cents on all grades including the Winnipeg list and the following day of 5 cents on the Montreal and Toronto lists. The basis is now $5 per barrel in Montreal or $4.95 per bag.

The principal cause given is the weak statistical position of the world's supply, the estimated decrease in comparison with last year being 354,904 tons. The speculative demand in Europe too, remains a big factor. Also, the consumption of refined in Canada has been advancing steadily and the report of a strike of sugar cane cutters in Guadeloupe adds additional firmness to the market.

The representatives of one sugar refining firm stated to The Grocer that in his estimation we would not see lower values in sugar for the next two or three months.

DEMAND AHEAD OF SUPPLY.

Teas are exceedingly firm. It is estimated that, generally speaking, they are 2 cents per pound higher than at this time last year and it is possible according to men closely in touch with the tea market that they will go still higher.

It simply looks as if it were a case of consumption overtaking the production. Figures regarding the importation of teas into the United Kingdom in 1909 indicate this. For instance last year duty was paid on 283½ millions of pounds, while in 1908 it was on 275½ millions, making a difference of 8,000,000 pounds in Great Britain and Ireland alone.

The consumption in other countries has also increased, and while the same may be said of the production yet apparently it has not been sufficient to overtake the demand.

Cables last week from Colombo tell of the strong market. Common teas, they say, are soaring, being about 2 cents higher than they were at the end of January.

SHORT RAISIN STOCKS.

The attention of retailers is here again called to the market in Valencia and Sultana raisins. Advices from the primary market show that Valencias are getting into short compass on spot, and importations have been restricted by an advance in price there equal to ¾c over the price ruling before the first of the year.

Sultanas have had a much larger sale this year than usual in consequence of the extremely low prices ruling. This fruit also advanced several shillings in Europe as stocks there, owing to increased demand induced by low prices, are getting into short compass.

STRONG PEANUT SITUATION.

The peanut market at present presents considerable strength. It is being the subject of considerable comment and that the limit of the advance has not been reached is the opinion of well-posted dealers.

In regard to Virginia peanut prices compared with a year ago appear high, but when a look is taken upon the year of 1907, in the midst of a panic, and see by actual comparison with that crop that it was marketed from ½c to ¾c per pound above present prices, it is felt that higher prices must be expected befor the new crop.

Japanese peanuts are up from a cent to a cent and a quarter and Spanish peanuts are nearly 3 shillings higher than this time last year. The shelled variety have advanced about a cent per pound since the first of the year and on the French market there are no sellers for fall shipment.

One dealer states that, after an investigation regarding the foreign market from thoroughly reliable sources, the Spanish and Japanese crops of peanuts are short, while the African, Chinese and East India crops are perhaps less than normal.

Recent cable inquiries come from Europe on quantities from 50 to 100 cars of United States peanuts, which indicates that the foreign crops of peanuts are short, and efforts are being made to market them at higher prices.

BREACH OF TRADE ETIQUETTE.

There is considerable complaint always coming from the retailers, that the wholesale dealers are selling direct to the consumers. This is generally denied and kept away from the knowledge of the retailers, but sometimes the truth becomes uncovered through peculiar circumstances.

Not long ago a little girl was sent to a grocery store to get a pound of bacon. While the grocer was slicing it for her, a wholesale meat wagon stopped at the door, and, as soon as the driver entered the store, the little girl said to him, "Mother has been waiting for you."

The driver, however, scarcely paying any attention to her, hurried through with his business, and after he was gone a short time, the little girl came back with the bacon, "mother does not need this bacon now; the man that was in here brings us our bacon, but he was late this morning."

When that driver came round again the grocer was ready for him, and desired an explanation of his conduct as a wholesaler. On being charged with the violation of business rules, he admitted his guilt, and in trying to prove his personal innocence he uncovered, like the little girl, another truth which is fully as interesting as the fact of selling to a consumer.

He stated that he only delivers the goods to that family, but is not allowed to collect the money. This, not being satisfactory to the grocer, he brought out his next best talking point: "Well, I'll tell you, this man is an official in the assessment department and they have some kind of an understanding, so that the boss gets a reduction in his assessment and I think he saves about $100 a year."

The Canadian Grocer, however, is not concerned about the deal which the driver thought would justify him in delivering the goods as long as he did not collect for them, but The Grocer takes a firm stand against the principle of the wholesaler who expects the retailer to handle his goods and often at a small profit, and then steals some of his customers from him.

This matter is carried on by some houses in Canada to an extent that makes it almost intolerable to the retailers.

The older grocers well remember the time when wholesale houses would not break packages, not even to small stores, but would turn them over to the

larger retail stores to get their supplies. Some of these retail stores had a good income from this source, but now some wholesalers break packages and sell the smallest quantity not only to stores, but are actually canvassing boarding houses and even private families.

THE GERMAN SURTAX.

The additional tax of one-third more than the general tariff on imports of German origin becomes obsolete on March 1 by the provisional trade agreement signed last week at Ottawa.

Unpleasantness between Canada and Germany has existed for some twelve years following the granting of the British preferential in 1907. Canada in 1898 persuaded the British Government to abrogate her favored nation treaty with Germany, which prevented this country giving a preference to the Mother Land, as against Germany.

Germany commenced commercial hostilities, having levied against the Dominion the provisions of her maximum tariff. This drastic action dealt a severe blow to our export trade with Germany in agricultural products, and it was not long before our shipments of grain to that country practically stopped. The tariff killed a trade which in grain alone was worth over $1,000,000, and while our export trade with all other countries has grown enormously of late years, that with Germany in 1909 was about $400,000 less than it was in 1898.

Canada endeavored to persuade Germany to restore her products to the conventional tariff and when this proved unsuccessful, put the surtax into operation in November, 1903.

The Canadian Grocer has known for some time that the Canadian Government has been anxious for commercial hostilities to cease, and at least two members of the Government are known to have unofficially suggested to influential German citizens who had visited this country that they endeavor to bring about a better state of affairs. There is no doubt, however, that the strongest efforts have been put forth by the German people themselves, and particularly business men in that country. A year or two ago an association was formed there which had for its specific object the removal of the present obstacles to the development of trade with Canada.

While Canada's export trade with Germany lessened during the decade, the surtax on the other hand, of course stimulated certain Canadian industries. These may naturally be expected to suffer to some extent by the restoration of the tariff conditions which prevailed prior to 1903. The particular industries are knitted goods, especially those into the manufacture of which cotton enters, hosiery, underwear, gloves and outer garments. On the other hand while everything that Canada exports is not provided for in the new convention, the principal products such as grain, timber, animals, leather, and fruits are included.

Before the surtax there was a considerable quantity of gelatine imported from Germany, but since the surtax a great deal of this trade went to Austria-Hungary. For instance in 1909 we imported 17,147 pounds of German and 49,815 pounds of Austria-Hungary gelatine.

As the convention is only a temporary one and is designed as a stepping stone to further negotiations, the chief fear on the part of Canadian manufacturers is that there may be a disposition on the part of the Dominion Government ultimately to allow Germany the provisions of the intermediate tariff. It is future rather than present concessions that perhaps most disturb.

The indications are that the trade of Great Britain with Canada will suffer to some extent by the removal of the surtax. It is, however, the general opinion among business men in Canada that British manufacturers have not taken all the advantage of the preferential tariff which they should. With few exceptions they have been slow to employ aggressive means of extending their trade in this country. On the whole any strong opposition to the new order is unlikely.

THE PROFIT AND LOSS PROBLEM.

Grocers are becoming more and more interested in the question of expense of carrying on business and in determining the relation of this to the gross profits.

Recent articles in this paper have proven that some grocers are actually selling goods at a loss when they come to figure cost. In last week's issue it was demonstrated that some were making gross profits of from 15¾ per cent to 19 1-3 per cent. These same grocers admit that it costs them from 13 to 15 per cent. to do business.

In this week's issue on another page will be found a table showing actual gross profits that are being made. The figures were obtained from grocers who gave both their cost and selling price. At 15 per cent. cost of doing business these men are actually losing money. Even if they did business on a 10 per cent. basis their net profits would not be equal to those of an average laborer.

These figures bring to light some interesting conditions about the uniformity or rather non-uniformity of profits. They also show that on articles on which fair profits are made that grocers have a big competitor in the peddler, while on the other hand the articles on which the profits are small the worst trouble comes from a section of merchants themselves, who are continually cutting prices.

These are ills that the trade is heir to and business men are needed to overcome them.

PURE JAMS ON THE MARKET.

It will be interesting to grocers to know and they will also find pleasure in telling their customers, that according to a recent Government analysis of 116 samples of jams collected from 15 inspectoral districts in Canada, 108 were found pure, 7 were doubtful, and only one was adulterated.

This is remarkable when it is taken into consideration that only a few years ago, pure jam was almost the exception. This again shows what can be done by a few enterprising men, who have started this pure food movement. But it must be remembered that it is not always the one who reaches the highest point on the ladder of fame that deserves the credit for ambition, but, rather the one who is first in getting his foot on the bottom rung.

ADVANCE IN WALNUT MARKET.

Shelled walnuts to-day for importation are about 30 per cent. higher than they were at this date a year ago. Prices to the retailer have also advanced about the same amount.

The cause of this is the scarcity of walnuts on the French market where practically our entire supply comes from. Stocks in France are almost exhausted in both the shelled and unshelled lines and the remaining stocks are being marketed at continually advancing prices.

From reports from France, there are no sellers for forward shipment as present demand will absorb all available stock for near shipment and the trade will have to rely for fall supplies entirely on any reserve stock that remains after the summer trade is over.

It is evident therefore that the walnut situation is exceedingly strong and retailers interested in this market should make their plans accordingly.

Profits and Losses on Various Grocery Articles

With Expense of Doing Business Figured at 15 per Cent. Grocers are Making a Net Loss in Many Cases, — Articles on Which Best Profits are Made—Plea for an Equalization of the Profits—An Interesting Table.

From figures received from different grocers, it was shown in last week's issue their average percentage of profits and now to demonstrate more clearly the grocer's situation and the necessity of adopting different methods, the profit or loss on each article over and above 15 p.c. of the turnover which is allowed for the cost of doing business is given. Of course 15 p.c. representing the cost of doing business may be somewhat high, especially if businesses in towns, small cities, villages and country places are under consideration, but in cities like Montreal, Toronto, Winnipeg, etc., it is not a great deal too high, if it is high at all.

It will be noticed that some articles are netting a good profit while others are being handled at a loss. This is the point to be considered in this article. The following table includes the cost of the goods, the selling price, the gross profit, 15 p.c. on the selling price for doing business, net profit over the expenses, or the net loss on the goods which are sold under cost of doing business :

Article	Cost of Goods	Selling Price	Gross Profit	Cost of doing bus.	Net Profit	Net Loss
Soap, 100 cakes	3.75	4.17	42	62½		20½
Soap, 6 bars	23	25	02	03¾		01¾
Butter, per lb.	26	30	04	04½		00½
Eggs, per doz.	27	30	03	04½		01½
Soda biscuits, per lb.	7½	10	02½	01½	01	
Washing soda, per lb.	05	10	05	01½	03½	
Beans, per lb.	04	05	01	00¾	00¼	
Rhubarb, per bunch	10	15	05	02½	02¾	
Oranges, per doz.	40	60	20	09	11	
Bread, per loaf	08	10	02	01½	00½	
Tea, per lb.	30	40	10	06	04	
Coffee, per lb.	18	25	07	03¾	03¼	
Flour, per lb.	38	50	12	07½	04½	
Sugar, per cwt.	4.95	5.56	61	83 2-5		22 2-5
Tomatoes, three cans	21	25	04	03¾	00¼	
Bacon, per lb.	22	25	03	03¾		00¾
Prunes, per lb.	08½	10	01½	01½	00	00
Raisins, per lb.	05½	7½	02	01⅛	00⅞	
Rolled oats,	21	25	04	03¾	00¼	
Lard, per lb.	16½	20	03½	03	00½	
Breakfast food, (1 brand)	24	25	01	03¾		02¾
Potatoes, per peck	10	15	05	02½	02¾	
Rice, per lb.	06½	08	01¾	01 1-5	00 11-20	
Mustard	21	25	04	03¾	00¼	
Lemons, per dpz.	12	20	08	03	05	
Totals	12.74½	14.88½	2.14½	2.23¼	41¼	50 1-5

The first thing that must strike a retailer in this statement is the small gross profit on the whole bill. To handle $12.74 of staple goods for a gross profit of $2.14 seems peculiar yet it is true. The next thing is the fact that some goods carry a profit of 50 to 66 2-3 p.c. and yet the average percentage of profit is only 16½ p.c. on the cost of the goods. While this statement shows a loss of 9c after expenses are met, yet some goods were sold at a profit of 66 2-3 p.c., which demonstrates that the system of arranging profits is wrong and has much to do with the unsatisfactory condition of the retail trade.

Talk with the retailer, and while he sees the trouble, he again repeats the old phrase : "What can we do ?"

All admit that things are not right, but if some do take a broad view of the situation and venture out from behind their counters, they are not supported by the grocers in general.

"If the retail grocery business is not paying, the grocers themselves are to blame," said one ; "but when we talk to each other it is always the other fellow who is the sinner. What business sense is there in us when we sell 3 for a quarter on one line, making a little more than 4 p.c., and then trying to sell another article which is peddled before our very doors every day at a profit of 66 2-3 per cent. ?

"There is no sense in it, neither is it right. We have it all in our own hands to remedy, but we don't know how."

Conditions Not Satisfactory.

A business man in discussing the retail situation the other day exclaimed : "The merchants of our country who ought to be the most wide awake, ready to solve the most difficult problems, are standing powerless when they know that the conditions of the trade are neither fair, nor satisfactory.

"Where would the laboring people be if they had not acted the way they did ? Would they have accomplished anything if they had stood at their working benches and brooded over their conditions ?

"Why can a laboring man bring you up before the magistrate without costing him one cent and make you pay for work he has done for you, but if that same laboring man owes you for goods and does not want to pay you, you have to go to the Division Court, plank down $3 or $4, and then take chances as to whether you will ever see your deposit again, to say nothing of the account you tried to collect ? They looked after their interests and succeeded, while the grocer stands behind his counter and wonders, 'What can we do ?' "

There is some good sound logic in what the business man says. For instance because it is customary to handle some goods at an actual loss, grocers still continue to do so and because it is customery to handle tea, coffee, fruit, etc., at a good profit they still do so but they also allow the peddler to do the same—which cuts down sales. On the other hand grocers will rival their neighbor and competitor across the street by underselling them on articles on which little or no profit is made.

Work on a Business Basis.

Concluding the business man asked : "Is it not time that the grocers grow out of their jealousy and united to put the grocery trade on a business basis ? There are comparatively few grocers who are broad-minded enough to look far enough over the counters to see that the trade in general must be kept in a healthy condition in order to give them a fair chance to succeed. Favorable conditions do not come by chance, but are the outcome of the grocers themselves.

"A few years ago when the recommendation was made to the government by the Royal Commission to assess all properties alike on their rental value, immediate action was taken, and the retailer was saved from the heavy burden which would have fallen on him. If things like this can be done, will any still remain in business and sell some lines of goods for less than cost, and wonder 'what can we do ?' "

"We should stop fighting with our fellow grocer and we should never try to build up a trade by underselling others. This has been tried over and over, and has never succeeded. If we give good service, treat our customers right and charge a decent profit on all lines, the grocery business will naturally and surely improve."

ANOTHER FISH MERGER.

Considerable interest is being taken amongst the fresh fish dealers in Montreal, in connection with a proposed merger of these interests. The details of organization have not been perfected but the fact of the merger existing was verified by a prominent fish merchant in Montreal.

CATALOGUES AND BOOKLETS.

T. V. Monahan, proprietor of the Barker House, is giving away an attractive and serviceable certificate holder to commercial travelers visiting Fredericton, N.B.

St. Lawrence Tobacco Co., Ville St. Laurent, Quebec, has been closed up, an order having been given by Justice Fortin. Liquidation will take place at once.

NOT IN THE MERGER.

At Least One of the Independents Remaining Independent.

Editor Canadian Grocer,—On page 44 of your issue of the 21st January, I read an article headed "Canners' Merger Completed." In this article you say that about fifty-six factories are now in the consolidation and at the time of writing only three Independents were not closed up. I would like to know where you get your authority for this statement. I am interested in two independent factories and have not been consulted in regard to the consolidation by either. I have also made inquiries from others interested in different factories and from all the information I can gather your statement is nor correct. Instead of the majority of the independent factories having agreed to an amalgamation the fact would appear to be that only a few have, as you put it, been "closed with."

If the above article is one of your paid advertisements it would appear as if those putting it in had some object in doing so.

J. A. STEWART,
Exeter, Ont.

RECRUITS FOR FIXED PRICES.

Grocer Says it is the Salvation of the Retail Trade.

F. B. Connolly, of San Francisco, director of the National Association of Retail Grocers, of the United States, reports that he has just induced the Californig Fruit Canners' Association to launch the protected price plan on one of their brands of fruits and vegetables in some sections of northern Ohio.

"Many of these manufacturers are giving this plan a fair trial on the Pacific Coast and will put it into operation in other sections of the United States as soon as conditions make it worth while.

"In the meantime we retailers should educate our people in our local and State meetings by constantly pointing out to them the value of having the manufacturer set and maintain a minimum retail selling price, allowing a fair margin of profit, instead of us being at the mercy of the illegitimate price cutter, who forces a number of well meaning merchants, by competition, to conform to the prices he has made, irrespective of whether or not there is a legitimate profit in the same.

"This is a great movement and naturally has some opponents even among our own people, but it is a movement which means the salvation of the retail grocer and the placing of our business on a high level."

Things That Shouldn't Be

A Cat Walking Along the Counter and Especially Where Food-Stuffs are Lying.

Markets—Two Advances Made in Refined Sugar

Market Goes Up 15 Cents and is Still Strong—Shortage of Raws and a Strike Mentioned as Causes—Exceedingly Strong Market in Teas—Peanuts and Walnuts Short—Situation in Raisins.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Advance in sugar all around of 15c
Decline in rice and tapioca.
Scarcity of Japan tea, low grades.

Montreal, Feb. 24, 1910.

Business is generally good and considerable activity is noted all over the jobbing houses. Country orders are coming in freely and travelers find merchants watching the markets closely. There have been several notable changes, including the advance in sugar and decline in rice and tapioca. Canned goods have a feature in salmon inasmuch as there is a scarcity of certain brands.

Sugar.—The sugar market is in a good condition. The advance of 15c seems to have stimulated the demand and noted activity has taken place. One reason for the advance is that the crop was reported short and not any too good. There has been also a shortage of supplies in Europe and it is likely that the advance will stay.

Granulated, bags	4 95
" 20-lb. bags	5 05
" Imperial	4 70
" Beaver	4 70
Paris lump, boxes, 100 lbs.	5 75
" " " 50 lbs.	5 85
" " " 25 lbs.	6 05
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 75
" 100 lb. boxes	5 75
" 50 lb. "	5 85
" 25 lb. "	6 05
" 5 lb. cartons, each	0 37½
Extra ground, bbls.	5 40
" " 50-lb. boxes	5 60
" " 25-lb. boxes	5 80
Powdered, bbls.	5 20
" 50-lb. boxes	5 35
Phoenix	4 85
Bright coffee	4 90
No. 3 yellow	4 50
No. 2 "	4 70
No. 1 " bags	4 55

Bbls. granulated and yellow may be had at 5c. above bag prices.

Syrups and Molasses.—There has been a drop in prices in molasses. The early crop has evidently given an appearance of strength and the influence has already been felt. Demand will likely be stimulated by the decline in prices as changes will be noted in our quotations. The demand for syrup is good and very satisfactory.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 36	0 38
" " " barrels	0 39	0 41
" " " half-barrels	0 41	0 43
New Orleans	0 27	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls	....	0 03½
" ½-bbls.	....	0 03½
" ¼-bbls.	....	0 03½
" 38½-lb. pails	....	1 80
" 25-lb. pails	....	1 30
Cases, 2-lb. tins, 2 doz. per case	....	2 50
" 5-lb. " 1 doz. "	....	2 85
" 10-lb. " ½ doz. "	....	2 75
" 20-lb. " ¼ doz. "	....	2 70

Tea.—Tea market is improving. Owing to new arrival of low grade China greens they meet with a ready sale. There is no immediate danger of an advance. Business is good but not in large quantities. Buyers seem to be dealing in small quantities only. Japan low grade is still scarce, hardly any to be found in the market. The high grades are selling normally owing to the fact that only wealthy consumers can buy these lines. Volume sold is satisfactory. Low grade green teas are the best sellers, hence the anxiety to get hold of these grades. No change in prices.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 27	0 30
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Coffee.—Coffee remains normal with a good steady demand.

Mocha	0 18½	0 25	Santos	0 14	0 17
Rio, No. 7	0 10	0 12	Maracaibo	0 15	0 18

Spices.—Spices seem to follow prosperity. Wherever money is plentiful spices are in good demand.

	Per lb.			Per lb.	
Allspice	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20
" ground	0 15	0 19	Mace	....	0 75
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 22
Cream of tartar	0 23	0 32	" white	0 22	0 29

Dried Fruits.—A slight improvement has taken place in peaches, pears and apricots. Business is poor for raisins. This may be occasioned by Lent, and most merchants think that it is the cause. Seeded raisins are slow.

Currants, fine filiatras, per lb., not cleaned	....	0 05½
" " " cleaned	....	0 06½
" Patras, per lb.	0 07½	0 08
" Vostizzas, per lb.	0 08	0 09
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
Old seeded raisins	....	0 06
California, choice seeded, 1-lb. pkgs	....	0 07
" fancy seeded, 1-lb. pkgs	....	0 09
" loose muscatels, 3-crown, per lb	0 07½	0 08
" " 4-crown, per lb	0 08½	0 09
" sultana, per lb	0 07½	0 10
Valencia, fine off stalk, per lb	....	0 05
" select, per lb	....	0 06½
" 4-crown layers, per lb	....	0 06½

Nuts.—Peanuts are still the feature with a tendency to advance. Aside from the advance of Bordeaux walnuts, which was reported last week on account of the treaty with France, it has been reported that the markets in France also advanced, thus showing that it was a natural increase, the prices being in some cases ahead of our quotations from 28 to 30c.

In shell—		
Filberts, Sicily, per lb.	....	0 13
" Barcelona, per lb.	....	0 10½
Tarragona Almonds, per lb.	0 12	0 13
Walnuts, Grenobles, per lb.	0 12½	0 14
" Marbots, per lb.	....	0 12½
" Cornes, per lb.	....	0 11½
Shelled—		
Almonds, 4-crown selected, per lb.	0 32½	0 35
" 3-crown " "	0 31½	0 33
" 2-crown " "	....	0 30
" (in bags), standards per lb.	0 26	0 27
Cashews	0 15	0 17
Peanuts—		
Spanish, No. 1	....	0 12
Virginia, No. 1	0 13	0 15
Pecans, per lb.	....	0 65
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux halves	0 23	0 30
Brokens	0 23	0 27

Evaporated Apples.—Prices have been put down and lowering the price has stimulated the demand. It appears that buyers of these lines wish to pay a certain price and do not care to buy until that is reached. That is the situation just now. The market is fair.

Evaporated apples, prime	0 08	0 08½

Beans and Peas.—Normal demand still rules in these lines and prices are especially held firm for beans.

Ontario prime pea beans, bushel	2 25
Peas, boiling, bag	2 50

Rice and Tapioca.—Prices have declined noticeably. The big importers and mills prophesied that they would lower the prices at a certain day and this naturally killed the intervening demand. Seeing that there was no sale for rice the decision has been put into effect of lowering the price at once. It is evident that stocks were very low and a general increase in sales has taken place. Decline of about 20c all around will be noticed in rice.

Rice, grade B, bags, 250 pounds	2 75
" " " 100 "	2 75
" " " 50 "	2 75
" " pockets 25 pounds	2 85
" " ½ pockets, 12½ pounds	2 95
" grade c.o., 250 pounds	2 65
" " 100 "	2 65
" " 50 "	2 65
" " pockets, 25 pounds	2 75
" " ½ pockets, 12½ pounds	2 85
Tapioca, medium pearl	0 04½ 0 04½

CANNED GOODS

MONTREAL.—Demand for canned vegetables and canned fruits has increased notably over previous weeks, no doubt occasioned by Lent. The demand for canned fish is quite apparent with the exception of the brands Clover Leaf and Horseshoe in salmon and it seems there is a scarcity of these brands. Stocks all over of salmon are said to be pretty well exhausted and this situation is sure to be felt before long.

Peas, standard, dozen	$1 05
Peas, early June, dozen	1 07½ 1 10
Peas, sweet wrinkled, dozen	1 10 1 12½
Peas, extra sifted, dozen	1 52½ 1 60
Peas, gallons	3 87½ 3 92½
Beans, dozen	.... 0 85
Corn, dozen	0 80 0 82½
Tomatoes, dozen (Ontario and Quebec)	0 82½ 0 90
Strawberries, dozen	1 37½ 1 40
Raspberries, 2's, dozen	.... 1 75
Peaches, 2's, dozen	.... 1 65
Peaches, 3's, dozen	.... 2 65
Pears, 2's, dozen	.... 1 60
Pears, 3's, dozen	.... 2 30
Plums, Greengage, dozen	1 50 1 55
Plums, Lombard dozen	0 95 1 00
Lawtonberries, 2's, dozen	.... 1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb talls, per dozen	.... 1 87½
½-lb. flats, per dozen	.... 1 30
1-lb. flats, per dozen	.... 2 02½
Other salmon—	
Humpbacks, dozen	0 95 1 00
Cohoes, dozen	1 35 1 40
Red Spring, dozen	1 60 1 65
Red Sockeye, dozen	1 85 2 00

Compressed corned beef, 1s	1 50	Minced collops, 2s	2 50
Compressed corned beef, 2s	2 70	Corned beef hash, 1s	1 60
English brawn, 2s	3 00	Corned beef hash, 2s	2 80
Boneless pigs' feet, 2s	3 00	Jellied hocks, 2s	3 50
Ready lunch veal loaf ½s	1 20	Jellied hocks, 6s	10 00
Ready lunch veal loaf 1s	2 35	Paragon ox tongue, 1½s	7 50
Roast beef, 1s	1 50	Paragon ox tongue, 2s	8 50
Roast beef, 2s	2 70	Paragon ox tongue, 2½s	9 50
Stewed ox tail, 1s	1 60	Paragon lunch tongue 1s	4 00
Stewed kidney, 1s	1 50	Tongue lunch, 1s	3 00
Stewed kidney, 2s	2 65	Sliced smoked beef, ½s	1 60
Minced collops, 1s	1 40	Sliced smoked beef, 1s	2 60

TORONTO -- Canned goods are in good demand and from all appearances the stocks on hand will be required before the next crop will be available. Some lines are diminishing rapidly. While canned goods are supposed to keep for years, it is, however, true that they deteriorate and if the stocks can be cleared out every year, it is all the better for the consumer and certainly for the canner.

Beans	0 85	0 90	Red pitted cherries, 2's		1 75
Corn	0 80	0 85	Gallon apples	2 45	2 75
Peas	1 10	1 60	Bartlett pears—		
Pumpkins	0 80	0 85	Heavy syrups, 2's		1 65
Tomatoes, 3's	0 80	0 85	Light " 2's		1 15
Strawberries, 2's	1 40	1 50	Heavy " 3's		2 40
Raspberries, 2's	1 60	1 67½	Light " 3's		1 70
Peaches, 2's		1 65	Lombard plums, 2's	0 80	0 85
" 3's		2 65			
Lawtonberries		1 65			

Clover Leaf and Horseshoe brands salmon:

1-lb. talls, dozen		1 90	Red Spring, doz.	1 55	1 65
½-lb. flats, dozen		1 25	Red Sockeye, dz.	1 65	1 70
1-lb. flats, dozen		2 12½	Lobsters, halves, per dozen	1 85	2 20
Other salmon prices are:			Lobsters, quarters, per dozen		1 40
Humpbacks, doz	0 95	1 00			
Cohoes, per doz.	1 45	1 50			

ONTARIO MARKETS

POINTERS—

Sugars—Up 15 cents.

Teas—Market very strong.

Beans—Firm situation.

Toronto, Feb. 24, 1910.

The wholesale trade this week has picked up and shows more activity. The February dullness has run its course and all look for a lively trade from now on. Payments are also more satisfactory and on the whole the outlook is encouraging.

The feature of the week was two advances in sugar amounting to 15 cents.

Sugar—The anticipated advance in sugar came last week a few hours after we had gone to press and sugars are now 15c higher. The market continues firm and another jump would not be a surprise to many. Owing to a short crop of beet sugar in Europe, New York prices can still advance considerably to reach the same level. Another feature which may develop to effect the price of sugar, is a strike among the cane cutters. The advance last week came a little sooner than was expected by some and the wholesale houses were not all prepared for it.

St. Lawrence "Crystal Diamonds," barrels	5 75
" " " ½ barrels	5 85
" " " 100 lb. boxes	5 95
" " " 50 lb. boxes	6 05
" " " 25 lb. boxes	6 25
" " " cases, 20-5 boxes	6 80
" " Dominos, cases, 20-5 boxes	7 80
Paris lumps, in 100-lb. boxes	6 05
" in 50-lb. "	5 95
" in 25-lb. "	6 25
Red Seal	0 70
St. Lawrence granulated, barrels	5 10
Beaver granulated, bags only	4 80
Redpath extra granulated	10
Imperial granulated	4 80
Acadia granulated (bags and barrels)	5 00
Wallaceburg	5 00
St. Lawrence golden, bbls	4 70
Bright coffee	5 00
No. 3 yellow	4 85
No. 2 "	4 75
No. 1 "	4 65

Granulated and yellow, 100-lb. bags 5c. less than bbls.

Syrup and Molasses—In response to the advance of sugar these articles are also firm and will likely advance, although so far the prices have not been affected.

Syrups—	Per case
2 lb. tins, 2 doz. in case	2 50
5 lb. tins, 2 doz. in case	2 85

Maple Syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 40
Quarts, 24 "	5 40
Pints, 24 "	3 00
10 lb. tins, ½ doz. in case	2 75
20 lb. tins, ¼ doz. in case	2 70
Barrels, per lb.	0 03½
Half barrels, lb.	0 03¾
Quarter " "	0 03¾
Pails, 38½ lbs. ea.	1 80
" 25 " "	1 30

Molasses—		
New Orleans, medium	0 31	0 33
New Orleans, bbls	0 29	0 31
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 62
Muscovada		0 30

Tea—The strong feeling in the tea market continues, and some of the tea men begin to feel that they may have to advance their prices.

Coffee—The coffee market is very strong with a slight advance in several grades in the primary market.

Rio, roasted	0 12	0 13	Mocha, roasted	0 25	0 28
Santos, roasted	0 15	0 17	Java, roasted	0 27	0 30
Maricaibo, "	0 16	0 18	Rio green	0 08	0 09

Spices—Spices are quiet, which is quite natural at this time of the year.

Peppers, black	0 15	0 18	Cloves, whole	0 25	0 25
" white	0 22	0 25	Cream of tartar	0 22	0 25
" whole, black		0 15	Allspice	0 14	0 15
Peppers, whole, white		0 23	" whole	0 14	0 16
Ginger	0 18	0 25	Mace, ground	0 75	0 80
Cinnamon	0 5	0 40	Mixed pickling spices, whole	0 15	0 15
Nutmeg	0 20	0 30	Cassia, whole	0 20	0 25
			Celery seed		0 24

Dried Fruits—Some of the wholesale houses report that these goods are moving slowly. This they think is owing largely to the large quantity of green fruits that were put up by the people last summer, and also to the cheap apples which are on the market. European reports tell of stocks of both Valencia and Sultana raisins being in small compass.

	Per lb.
Prunes—	
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 10
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06
Same fruit in 50-lb. boxes ½ cent less.	
Apricots—	
Standard	0 15
Choice, 25 lb boxes	0 15
Fancy, " "	0 17
Candied and Drained Peels—	
Lemon 0 09 0 11 Citron	14 17
Orange 0 11½ 0 12½	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag figs	0 03½ 0 04
Dried peaches	0 08 0 08½
Dried apples	0 07½
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 08½ 0 09
Patras 0 08 0 08½	
Uncleaned ½c less.	
Raisins—	
Sultana	0 05 0 05½
" fancy	0 06 0 07
" extra fancy	0 08½ 0 09
Valenoias, new	0 06 0 06½
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07½
" 12 oz. " "	0 06
Dates—	
Hallowees 0 05 0 05½ Fards choicest	0 08½
Sairs 0 05	

Nuts—Nuts are practically out of date. Nothing but some shelled nuts are asked for. The French walnut market is interesting in view of a shortage which is apt to affect the fall market. Peanuts are also scarce and high in comparison to a year ago.

Almonds, Formigetta	0 11½
" Tarragona	0 12
" shelled	0 32 0 35
Walnuts, Grenoble	0 13½
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 29 0 30
Filberts	0 12 0 12½
Pecans	0 16 0 18
Brazils	0 15
Peanuts, roasted	0 08 0 12

Rice and Tapioca—There should be no kick about the cost of living when rice, one of the best foods, can be obtained by the retailer as low as $2.85 per 100 lbs. This is below the average price and much below its food value compared with other goods and might be largely sold as a substitute for some of the more expensive lines.

	Per lb.
Rice, stand. B	0 03 0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05½ 0 06¼
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed taploca	0 05
Taploca, medium pearl	0 04½ 0 04¾

Beans—Beans are firm at the advance price. There is a difference of opinion as to the bean situation. Some claim that farmers are holding them back. If this is the case they may hold them too long. As soon as the winter is over, people will use more vegetables and the beans may be in less demand at lower prices. Others, however, claim that the crop was over-estimated and that there are none in the country. In the mean time the market is strong and prices are well maintained. It seems, however, that the first reason is the more probable.

Beans, per bushel	2 00 2 10

Evaporated Apples—The demand for these goods is light.

Evaporated apples	0 07½ 0 08

MANITOBA MARKETS

(Corrected by Wire.)

POINTERS—

Sugar—Advance of 10 cents.

Dried Fruits—Firm.

Syrup—Excellent demand.

Canadian Sardines—Stock getting low.

Winnipeg, February 24, 1910.

Peculiar conditions are making for an excellent trade in all lines. The demand is particularly heavy in the staples as is natural at this period of the year. But the railway facilities are so good this season that little difficulty is experienced in transportation and grocers are encouraged to handle goods for immediate shipment. Travelers all report conditions favorable everywhere. The great farming communities are living well and keeping their dealers busy.

Just now also the great bonspiel is in progress in Winnipeg and many merchants are in the city visiting the wholesale houses and everyone is having a jolly time. Collections are good and visitors are clearing off old accounts much to the surprise of the wholesalers. They are ordering spring stocks freely at the same time. If there is not too much exuberance on display in the city at present the trade is in excellent condition and the future looks bright.

Sugar—Another advance of 10 cents has taken place and the market is held firm. Merchants have already stocked heavily and only special consignments are moving.

Montreal and B.C. granulated, in bbls	5 50
" " in sacks	5 55
" yellow, in bbls	5 10
" " in sacks	5 05
Icing sugar, in bbls	5 85
" " in boxes	6 05
" " in small quantities	6 10
Powdered sugar, in bbls	5 65
" " in boxes	5 85
" " in small quantities	6 50
Lump, hard, in bbls	6 35
" " in ½-bbls	6 45
" " in 100-lb. cases	6 45

DIRECTORY OF

Manufacturers, Manufacturers' Agents, Brokers, Etc.

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W. A. JAMESON COFFEE CO.

Importers and Roasters of High Grade Coffees.

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We also carry a full line of TEAS, SPICES, etc.

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H. HODGSON Manager

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Andrews & Nunn

Manufacturers' Agents and Wholesale Commission Merchants

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VANCOUVER, B.C.

Correspondence Solicited — Highest References

MORE THAN SEVEN THOUSAND pairs of eyes—interested eyes—rest on this page fifty-two times a year. By the use of an inch space an advertiser is able to place himself prominently before nearly one hundred pairs of eyes for every cent the advertising costs him.

The West India Co., Ltd.

The Canadian house of

Sandbach, Parker & Co., Demerara, B.G. Sandbach, Tinne & Co., Liverpool, Eng.

and with agents and correspondents in all British West Indian Islands.

WEST INDIAN PRODUCE

of all descriptions.

WRITE US FOR PARTICULARS, PRICES, ETC.

305 St. Nicholas Building, - - - MONTREAL

Absolutely Sure

There is a whole lot of satisfaction about Red Rose Tea. **You are absolutely sure of its quality.** Never any doubt about that.

It is the quality of RED ROSE TEA that has put it in such a foremost place in Canada.

It is its quality that will keep it in the forefront; more now than ever, because tea prices have advanced so that there is not now much tea fit to retail under 30c.; certainly nothing that will please your customers or draw trade.

IT PAYS—Those are the magic words of business—It pays you to be sure about the quality of your tea. There is never any doubt about the quality of

Red Rose Tea

Just try it in your home and you will be sure to recommend it.

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ST. JOHN, N.B.

THE CANADIAN GROCER automatically selects the people its advertisers need to reach. It is read every week by the open-minded, alert and inquiring merchants in every section of the country, at a time when they are seeking information and suggestions to guide their actions.

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

Foreign Dried Fruits—Recent reports confirm light stocks and expected advances at packing points. The prune output has been heavy in the west and the market is strong. We quote the 30-40's at 9 cents this week. Peel, apricots and peaches are firm as are also raisins.

Smyrna Sultana raisins, uncleaned, per lb	0 08
" " " cleaned, per lb	0 09½
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 85
" " selects " 28's	1 95
" " layers " 28's	2 05
California raisins, choice seeded in ¼-lb. packages per package	0 06
" " fancy seeded, in ¼-lb. packages per package	0 06½
" choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08½
Raisins, 3 crown muscatels, per lb	0 06½
" 4 " " "	0 07
Prunes, 90-100 per lb	0 05
" 80-90 "	0 05½
" 70-80 "	0 06
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08½
" 30-40 "	0 09
Silver prunes, acc. to quality	0 09 0 12
Currants, uncleaned, loose pack, per lb	0 06½
" dry, cleaned, Filiatras, per lb	0 06½
" wet, cleaned, per lb	0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08½
Pears, per lb	0 09 0 15
Peaches, standard, per lb	0 08½
" choice	0 09
Apricots, standard, per lb	0 15
" choice, per lb	0 15½
Plums, pitted, per lb	0 11 0 12½
Nectarines, per lb	0 09½
Dates, per lb., Hallowa, bulk	0 06½
" Fard, 9½ lb. boxes	1 30
" packages, 30 in case	0 07
Figs, per lb	0 04½ 0 05
Peel, per lb., lemon	0 09½
" " orange	0 10
" " citron	0 13½ 0 18

Rolled Oats—There is no change and the market is unusually quiet. These prices are low for this popular product and the next change will likely be an advance.

Rolled oats, 80 lb. sacks, per 80 lbs	1 80
" 40 " " 40	0 95
" 20 " " 20	0 5
" 80 " (8, 10s)	2 20

Syrup and Molasses—Never has there been such a heavy demand for syrup. This is the great season, apparently, everywhere. The fact that prices are particularly moderate is encouraging to the merchants. Molasses is selling only slowly and the following prices are held feebly.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 23
" " 5-lb. tins, per 1 "	2 68
" " 10-lb. tins, per ½ "	2 51
" " 20-lb. tins, per ¼ "	2 57
" " ½ barrel, per lb.	0 04
" " Sugar Syrup, per lb.	0 03½
Beehive Brand, 2-lb. tins, per 2 doz. case	2 23
" 5 " 1 "	2 68
" 10 " ½ "	2 51
" 20 " ¼ "	2 57
Barbadoes molasses in ½-bbls., per gal	0 50
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, 5-gal. tins, per tin	1 95
Challenger, 6 10-lb. tins, per case	2 15

Honey—The trade is quiet on honey just now, but there is not an iota of change in the price condition. The extracted product is popular everywhere.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb	0 12½

Cornmeal—The demand is maintained strongly, and it is evident that hundreds of our foreign population are being kept alive by this product. The price is low considering the demand.

Cornmeal, per sack	2 05
" per ½ sack	1 05
" per bale (10, 10's)	2 30

NUTS—Almonds have receded slightly in value but no change in quoted. Walnuts are firm as are also peanuts.

Shelled Walnuts, in boxes, per lb	0 28
" " small lots, per lb	0 29
" Almonds, in boxes, per lb	0 35
" " small lots, per lb	0 36
Peanuts, Japan, per lb	0 11 0 15

Barley—The recent experiment on the Manitoba grown stuff has proven its inferiority and consequently a better market assured for Ontario grown barley. These prices hold to-day.

Pot barley, per bag, 100lbs	2 40
Pearl barley, per bag, 100 lbs	3 50

Beans—The recent advance is maintained and the tendency is higher.

3-lb. picker, per bushel	2 40
Hand picked, per bushel	2 50

Tapioca and Sago—Reports from Liverpool are to the effect of advances in both tapioca and sago. These have not been affected here except a ½c advance on sago. Immediate advances are likely.

Pearl tapioca, per lb	0 05
Sago, per lb	0 04½ 0 05

Fresh Fruits and Vegetables — As winter advances supplies are diminishing and prices are up on all vegetables. Grape fruit is higher.

Carrots, per lb	0 02½
Potatoes, per bushel	0 50
Cal. cauliflower, per crate	3 50
Native cabbage, per lb	0 02
Native beets, per bushel	0 75
Native onions, per doz.	0 40
Oranges	3 00 3 75
Lemons	5 00
Apples, Ontario, per bbl.	3 75 5 00
Grape Fruit, per crate	6 00
Grapes, per keg	5 00
Bananas, per lb	0 03
Cranberries, per bbl.	9 00 10 00

Evaporated Apples—The demand is increasing, but prices are unchanged at 8 to 9 cents. As the fresh apples are diminishing this product is growing on the market. Quality is good.

Canadian Sardines—Stocks are low and it is expected that supplies will all be exhausted before the new pack is begun. Reports from the eastern coast are that the demand will continue beyond the supply. The price is 4.25 for finest Canadian ¼'s per 100 tins.

Butter—The trade is excellent and prices are held firmly.

Creamery, Eastern Townships	0 32
" Manitoba	0 28
No. 1 Dairy	0 24
No. 2 Dairy	0 20

Eggs—

Manitoba, fresh	0 32
Eastern	0 28

NOVA SCOTIA MARKETS.

Corrected by Wire.

Halifax, Feb. 24, 1910.

The Halifax grocery markets are firm at the present time, and prices have a strong tendency to advance. Pork products continue to move upwards, and also sugar. There is no explanation given for the last advance in the price of sugar. The refiners this week sent the price up ten cents per hundred pounds on all grades. This brings extra standard granulated past the five dollar mark. Dealers report a good demand for beans, and there is a probability that the price will go higher.

The marked scarcity of hogs is given as the reason for the continued advance in the price of pork products. Barreled pork has been increased $2 per cwt. this week, and lard is half a cent higher.

An advance is also looked for in the price of tea. Some of the dealers claim that they have been losing money for some time, and that there will be a general advance of five cents per pound. To the wholesalers the advance will probably be about two cents per pound. Some small shipments of New Brunswick potatoes arrived here this week, and they sold for $1.75 per three bushel bag.

Creamery prints per lb	0 26	0 27	Beef, Canadian per bbl.	16 50
Creamery solids per lb	0 27	0 28	Hams smoked	0 16½
Dairy, tubs, lb.	0 23	0 24	Pork, fresh	0 10 0 11½
Fresh eggs, doz.		0 30	Codfish, quintal	5 50
Case eggs "		0 26	Herring, pickled per bbl.	5 00
Sugars—			Apples, per. bbl.	1 50 3 00
Extra Standard, granulated		5 05	Potatoes—	
Austrian, bags, granulated		4 95	P.E. Island, bag	1 25
Bright yellow		4 75	Nova Scotia	1 60
No 1 yellow		4 60	Onions, Spanish ber lb.	0 02½
Flour h. wheat per bbl.	6 40	6 50	Onions, American, per lb.	0 02½
Flour, Ontario blends, bbl.	5 75	5 85	Onions, Canadian, per bag	1 60 1 75
Cornmeal, bag.	1 70	1 75	Molasses, fancy Barbados, bbl.	0 38
Oats	0 54	0 55	Molasses, fancy Barbados, gal.	0 32 0 35
Pork, American per bbl.		28 00	Beans, bushel	2 25
Pork, clear bbl	30 00	32 00	Rolled Oats, bbl.	5 25 5 40
Beef, American p'ate per bbl.	17 00	18 00		

BRITISH COLUMBIA MARKETS.

Corrected by Wire.

Vancouver, B.C., Feb. 24, 1910.

There are few changes in general prices, those of butter, eggs, sugar, etc., remaining the same. One brand of bacon is being offered in special 100-lb. lots at 25c, which is a vast difference from the regular 29 cents. It was pointed out by a retailer to-day to The Canadian Grocer that the retailer, the man who makes the least on turnover, is the one who suffers most because of the high prices. He has to shave pretty close to enable the consumer to keep on buying and gets the brunt of it when the consumer falls off.

Asheroft potatoes are hardly to be found. The price of potatoes is now $35 a ton, and at this figure lower mainland tubers are offered. These are not supposed to be as good as the kind grown in the dry belt. Commission men are blamed in some instances of selling green stuff to Chinese peddlers, who hawk it about the city, thus interfering with the trade of the regular merchant. It used to be that the Chinese peddler grew his own green stuff, but the city is big now and the demand is much greater; moreover, the population is spreading out over the land where the Chinaman used to have his gardens, so the commission men are resorted to. And here again the retailer gets hit.

Sugar, standard granulated		5 60	Butter, local creamery	0 40
Val. raisins, lb.		0 05½	Butter, Western	0 22 0 25
Cal. "		0 07	Eggs, Eastern	0 30 0 33
Prunes		0 06½ 0 07½	Eggs, local, fresh	0 40 0 45
Currants		0 06½ 0 07½	Cheese, per lb.	0 14½ 0 15½
Dried apricots	0 11	0 13	Bacon, premier	0 29
Flour, Standard, bbl.		6 90	Lard, pure	0 18½ 0 19
Cornmeal, p. 100 lbs		2 60	Lard, compound	0 17½
Beans, per lb.	0 03½	0 04½	Potatoes—	
Rice, per ton	68 00	76 00	Ashcrofts, ton	35 00
Tapioca, per lb.		0 03½	Local, ton	25 00
Evaporated apples		0 08½	Canned Goods—	
Butter, Eastern dairy in tubs		0 25	Peas	1 30
Butter, Eastern dairy, choice		0 30	Tomatoes	1 27½
			Corn	1 00 1 10
			Apples	3 42½
			Strawberries	2 15
			Raspberries	1 85

Vancouver market changes by wire: Eastern butter 30c, strong to 31c; eastern eggs 30c to 32c; butter, local, creamery, 45c; potatoes, Ashcrofts, $40, locals, $25; canned corn, $1.02½.

PRINCE EDWARD ISLAND MARKETS.

Corrected by Wire.

Charlottetown, Feb. 24, 1910.

The mild weather and scarcity of snow has had a strong tendency to weaken trade this season, but in most cases business has been up to the average and prices on all farm products have been ruling pretty high. Pork has been exceptionally high this season. Prices have been creeping upward almost weekly, 10½c being paid now for light weights and 10c for heavy. Only limited quantities are offering at present.

There has been an unusually heavy supply of butter this winter, due largely to the mild weather and prices have not ruled as high as usual, although farmers are realizing even larger sums of money for this product on account of the increase in production. Eggs have been scarce and high but larger receipts are reported now with a falling market.

In the line of groceries the following lines are firm: beans, canned peas, raisins, flour and bran.

The following are the ruling prices:

Sugar—			Rolled oats,		
Standard gran.	$ 5 00	5 10	bag 90 lbs....	2 50	2 60
Yellow.....	4 60	4 70	Bran, per ton..	26 00	27 00
Crystal.....	3 90	4 00	Middlings, ton	29 00	30 00
Flour, Ontario	5 70	5 90	Butter, creamery, per lb	0 25	0 26
" Manitoba	6 60	6 75	Butter, dairy, fresh, per lb..	0 22	0 23
Cornmeal, bag	1 75	1 85	Butter, dairy, tubs.....	0 19	0 21
Raisins, Val...	0 06½	0 07	Eggs, dozen...	0 22	0 25
Raisins, California, seeded	0 08½	0 09½	Potatoes, bus.	0 35	0 40
Currants.....	0 07	0 07½	Turnips, bus..	0 15	0 20
Rice.....	3 00	3 25	Chickens, lb..	0 11	0 12
Beans, bushel	2 15	2 30	Pork, medium	0 10½	0 10½
Cheese.....	0 12½	0 13	Pork, heavy...	0 09½	0 10
Lard, pure....	0 17	0 17½			
Molasses, fcy. Barbadoes, gal	0 34	0 36			
Oatmeal, 100 lbs	3 15	3 25			

NEW BRUNSWICK MARKETS

Corrected by Wire.

Sugar—			Molasses, fcy.		
Standard gran.	4 95	5 05	Barbados, gl	0 32	0 33
Austrian "	4 85	4 95	Butter, dairy, lb.....	0 25	0 28
Yellows.....	4 45	4 85	Butter, creamery, lb.....	0 26	0 29
Flour, Manitoba	6 55	6 65	Eggs, doz.....	0 30	0 35
" Ontario..	5 85	6 15	Eggs, new laid	0 35	0 45
Cornmeal, bags.	1 57	1 60	Potatoes, bbl.	1 25	1 50
Rolled oats, bbls	5 35	5 40	Canned goods—		
Buckwheat, west. grey, bag	2 90	3 00	Peas, doz....	1 10	1 50
Val. raisins, lb..	0 05½	0 06½	Corn, doz....	0 85	0 90
Cal. raisins, seeded	0 07½	0 08½	Tomatoes, dz	0 95	1 00
Currants, lb....	0 07	0 07½	Raspberries, dozen.....	1 85	1 90
Prunes, lb	0 05½	0 09	Strawberries, dozen.....	1 55	1 60
Rice, lb.....	0 03½	0 03½	Salmon, case—		
Beans, hand picked, bus	2 25	2 30	Red spring...	6 50	6 75
Beans, yellow eye, bus.....	3 60	3 75	Cohoes.....	6 00	6 25
Cheese, lb.....	0 13	0 13½	Peaches, 2's, dozen.....	1 70	1 80
Lard, compound lb....	0 14	0 14½	Peaches, 3's, dozen.....	2 70	2 80
Lard, pure, lb.	0 16½	C 17	Baked beans, dozen.....	1 15	1 25
Pork, domestic mess.....	28 50	29 00	Fish—		
Pork, American clear...	28 00	28 50	Cod, dry.....	2 75	4 25
Pork, clear backs.....	28 50	31 50	Herring, salt, half bbls....	2 30	2 60
Beef, American plate....	17 00	18 00	Herring, smoked, box	0 11	0 12
Beef, Canadian plate	16 75	17 00			

THE MONEY IN POULTRY.

In referring to the lack of care in handling eggs for the market on the part of the farmer, Jno. A. Gunn, Montreal, pointed out in a recent speech that the loss in this regard amounted to 17 per cent. of the entire production of Canada. This amounted in Canada to $1,850,000, a deplorable state of affairs which was to be easily remedied if the industry was intelligently studied. To demonstrate the possibilities of egg and poultry producing, the speaker presented the following table showing the estimated profits in several departments of farm life:

Poultry	239 p.c.
Milch cows	95 p.c.
Fruits	88 p.c.
Wheat	31 p.c.

A wonderfully extensive market throughout the world is open to Canada as soon as poultry raising is taken up by farmers in an intelligent manner. Great Britain alone imports over $5,000,000 worth yearly. Canada's inability to furnish a liberal and continuous supply has cut Canada off completely from serious competition with other countries.

RETAILERS ARE INVITED.

Toronto, February 24.—The Wholesale Grocers' Exchange have extended an invitation to the retail grocers of Ontario to have representatives attend their annual convention which is to be held in Toronto about May. They also intend to invite the manufacturers and producers of food stuffs. They have the idea that arrangements could be arrived at which would be in the interests of all parties, the manufacturer or producer, the wholesaler, the retailer and the consumer.

This is certainly a move in the right direction, and should meet with hearty approval of all grocers. It is felt by all organizations that the time has come when the efforts of association work must extend beyond their own limits, and find the true relations between the different industrial interests. The manufacturer, wholesaler and retailer are so intimately connected, and constitute such a complete system that their relation to each other must be clearly defined and worked out, in order to give the best service to the consuming public. The exchange intends setting apart a whole day for the discussion of subjects directly affecting the retail trade.

TO GET ADVERTISING READ.

Chatham, Ont., Feb. 23.—The local Bradley grocery is conducting a novel prize contest, the object of which is to stimulate by indirect means the interest of the public in the firm's newspaper advertising. The contest was inaugurated last week, and is explained by the following extracts from the announcement:

"Beginning with this advertisement which appears in both daily papers and continuing until March 5th, 1910, both dates inclusive, every Bradley advertisement you can secure will be valuable and worth saving.

"Clip them as they appear each day—ask your neighbors for the copies from their papers—then send or bring them to Bradleys with your name and address plainly attached to each bundle—each bundle to contain not more than five advertisements.

"To the person securing the largest number of Bradley advertisements dated from Feb. 17th to March 5, 1910, inclusive, we will give a cash prize of $5 in gold. To the person securing the second largest number of Bradley advertisements as above, $2.50 in cash. To the next five persons securing from the third to the eighth largest number of Bradley advertisements as above we will give to each a pound of our special Ceylon Tea at 28c per pound."

BUSINESS CHANCE

FOR SALE—Grocery business, large corner store in growing locality; we l established, splendid connection, big order trade; annual turnover $20,000. Must be sold Immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

R. B. Colwell

BROKER HALIFAX, N.S.

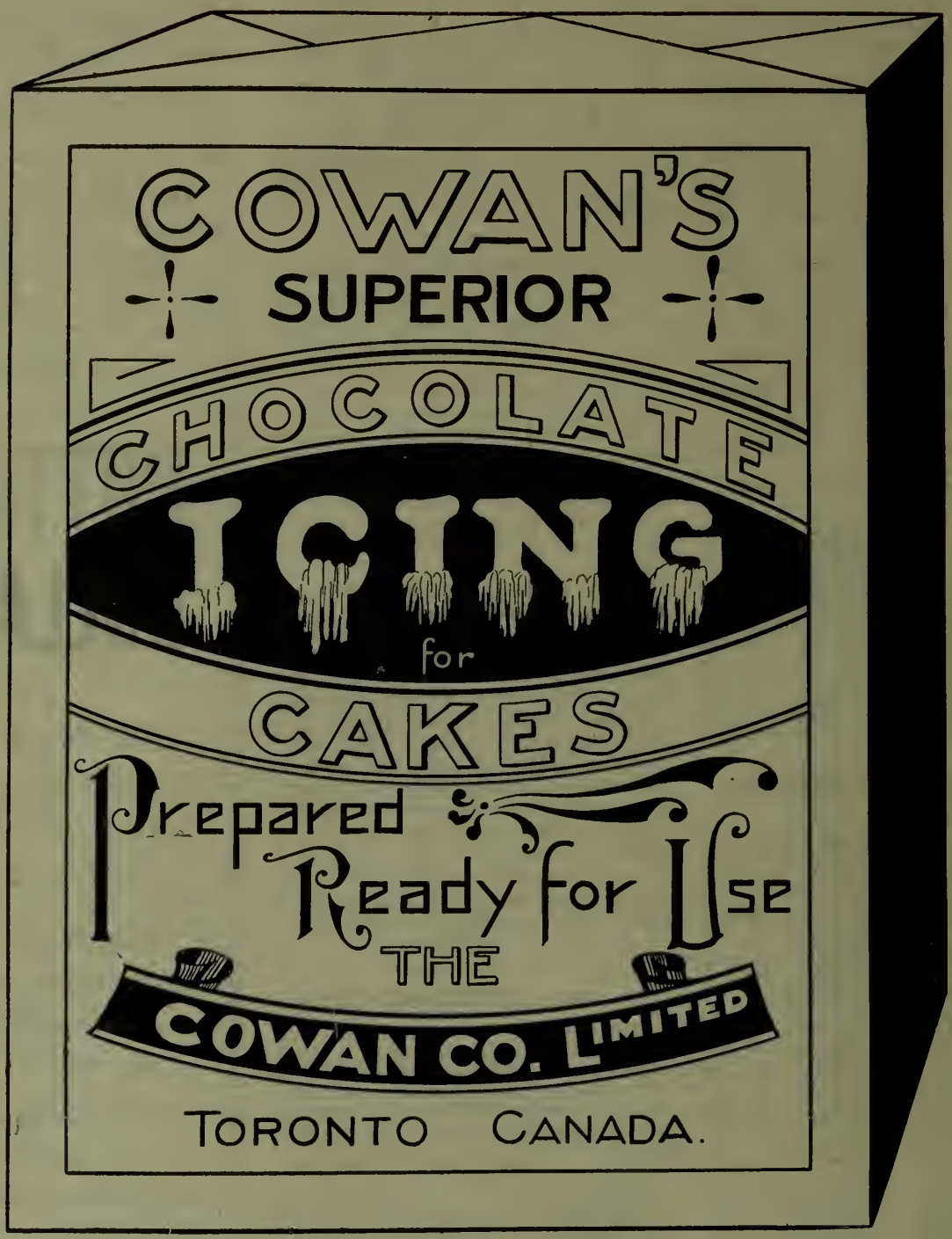
REPRESENTING LEADING MANUFACTURERS, SUCH AS

E. D. Smith Lowneys Toblers

PUTTING DOLLARS

into Fels-Naptha soap is like buying good bonds—the money is invested.

Fels-Naptha's popularity and sale are certain, and the grocer who keeps it well displayed may even increase his general business thereby.



THERE are a good many housekeepers in every neighborhood who, if they were not already using COWAN'S Cake Icings, would do so if they knew how good and how convenient they are. That means a profitable trade for the Grocer who develops it. Why shouldn't you be the one? With Cowan's Cake Icings no eggs are required. The directions are on the package.

THE COWAN CO., Limited, : TORONTO, ONT.

Seize the Opportunity!

A grand chance is now offering to place your goods on the booming Western markets. We are here to tell you of the demand, prospects and opportunities which the West is presenting right now, and we will, if you wish it, handle your goods for you on a reasonable commission basis. We have exceptional facilities in our large track warehouses at Winnipeg, Regina, Calgary and Edmonton.

May we convince you that we can be of real service to you?

Let us hear what your requirements are.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Winnipeg Regina Calgary Edmonton

STORAGE FOR ALL CLASSES OF MERCHANDI E

Young man with good retail experience to travel for our circulation department—Good chance for promotion.

MACLEAN PUB. CO.
TORONTO AND MONTREAL

"BLUENOSE" BUTTER

A branded butter of highest quality, put up in tins especially for the prospecting, mining and camping trade. Will keep indefinitely in any climate. Cover can be used again after removal. Indispensable in the kit of the man leaving civilization. Put up in 1's and 2's.

SMITH & PROCTOR, - Halifax, N.S.

THE RETAILERS class the houses who advertise in their trade papers as the most progressive in their line—the houses out hard after business, appreciative when they get it, and always trying to give a little better service than anyone else.

STILL

"EASIFIRST"

SPECIAL PRICE FOR THIS WEEK

12¼ cents tierce basis

Prices will certainly advance. This is your opportunity to

ORDER NOW

GUNNS LIMITED Pork and Beef Packers WEST TORONTO

COOKED MEATS

Very acceptable to your customers and a good paying proposition on your counter. Prices are not high on these goods. Let us quote you prices on them.

ALL MADE UNDER GOVERNMENT INSPECTION

F.W. Fearman Co.
LIMITED
Hamilton

EVERY MOTHER

Wants the Richest Milk for Her Baby

Jersey Sterilized Cream

is 13% Richer than the Best of other brands in Canada.

The Truro Condensed Milk Co., Limited, Truro, N.S.

MILD CURED

Breakfast Bacon Skinned Backs and Hams

Finest Quality. Made from Selected Hogs. Made under Government Inspection.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Inferior Eggs Being Mixed with the New Laids

Some People Doing This Wilfully — English Bacon Market Weak, But Canadian Hog Prices Advance — Butter Market Considered in Good Condition—Steady Market in Cheese.

Hogs this week have recovered again from last week's drop, and are at the highest point. The receipts are light and packers would like to handle more, even at a small margin, which would help to reduce the cost of manufacturing. The market in England is weak, with a liberal supply from Denmark. Canadian bacon runs from 64 to 67 shillings.

The Eastern Canadian butter market has been considerably relieved from its anxiety, caused through several large sales of stored creamery butter going to Vancouver. The butter situation may be considered in a normal condition, with fair receipts from the creameries and dairies. The English market is at present at a standstill. The buyers feel that the limit had been reached and are looking for cheaper butter. The sellers, however, are making a stiff fight and will not yield to the buyer's ideas. The large receipts from Australia and New Zealand, however are regarded by the buyers as strong forces to move it their way.

The cheese market is buoyant and Canadian cheese finds ready sale in England, netting from 12½ to 12¾c a lb. The stocks of Canadian cheese are variously estimated, but at any rate the cheese situation is considered in good condition.

MONTREAL.

Provisions.—There is a good steady business, but the market is not strong in any particular line. Lent is again blamed for it and no doubt there will not be any distinct revival until after this period is over. No change in prices.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16½
Cases, tins, each 10 lbs., per lb	0 16½
" " " 5 " "	0 16¾
" " " 3 " "	0 16¾
Pails, wood, 20 lbs. net, per lb	0 16
Pails, tin, 20 lbs. gross, per lb	0 16½
Tubs, 50 lbs. net, per lb	0 16½
Tierces, 375 lbs., per lb	0 16½
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 11½
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12½
" 5 " " "	0 12¾
" 3 " " "	0 12¾
Pails, wood, 20 lbs. net, per lb	0 12½
Pails, tin, 20 lbs. gross, per lb	0 11½
Tubs, 50 lbs. net, per lb	0 12
Tierces, 375 lbs., per lb	0 11¾
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	29 00
Bean pork	23 50
Canada short cut back pork, bbl. 45-55 pieces	28 50
Heavy clear pork, bbls. 20-35 pieces	28 50
Clear fat backs	32 50
Heavy flank pork, bbl	29 00
Plate beef, 100 lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 14½
Long clear bacon, heavy, lb	0 15
Long clear bacon, light, lb	0 15½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 15
Large sizes, 18 to 25 lbs., per lb	0 16
Medium sizes, 13 to 18 lbs., per lb	0 16½
Extra small sizes, 10 to 13 lbs., per lb	0 16¼
Bone out, rolled, large, 16 to 25 lbs., per lb	0 17½
" " " small, 9 to 12 lbs., per lb	0 18
Breakfast bacon, English, boneless, per lb	0 18
" " " " "	0 17½
Windsor bacon, skinned, backs, per lb	0 19
Spiced roll bacon, boneless, short, per lb	0 15
Hogs, live, per cwt	8 50 8 75
" dressed, per cwt	12 00

Butter.—The market is still firm with a tendency towards advance. The advance of last week has been well maintained. Fall creamery solids are quoted 27½c and 28c, with fresh butter holding firmly at the advance.

Fall creamery solids	0 26 0 27½
Fresh creamery solids	0 27
Fresh creamery prints	0 27½
Dairy, tubs, lb	0 21 0 22½
Fresh dairy rolls	0 23 0 23½

Cheese.—The demand for cheese is only fair, there being continued scarcity in the warehouses. The advance in Quebec cheese has been maintained at 13c.

Quebec, large	0 13
Western, large	0 13
" twins	0 13
" small, 20 lbs	0 13
Old cheese, large	0 16

Eggs.—These are still holding strong at good prices. Plenty of western eggs are still pouring into the market. Prices have fluctuated during the week. New laids are quoted from 32c to 35c. There has been no pronounced change.

New laid	0 32 0 35
Selects, dozen	0 28
No. 1, dozen	0 27
No. 2, dozen nominal	0 25 0 26

Poultry.—Things are quiet in this line with not much offering. Prices are unchanged.

Chickens, per lb	0 15 0 19
Hens, per lb	0 12 0 15
Young ducks, per lb	0 20
Turkeys, per lb	0 19 0 20
Geese, per lb	0 14 0 15

Honey.—The same quiet market rules and no pronounced changes are in effect.

White clover comb honey (nominal prices)	0 15 0 17
Buckwheat, extracted	0 08 0 08½
Clover, strained, bulk, 30 lb. tins	0 11 0 11½
Buckwheat comb	0 12½ 0 13

TORONTO.

Provisions.—One packer this week, on being asked about the hog situation, said that he did not care to express himself as he felt about it, and the question was at once withdrawn. Hogs are up 50c a hundred again this week and then it is hard to get them. One packer made the remark that where they used to export 12 to 14 cars of cured meat, they now export only one. The local demand, however, is satisfactory, and it is claimed little affected by Lent. Prices are all unchanged this week, and while those quoted below are practically correct there are a few special brands of bacon which bring as much as 23c a lb.

Long clear bacon, per lb	0 14 0 14½
Smoked breakfast bacon, per lb	0 18 0 18½
Roll bacon, per lb	0 14 0 14½
Light hams, per lb	0 15
Medium hams, per lb	0 15
Large hams, per lb	0 14 0 14½
Shoulder hams, per lb	0 13 0 13½
Backs, plain, per lb	0 18 0 18½
" pea meal	0 18½ 0 19
Heavy mess pork, per bbl	27 00 27 50
Short cut, per bbl	28 00 29 00
Lard, tierces, per lb	0 15½ 0 16
" tubs "	0 15½ 0 16
" pails "	0 15¾ 0 16½
" compounds, per lb	0 12¾
Live hogs, at country points	8 25 8 40
Dressed hogs	12 00

Butter.—There is still altogether too much butter which is of an inferior quality. In making a close inspection we are led to believe that the farmers are not alone to blame. Some boxes arrive from merchants in the country, which contain different makes and yet have all the same undesirable taint. This is evidently owing to careless handling in the store. Stores that carelessly stock all sorts of goods from smoked herring to coal oil are not fit places to keep so delicate an article as butter. Surrounded by such odors which are readily absorbed by the butter, has much to do with the quality of the butter which reaches the market. There is, however, some which is badly made and to do justice to themselves and the customers who make good butter, merchants should, one would think, make a greater difference in the prices. The demand for better goods in all lines is growing, and this is especially so in butter.

	Per lb.
Fresh creamery print	0 28 0 29
Stored creamery solids	0 25 0 26
Farmers' separator butter	0 23 0 24
Dairy prints, choice	0 20 0 22
Tub butter	0 19 0 20
Ordinary butter	0 18 0 19

Cheese.—The local market remains at the same old price. The market may be considered firmer and here and there a slight advance is asked, but the old price will still buy the cheese.

Cheese, new, large	0 12¾ 0 12¾
" " twins	0 12¾ 0 13

Eggs.—New laid eggs are coming in more freely, but dealers find a great deal of trouble with old stock being mixed with them. It is not a mistake, but is done wilfully. The cold storage eggs are gradually diminishing, but are supposed, unless very severe weather sets in, to meet all the demand until the fresh eggs will be plentiful enough to take care of the situation.

Cold storage eggs	0 27 0 28
Select eggs	0 29 0 30
Strictly new laid	0 30 0 31

Poultry.—Still quite a liberal supply of poultry is coming in. It seems almost a pity to see so many laying hens, at this time of the year, being slaughtered for the table.

Spring chicken, dressed	0 18 0 20
Hens, per lb. dressed	0 11 0 12
Turkeys, per lb., large	0 18 0 19
Ducks	0 16 0 17

Honey.—There is no change in the honey market this week. The demand is steady.

Honey, extracted, 60 lb. cans	0 10¾ 0 11
" " 10 lb pails	0 11 0 12
" " 5 lb. pails	0 12 0 12¼
" comb, per dozen	2 50 2 75

CALENDARS FOR 1910.

A new idea in calendars is to be found in the calendar of The Snap Co. It is for a desk or mantle being in the shape of a small picture frame with a prop behind the frame. The scene on the front is that of two blacksmiths beside the anvil who have stopped their labors temporarily to look out of the window on a pretty country landscape including an automobile passing along the road. The front is not of cardboard but of embossed metal in a dull finish imitating sterling silver. The calendar is on the lower right hand corner, the months being on separate pieces of card which slip in and out of a small frame.

DAVIES' CANNED BEEF AND PORK AND BEANS

BEEF—	*corned*		*roast*
1's	$1.60		$1.65 dozen
2's	2.80		2.90 "
6's	9.00		.... "

PORK AND BEANS—
1's .... 50c dozen
2's .... 90c "
3's flat 1.00 "
3's tall 1.15 "
Plain or with sauce

THESE GOODS ARE GUARANTEED TO PLEASE!

Offered Subject Stock Being Unsold and Advance in Price

ORDER AT ONCE IN 5-CASE LOTS OR MORE
AND SAVE ON FREIGHT. *TORONTO PRICES.*

WM. DAVIES COMPANY, LIMITED
TORONTO :: ONTARIO

NOW is a good time to push sales on

Quaker Oats

in regular size and large size family packages.

This is the only advertised family package of oatmeal and it is the easiest seller on your shelves.

The public is interested in economy and purity in foods.

Push Quaker Oats, the cleanest of all oatmeals, the great strength maker, the easy seller and steady profit maker.

The Quaker Oats Company
PETERBOROUGH

Millions of People Use Gillett's Lye.

The fact that Gillett's Lye is so favorably known and well advertised makes it the best cleaner to sell.

GILLETT'S LYE EATS DIRT!

It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It is a fine disinfectant.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

You can offer your customer

CLARK'S OX TONGUE

knowing that it will give the greatest satisfaction.

CLARK'S MEATS have a reputation for excellence. No dealer's stock is complete without them, and they are advertised so extensively that a ready sale is assured.

Wm. Clark - Montreal

Manufacturer of high-grade
—Food Specialties—

Are You Carrying The Empress Brand?

Coffees, Spices, Flavoring Extracts, Pure Jams and Jellies

WE WANT YOU to do so.
IT WILL PAY YOU to do so.
YOU WILL do so if you try them once.

WRITE US

Empress Manufacturing Co.

Limited

VANCOUVER, B.C.

No Grocery Store Odors to Injure Confectionery

Reasons Why the Grocery is Superior to the Drug Store for Such a Department—More People Enter the Former and Antiseptics in Latter Deteriorate Flavor — A Hint on Buying Candy.

The grocer who does not handle confectionery now-a-days is missing a splendid opportunity to make a good profit with little labor.

The are many reasons why this is so but the following cited by a confectionery manufacturer should appeal to those who do not, as well as assist others who do in confectionery sales?

1. Practically everybody who goes out shopping calls at the grocery store because that is where the necessaries of life are obtained.

2. If the confectionery in the store is displayed properly the attention of everyone who enters the store is attracted by that department.

3. The grocery store is free from any odors such as antiseptics which are necessarily to be found in the drug store and therefore the confectionery retains its flavor in the former to a much greater extent than in the latter.

4. By always having a uniform flavor a particular brand creates a continuous demand, the same as a particular brand of tea and coffee would.

5. The cost of doing business in the confectionery department is so little that the percentage of profit on the net cost is practically the same as on the net cost plus cost of doing business.

6. The addition of an attractive show-case for confectionery adds considerably to the general appearance of the store.

7. The percentage of profit is probably greater than on any other article that can be handled in the grocery store.

With these facts in view the manufacturer's contention that grocers should handle confectionery is a quite plausible one.

The fact that the grocery store is to be found first of all in a new district is proof of its necessity. The drug-store is one of the last to enter. Everybody needs the grocery but not the drug store, therefore the greatest demand will necessarily emanate from the former because more people enter it.

The argument against the depreciation of the flavor of candy in the drug store is well taken. It stands to reason that the various odors in the drug store are going to injure the flavor of any article susceptible to odors—and confectionery is one. In a neat, clean sanitary grocery the candy department cannot fail to appeal to the lover of good candy. No person cares to spend money on an expensive chocolate which is tainted with the odor of antiseptics. Uniformity of flavor is therefore more difficult to obtain in the drug store than in the grocery.

The cost apart from the net cost of handling confectionery is reduced to a minimum once the department has been established. A cleanly-kept silent salesman does the work with an occasional window display. There are no particular seasons for it—it sells the year 'round—and consequently needs no particular attention at any one time.

Buying in Small Quantities.

Care in buying is, of course, necessary. Stocks should not be too large at any one time so that it will cause difficulty, due to staleness, in making sales. A merchant who buys his requirements in small quantities and who buys frequently will not likely lose custom from offering old goods.

Then the general appearance of a store that has a handsome show case containing attractive boxes of confectionery is worth something in creating a good will, and last, but not least, the profits on candy are more than "worth the struggle."

Salesman Wanted

For Western Ontario for Confectionery, Drug and Grocery Trade. Must have good connection.

Address "IMPORTER," care Canadian Grocer, Toronto.

Clean, Sweet Dishes

for lard and other eatables make a good impression on the minds of your customers, especially when the dishes are as easily emptied as the Oval.

Write your dealer about them.

Graham Bros. & Co., Kinmount, Ont.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

Nation's Celebrated

CUSTARD POWDER

THE BIG 5c. PACKAGE

Just the thing

WHEN EGGS ARE SCARCE

We stock it. Write.

W. H. ESCOTT

Broker

Winnipeg, - - Man.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

A MENAGERIE IN YOUR OWN STORE

It does not sound possible—but that's what you have if you stock our biscuits in animal form. Very taking line that sells at a popular price. Large profit. Grocers find it a sure repeat seller.

Free sample and prices from

THE CANADIAN BISCUIT COMPANY, LIMITED

LA PERADE, QUE.

The causes which lie behind Christie reputation.

For over half a century our whole efforts have been concentrated in the making of better biscuits.

We have paid no attention to any side issue—all the ability we possess and every hour of our experience has been utilized for the purpose of bettering Christie biscuits.

Every ounce of raw materials is selected and tested—the flour used is a blend of the best flours milled—butter, eggs, sugar and lard must all be high-grade table quality.

Our factory is the biggest, brightest and cleanest in all Canada. Our employees are all healthy and happy and imbued heart and soul with Christie ideals.

Christie ideals—that's the real source of Christie reputation. It's this constant effort to better the product of yesterday—this striving after excellence that has made the name *Christie* a household word all over the Dominion.

Are you making the most of Christie reputation?

Remember, *"Christie biscuits do sell more than biscuits."*

CHRISTIE, BROWN & CO., Ltd.

GOOD BISCUIT CONDITION

is as indispensable to your trade as good biscuit quality.

Carr & Co's Carlisle Biscuits

enjoy a world-wide reputation not only for quality, but also for the fresh condition in which they invariably reach you. Aren't these the kind to handle?

Order from nearest agent

Carr & Co.
CARLISLE, ENG.

Agents—Wm. H. Dunn, Montreal & Toronto; Hamblin & Brereton, Winnipeg; L. T. Mewburn & Co., Ltd. Winnipeg; Standard Brokerage Co. Ltd., Vancouver B.C.; T. A. McNab & Co., St. John's, Newfoundland.

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER

Our **VILLAGE Biscuit** retails **3 lbs. for 25c.**

DIGNARD, LIMITED, Biscuit Manufacturers **MONTREAL**

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

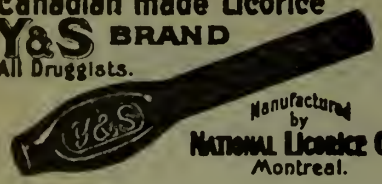
Write for prices

John Malcolm & Son,
ST. GEORGE, - ONT.

Canadian made Licorice

Y&S BRAND

All Druggists.



Grocers, Confectioners and Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

Send To-day

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PROVINCE OF QUEBEC and MARITIME PROVINCES, W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
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McVITIE & PRICE

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BISCUIT MAKERS TO

H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
Rich Mixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
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CANADA: No better Country

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

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SELLING AGENTS:

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Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

The Flour Market Liable to Move Higher Soon

Although English Market is Weaker Canadian Millers Claim Prices Here are too Low Compared With Wheat—Demand for Cereals Good with Prices Holding Firm.

Millers have been looking for higher prices of flour for the last two months, but are still selling it at about the same. On the whole the markets of the world with all the little fluctuations have moved very little from a given point.

In England the markets this week are weaker, and sales are made at a slight reduction, but the grain men here pay little attention to it and are looking for an advance.

The regular orders for flour from customers are repeated at the same prices and the trade is moving along, although at a margin not quite satisfactory to the miller.

MONTREAL.

Flour—The tone of the flour market shows considerable firmness, owing partly to strong local demand and partly to export inquiry. No changes are as yet noted in quotations.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 80
Glenora, bbl	5 30
Manitoba spring wheat patents, bbl	5 80
" strong bakers, bbl	5 30
Five Roses, bbl	5 80
Harvest Queen, bbl	5 30

Oatmeal—There is a good local demand for oatmeal. The orders are not so numerous, and as a result the market is strong.

Fine oatmeal, bags	2 62½
Standard oatmeal, bags	2 62½
Granulated " "	2 62½
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
Rolled oats, bags	2 40
" barrels	5 05

TORONTO.

Flour—The local flour market is steady but firm. Prices are unchanged although wheat continues to fluctuate. It may, however, be stated that the trend is upward and an advance on flour is likely to take place before long.

Manitoba Wheat.

1st Patent	5 70
2nd Patent	5 30
Strong bakers	5 10

Winter Wheat.

Straight roller	5 10
Patents	5 30
Blended	5 30

Cereals—The market is steady with a good demand and while the prices are unchanged there is a strong upward tendency which will likely result in higher prices.

Rolled oats, small lots, 90 lb. sacks	2 40
" " 25 bags to car lots	2 25
Rolled wheat, small lots, 100 lb. brls	3 10
" " 25 brls. to car lots	2 80
Standard and granulated oatmeal, 98 lb. sacks	2 65

GIGANTIC BREAD COMBINE.

The organization of the Shults Bread Co., in New York with a capitalization of $6,000,000 completes a long talked of combine of New York and nearby city bakers. It includes twelve of the larger bread bakeries.

RUMOR AND CONTRADICTION.

Talk About a Flour Merger Still in the Air.

During the week there have been additional rumors in connection with the reported flour merger mentioned a couple of weeks ago. Enquiry was made at Montreal from Robt. Meighen, Lake of the Woods Milling Co., but he had no additional information apart from the fact that Western Ontario millers were interested. Reports in Toronto connected the name of C. B. Watts, Board of Trade Building, with the merger, but he informed The Grocer that there was nothing to it so far as he was concerned. He referred to a bill in the House of Commons at the present time respecting the Dominion Millers' Association requesting some extra privileges and scorned the idea that members of parliament should consider it an attempt to form a merger.

"If millers wanted to form a merger," he said, "they would not have to go to parliament: they could do it in the regular way by applying for a charter."

So far, therefore, as Mr. Watts is concerned there is no flour merger.

A Grocer subscriber has sent in the following pun on the rumored flour amalgamation: A good flour merger with plenty of water would make "dough" (for the promoters.)

FROM COUNTY OF ORIGIN.

In gauging the volume of trade between the West Indies and Canada, says the West India Committee Circular, much difficulty has hitherto been experienced through Canadian goods being shipped via the United States when the ports of Canada are icebound. To obviate this, new Customs entry forms have been introduced in British Guiana, containing space for the insertion of the names of the country of origin or manufacture of goods from abroad. This has been helpful, but unless the production of certificates of origin is made compulsory, or until an alteration is made in the form of declaration now used on import entries, the system must necessarily still be imperfect. The Controller of Customs in his report for 1908-9 shows that the proportion of the colony's trade with the Dominion receded to 6.85 from 7.73 in the preceding year. The aggregate trade with Canada fell to 22.60 p.c. from 28.82 p.c. in the preceding year, owing to the quantity of sugar exported being less by 15,103, or 17.2 p.c. than in 1907-8. On the other hand, the United Kingdom and the United States both increased their aggregate trade with the colony during the year.

¶ Think what you lose if you are so short-sighted as not to sell an article for which there is a constant demand!

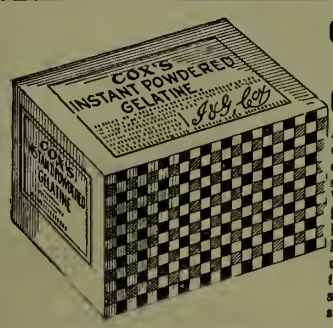
MOONEY'S
"PERFECTION"
Soda Crackers

are just a little better than the others, because of the extra skill put into their making, and the extra care taken in the selection of materials.

Our methods of packing preserve the individuality of the MOONEY CRACKER and retain its freshness indefinitely.

ORDER TO-DAY

The Mooney Biscuit and Candy Co'y
Limited
Stratford - - Canada



COX'S
INSTANT POWDERED
GELATINE

A Pure Powdered Gelatine dissolving instantly in Hot Water. Manufactured and Packed by Messrs. Cox, under the control of their scientific staff.

Canadian Agents:
C. E Colson & Son, Montreal
D. Masson & Co. "
A. P. Tippet & Co., "

J & G. Cox Ltd.
Gorgie Mills
EDINBURGH.

Sages tell us experience teaches! Wise men profit by that of others. If one firm handled a certain line for 25 years very successfully, would not you be inclined to take it up?

It is over a quarter of a century since we launched our now famous

"CHOCOLATE BORDO"

(Registered)

Each succeeding year has been a record-breaker. The confection is a winner, a money-maker, a success in every sense of the word.

For 25 years we have profited. You can share in the success by featuring the brand.

The Montreal Biscuit Company

Manufacturing Confectioners

MONTREAL

TRUMILK

— AND —

MILKSTOCK

The only milk powders manufactured in Canada that are perfectly soluble in cold water.

Always sweet, safe, pure and nourishing. Will keep after the cans have been opened.

Manufactured and packed under the most sanitary conditions.

For Further Information Write to

Canadian Milk Products, Limited

Head Office: MAIL BUILDING, TORONTO.

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

When writing advertisers kindly mention having seen the advertisement in this paper.

THE NEW FLAVOR

MAPLEINE

Better Than Maple

The Crescent Mfg. Co., Seattle, Wash.

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance.

WRITE TO

P. POULIN & CO.

39 Bonsecours Market, - Montreal

WE SELL FEATHERS TOO

WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments. Write us for prices. Phone order our expense.

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, MANAGER

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

MAPLE SYRUP

"Your syrup is superior to anything I have seen on the market."—H Mockford, Charlmond Road, London

It is STANDARD. Get Prices.

CANADA MAPLE EXCHANGE

Montreal

Smalls

TRADE MARK

Smalls

ABSORBINE

Will reduce inflamed, strained, swollen Tendons, Ligaments, Muscles or Bruises, Cure the Lameness and Stop pain from a Splint, Side Bone or Bone Spavin No blister, no hair gone. Horse can be used. Horse Book 2 D free. $2.00 a bottle at dealers or delivered.

ABSORBINE, JR., for mankind, $1. Reduces Strained Torn Ligaments, Enlarged glands, veins or muscles—heals ulcers—allays pain. Book Free.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.

LYMANS Ltd., Montreal, Canadian Agents.

I WAS reading this morning a business paper, Brother Grocer.

And came across an article claiming that "Straight Thinking" is the basis of Success.

Said that the Average Man attains only Average Success because he *thinks like his competitor.*

Same knowledge, same ambitions, doing the same thing in the same way, offering same inducements.

Went further and said to resign from the Society of Average Men you must *differentiate* yourself from your competitors.

If they think poorly and YOU think *expertly,* the market is YOURS!

Sounded mighty good to me, Brother Grocer.

TWENTY-ONE years agone we began making FIVE ROSES Flour.

Then we got hungry for more business, developing quite a healthy appetite and the digestion of a cannibal.

Feeling *exactly* as you do, Brother Grocer.

But competitors were a shrewd bunch and made good stuff.

So we scratched our dome of thought earnestly and vigorously —adopted the best machinery, annexed the best millers, corralled the cream of wheat-buying experts.

And behold FIVE ROSES at the *top* of the heap.

All through "Straight Thinking."

Opposition copied the brand, the selling plan, even the style of advertising, you know.

"They copied all they could follow, but they couldn't copy our mind;

"And we left them sweating and stealing a year and a half behind."

THINK OF the selling advantages of FIVE ROSES Flour.

Read the FIVE ROSES ads. for the *selling* points, in city dailies and your own local weeklies.

You don't have to think out the selling talk—*we have done it for you.*

Stock FIVE ROSES soon, Brother Grocer.

You get YOUR profit before we do, you know.

Think *expertly*—beat the average.

Sell FIVE ROSES.

—E.M.E.

LAKE OF THE WOODS MILLING COMPANY

LIMITED

MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES

Resolution Passed Endorsing Present Bread Act

Members of Toronto R.G.A. do not Want the Standard Weight Loaf—Address on Co-operative Bill and Criminal Code—Trade Relationship and Cost of Doing Business Discussed—Necessity of Buying Carefully.

Toronto, February 24.—"Resolved that this association unanimously endorses the present law in reference to the Bread Act and that copies of this resolution be forwarded to all the Toronto members of the Ontario Legislature."

The above is a copy of a resolution passed by the Toronto Retail Grocers' Association at their regular meeting on Monday night, with president D. McLean in the chair.

The members present considered it a fair act, suitable to them and to their customers and therefore did not desire any change.

After the business of the routine character had been finished an address was given by M. Moyer, who touched upon the Co-operative Bill, the Criminal Code and several other matters affecting the trade. He pointed out that the Co-operative Bill was open to the objection that it would be giving the co-operative societies at no cost to themselves and without having to assume any responsibility, privileges not enjoyed by joint stock companies or for which they have to pay. The motive behind the Bill was questionable as enquiries failed to bring forth the real class of people who were demanding it. Evidently it was not the labor people whom the merchants had so often befriended in times of strikes and dearth of work. The labor people were more and more working in harmony with the merchants because each class was recognizing the necessity of the other.

Legislation was needed in connection with the Criminal Code, since the present law deprived merchants of certain rights and privileges which were enjoyed by labor men.

Mr. Moyer also suggested a closer union of the trade in order to further education among the grocers and the people with whom they dealt. The wholesale Grocers' Exchange will meet in May in Toronto and the wholesalers were extending invitations to retailers and manufacturers so that by interchange of opinion each class would understand the others better. This he commended and advised the Grocers' Association to aid as much as possible the extension of a better feeling in this regard.

J. S. Bond said that grocers should know the wholesalers better than they do.

"It is our duty to accept this invitation and be there," he said. "If we knew the troubles of the wholesaler and the causes for certain actions we might fall in line with their views and work more harmoniously. Our associations are not strong enough; they should be five times as strong as they are especially when there are such important trade matters before the country.

"The public in general should know more about our businesses and what profits we get for all our work and trouble; and if they did, they would recognize that we are not properly paid. There is no business done on a smaller percentage of profit and yet labor men and farmers often look upon us a sharks. The farmers themselves grind us down when they have anything to sell us. We should certainly get together and understand each other better."

Cost of Doing Business.

D. W. Clarke declared that three-quarters of the grocers of the country were not considering in their selling plans what it costs to do business.

"I consider that if an article costs me $1 in the first place, that it actually costs me $1.13 before I begin to sell it," he said.

There were too many articles sold upon which the cost was not known and Mr. Clarke cited some instances to back up his assertion—instances in which supposedly first-class grocers figured. He urged upon retailers to know exactly what they buy, particularly if they are buying by weight.

In this connection C. F. Thorne cited a case in which a farmer had sold a retailer in Toronto a quantity of excellent butter at a cent cheaper than the regular purchasing price. Upon weighing it, it was found to be an ounce short all round. The farmer, however, was a stranger and if an inspector had weighed the butter the probability was that the retailer would have been out what he paid for it.

The old method of weighing bread in the store by an inspector was condemned by members who maintained that the bread factory was the place for this work.

Other speakers who touched upon the questions under discussion were Bailey Snow, W. C. Miller, W. F. Johnston and J. C. Beaumont. The meeting proved to be a valuable one, inasmuch as it was almost entirely devotel to the discussion of trade questions. After it was concluded the members adjourned to the bowling alley where a couple of friendly games were played, the honors in both cases going to J. S. Bond, despite the fact that there were many younger bowlers on the alley.

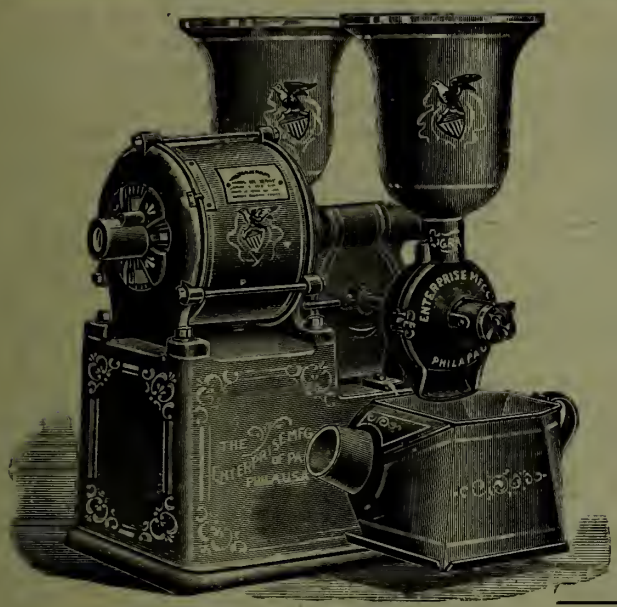
ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

McDOUGALL'S
CLAY PIPES
THE BEST IN THE WORLD.
D. McDOUGALL & CO., Glasgow, Scotland.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL. U.S.A

Black Watch
The Big Black Plug Chewing Tobacco
"A Trade Bringer"
Sold by all the Wholesale Trade

"Enterprise" Economy



An Enterprising grocer, who does things *right*, uses an **"Enterprise" Electrically-Driven Coffee Mill.**

The right way is also the cheapest way in the end. It always *pays*. Take the experience of the Philadelphia grocer who grinds 15,000 pounds of coffee a month with an "Enterprise" Mill electrically-driven at a cost for current of $3.00.

He bought the Mill as a great convenience—a time and labor saver, and an up-to-date attraction for his store. Its economy astonished him.

Look through our catalogue and you will find Mills of any capacity, any power required, for direct or alternating current. Your local power supply company will co-operate with advice and assistance.

The Mill illustrated here is No. 08712, fitted with ½ horse power motor for alternating current. Capacity of each iron hopper, 6 pounds of coffee. One Mill is fitted with grinders for granulating, the other for pulverizing. Granulates 2 pounds of coffee per minute, and can be regulated for fine or coarse grinding while mill is running. If you haven't the catalogue showing all our Mills, write for a copy to-day.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

21 Murray Street, New York — 544 Van Ness Ave., San Francisco

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

Strawberries

Are receiving three times a week direct from Florida, also Florida Lettuce, Egg Plant, Green Peppers. Your orders will have our best attention.

Marmalade Oranges are now at their best; prices right. California Navels, Valencia Oranges, Grape Fruit, Almeria Grapes, Figs, Dates, Nuts, etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

DON'T MISTAKE

IT'S NOT because other brands of lemons may be of irregular quality that ST. NICHOLAS and HOME GUARD are the acknowledged premier fancy brands of Messina lemons shipped to Canada to-day—it's because ST. NICHOLAS and HOME GUARD represent the FINEST QUALITY of fruit that grows—packed and handled to the point of perfection—always the best and always the same.

J. J. McCABE
AGENT
32 Church Street, Toronto.

Excellent Fish Demand During Lenten Season

Difficulty Experienced in Getting Enough to Supply Trade in Some Lines—Late Catches Reported Good — Good Call For First-class Apples—Some Frosted Oranges Yet to be Found.

MONTREAL.

Green Fruits.—First-class apples are becoming harder to obtain. Prices of all lines are firm. Trade in fruits is better, particularly in oranges. It is thought by dealers that the worst of the dull season is over.

Apples—			Kumquats, qt.		0 25
Baldwins, bbl.		4 00	Lemons—		
Greenings, bbl.		4 00	Verdillis, box		2 50
Russets		4 25	Maoris, box		3 25
Kings, No. 1		4 00	Limes, per box		1 50
Spies, per bbl.		4 50	Messina bitters		2 25
Fameuse, bbl.	4 00	4 50	Oranges—		
Mackintosh reds.		5 00	Floridas		3 00
" No. 2.		4 50	California navels		2 75
Tallman Sweets.		2 50	Porto Ricos		2 50
Bananas crated, bunch	1 50	2 00	Mexicans		2 25
Cranberries, bbl.	7 50	9 50	Jamaica, crate		4 00
Cocoanuts, bags.		4 25	Pineapples—		
Grape fruit—			Floridas, box		4 00
Florida		5 50	Strawberries—		
Grapes, Almeria, per keg		6 50	Florida, qt.		0 70
			Tangerines, strap		5 75

Vegetables.—The vegetable situation is practically unchanged. Trade is quiet and sales are small, both numerically and in size.

Beets, bag	0 50	0 60	Spanish, cases 150 lbs.		3 00
Brussels sprouts, per qt.		0 23	Spanish, ½ cases 50 lbs.		1 65
Carrots, bag	0 50	0 60		0 90	1 00
Cabbage, bbl	1 00	1 25	Potatoes—		
Celery—			Montreal, bag	0 65	0 75
Canadian, doz.	0 75	0 90	Sweet, per bbl.	2 50	3 50
California, crate.		5 50	" basket		1 50
Cauliflowers, doz.		1 50	Parsley, dozen	0 40	0 90
Cucumbers—			Parsnips, bag	0 90	1 00
Boston, doz.	1 00	2 00	Rhubarb, doz.		1 25
Garlic, per lb.		0 17½	Spinach, bbl.		4 00
Green Peppers, basket.		0 75	Tomatoes—		
Lettuce—			Floridas, crate		5 00
Curly, box		1 60	Cubans, crate		3 50
Boston		1 25	Hot-house, lb.		0 30
Onions—			Turnips, bag	0 40	0 75
Red, per bag		1 00	" Quebec, per ton	7 50	9 00

Fish.—It is thought that this week will see prices somewhat easier in most lines as reports from the fishing grounds indicate that the catch will be good. Halibut is scarce. In shell fish, lobsters are scarce, while oysters are arriving in quantity. Trade is brisk for all lines.

FRESH

Market cod, lb.		0 05	Haddock, lb.	0 05	0 05½
Steak cod, per lb.		0 05½			

FROZEN

Dore, winter caught, per lb.		0 08	Pike, round		0 06
Flounders		0 06	Steak cod, lb.	0 05	0 05½
Haddock	0 05	0 05½	Salmon, B.C., red, per lb.		0 08½ 0 09
Halibut, per lb.	0 09	0 10	Salmon, Gaspe		0 18
Herring, per 100.	1 75	1 80	Salmon, Qualla, per lb.		0 07½ 0 08
Herring, large		2 25	Smelts, 10 lb. boxes		0 10
Lake trout		0 10	Tom cods, per bbl.		2 00
Mackerel		0 09	Whitefish, large, lb.		0 09½
Market cod	0 04½	0 05	Whitefish, small, per lb.		0 06½ 0 07
Pike, headless and dressed		0 07			

SALTED AND PICKLED

Green cod, No. 1 medium, per brl.		7 00	No. 1 mackerel, brls.		16 00
Green cod, small, brl.		4 75	Salmon, B.C., ½ bbls.		8 00
Green cod, large, brl.		7 50	" " bbls., red		14 50
Labrador herring, bbl		5 25	" " pink		14 00
" " ½ bbl		3 00	" Labrador, bbl		18 00
Labrador sea trout, bbls.		11 00	" " ½ bbls trcs.		9 50
Labrador sea trout, half bbls.		6 00	300 lb.		25 00
No. 1 mackerel, pail		2 00	Salt eels, per lb.		0 10½
" " ½ bbls.		8 00	Salt sardines, 20 lb. pl		1 00
			Sardines, Quebec, bbl		5 50

SMOKED

Bloaters, large, per box	1 10
Haddies, 15 lb. bxs., per lb.	0 07½ 0 08
Herring, new smoked, per box	0 13
Herring, boneless, per lb.	0 10
Kippered herring, per box	1 10
Smoked salmon, sugar oured, per lb.	0 25

SHELL FISH

Lobsters, live, per lb.	0 16
Lobsters, cooked	0 18
Oysters, choice, bulk, Imp. gal.	1 40
" "Sealshipt," standards, Imp. gal.	1 85
" " select	2 00
" shell, per bbl	7 00 10 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Dry cod in bundles, per bundle	6 00
Skinless cod, 100 lb. case	5 50
Shredded cod, per box	1 80

TORONTO.

Green Fruits.—In fruit, as well as in almost all other things, the people only want the best. While common, fairly good apples are standing round waiting for buyers at from $1.50 to $2 a barrel, the best qualities fetch as much as $4 a barrel. Farmers are offering loads at $1.75 a barrel for mixed lots, and have trouble to get rid of them.

California navel oranges are still unsatisfactory to handle, on account of the frosted fruit. It is expected, however, that within a short time, the quality will improve with an advance in price. Florida oranges are gaining in sales over other years, and are said to be regaining the position they held before the severe frost in 1894 and 1895, which not only destroyed the fruit, but also the trees. While that frost was disastrous to Florida, it was the making of California, so far as orange growing was concerned; this year the blow came to California although less severe.

Apples	1 50	4 00	Floridas	2 50	2 75
Bananas	1 75	2 00	Mexican	2 00	2 25
Cranberries, bbl	7 50	8 00	Valentia	3 50	4 00
Grapes, Almeria per keg	6 00	6 50	Marmalade, Seville, per chest		4 50
Grape Fruit	3 75	4 00	Sicily bitter, box		2 50
Lemons—			Pineapples, case	4 00	4 50
Sicily	2 25	2 75	Strawberries, qt.	0 60	0 70
Oranges—					
California navels	2 00	3 00			

Vegetables.—In looking at the variety of vegetables on the market, one of the dealers remarked, "We have everything that grows in the vegetable world and where we used to sell a dozen, we now sell tons." People will have these things, and pay the prices notwithstanding all the fuss about high prices.

Asparagus, bunch		0 40	Valencias, new, crate	2 75	3 00
Beets, bag		0 90	Spanish	2 50	2 75
Beets, new, doz.		1 00	Green, per doz.	0 50	0 60
Beans, green in qt. boxes		0 25	Spanish, ½ cases		1 50
Cauliflower, doz		2 25	Parsnips, bag	0 85	0 90
Cabbage, Canadian, dozen	0 35	0 40	Potatoes—		
Cabbage, Can., per barrel		1 35	Canadian, bag	0 60	0 65
Carrots, bag	0 65	0 75	Bermuda, new, per barrel		8 50
Carrots, new, dz		1 25	Sweet, hamper	1 25	1 50
Celery, Canadian, dozen	0 30	0 35	" barrel		3 50
Celery, Cal., per case	5 00	5 50	Parsley, per doz bunches		0 70
Cucumbers, doz.		1 75	Radishes, doz.	0 35	0 40
Lettuce, hamper		2 50	Rhubarb, doz.		1 00
Lettuce, per doz		0 30	Spinach, hamper		1 10
Mushrooms, lb.		0 90	Tomatoes, hot house, lb.		0 25
Onions—			Tomatoes, case of 6 baskets	3 00	4 00
Canadian, bag	1 00	1 25	Turnips, bag		0 40

Fish.—While the fish dealers all report rushing trade, one of them was particularly jovial expressing his delight in gesture and words. He stated that the trade has never been better, the only trouble dealers had was in getting enough fish to fill their piling up orders. Prices are all firm and several lines have advanced.

LAKE FISH (FROZEN)

Goldeyes	0 05½	Pickerel yellow	0 09
Herring, Lake Erie	0 06	Pike	0 06
" Lake Superior	0 05½	Perch	0 12
" Lake Ontario.	0 04	Trout	0 10
Pickerel, blue	0 05½	Whitefish	0 10

OCEAN FISH (FROZEN)

Steak Cod	0 07	Salmon, pink, per lb	0 09
Halibut	0 12	" red	0 10
Haddock	0 06½	" sea dressed	0 13
Herring, per 100	3 00	Smelts, No. 1	0 11
Mackerel, each	0 20	" extra	0 15
		Shrimps, per gal	1 15

SMOKED, BONELESS AND PICKLED FISH.

Acadia, per crate	2 40	Herrings, Labrador, half barrels	2 90
" tablets, box	1 60	Herrings, Digby, bndle	0 60
Bloaters, per basket	1 00	Herrings, Imported Loch Fyne, per kit	1 10
Codfish, shredded, box	1 80	Kippers, per box	1 25
" Bluenose, "	1 40	Quail on toast, per lb	0 05½
Cod steak, per lb	0 07	Trout, pickeled, 100 lb. barrels	6 00
Cod, Imperial, per lb	0 05		
Ciscoes, per basket	1 25		
Haddie, Finnan	0 09		

SHELL FISH.

Oysters, standards, per gal	1 65	Oysters, selects, per gal	1 85
		Oysters, extra selects	2 00

NEW WAY OF KEEPING FISH.

The satisfactory keeping of fresh fish has long been quite a problem with fish dealers and grocers who sell fish. Ice, while it serves the purpose of preservation, has never been entirely satisfactory, as it has a tendency to deprive the fish of its flavor and firmness. Representatives of the United States Fish Commission claim to have lately succeeded in finding an excellent way of keeping the fish fresh.

In the experiment, bluefish, weakfish and bonito, a very large fish, were used. Many of the first tests failed, one being a solution of salicylic acid and sea water. Formaldehyde and other well-know preservatives were used, the successful results being at last obtained by the use of boric acid.

A number of freshly killed and dressed weakfish washed with a three per cent. solution of boric acid in sea water, looked over twenty-four hours later as though they had just been caught. No ice was used. The fish were cooked and eaten and found to be excellent. In the process, the fish are not embalmed, but after the removal of the viscera, the inside is simply washed with a sponge dipped in the solution, and this, it is said, must be done soon after the fish are caught.

The National Sugar Refining Company has formally turned over to the United States treasury the sum of $604,-304, due the Government for shortage in importations of sugar between 1907 and 1908. In announcing the settlement, W. T. Dennison, who is assisting in the prosecution of the sugar frauds, said: "This settlement in nowise affects the criminal prosecutions of any individuals who may be shown they have been responsible for any criminal frauds."

California and Florida Celery
Ripe Florida Tomatoes
Navel and Florida Oranges
Marmalade Oranges

WE CARRY EVERYTHING IN

FRUIT, PRODUCE and FISH

WHITE & CO., Limited

Phone Main 6565 Toronto and Hamilton

Fresh Arrivals

THIS WEEK

TWO CARS **FANCY NAVELS** ALL SIZES

ONE CAR

Fancy Bananas, Lemons
Cranberries, Almeria Grapes, etc.

Phone or mail your orders

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO

The Florida Orange

A SHORT HISTORY

Careful researches have proved that India was the country from which the Orange spread to Western Asia and eventually to Europe. Oranges are at present found wild in the jungles of Northern India, mostly sour, but occasionally wild oranges occur with sweet fruit. It is conceded, however, that Southern China is the original home of the orange. Cultivated from a remote period in Hindustan it was carried to Southwestern Asia by the Arabs, ultimately by them to Africa and Spain, following everywhere the tide of Mohammedan conquest and civilization. In the 12th century the returning Soldiers of the Cross brought it from Palestine to Italy and Provence.

In Florida the orange has grown from an unknown period in a wild condition, being undoubtedly brought by the Spanish colonists to the West Indies and soon afterwards transplanted by them or their buccaneering enemies to Florida. The climate of Florida is remarkably adapted for orange culture. The heat is sufficient and enough moisture is in the soil to supply the roots.

The taste of the mature Florida (China) oranges picked when ripe is delicious. It is this Globe of Sweetness—a perfectly natural sweet orange grown in the fertile soil of Florida—we now offer you. Buy them, try them, you'll buy more, your customers will come back for Florida oranges.

FLORIDA CITRUS EXCHANGE

W. B. Stringer District Manager, Toronto

FISH and OYSTERS

We have steadily grown as distributors of Fish and Oysters for 15 years.

We retain the business of our old customers and are continually adding "satisfied" prospects to our list of customers.

Does not this argue " better service " a great deal more conclusively than mere words?

Give us a trial

You cannot afford to miss an opportunity of doing better.

DO IT NOW !

The F. T. JAMES CO., Limited

Church and Colborne Sts. **TORONTO**

Push Loggie's Lobsters

WHY?

Because in the Loggie method of canning the natural flavor of the fish is preserved.

IN Golden Key and Golden Crown BRANDS

only the freshest Lobsters are canned in our up-to-date sanitary factory, and there's a 'well-worth-while' profit for you in handling them !

SEND FOR PRICES.

WE ARE THE SOLE PACKERS.

W. S. Loggie Co., Limited
CHATHAM, N. B.

CCC
Norwegian Canned Goods

"Concord" Norwegian Sardines

are distinguished by many exclusive features. We reject all but the very finest small fish, autumn caught. We handle the fish with the greatest care, pay every attention to sanitary details and use only the highest grade oil. They are the only sardine which have an extra cover for use after the tin has been opened. Each tin is guaranteed by the CONCORD CANNING CO. of Stavanger.

Send your order to any Wholesale Grocer

LIST OF AGENTS:
R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg.
A. H. Brittain & Co., Montreal. W. A. Simonds, St. John, N.B.
Radiger & Janion, Vancouver and Victoria, B.C.

To The Fruit Trade

One way of increasing your fruit trade and your profits is to keep your stock cleaned up. A dozen oranges left to dry out and spoil in the bottom of a box reduces the profits on a whole case. Fruit that doesn't move in a reasonable time is bound to deteriorate in value and will not do your fruit trade any good. Again, if you can double your sales you double your profits, and your stock is always fresh aud clean. Its very appearance is an added incentive to your customers to buy.

Every orange and lemon packed in the "Sunkist" wrappers passes the most rigid inspection ever given fruit. Every piece must be well colored, juicy and full flavored. As we ship entire train loads of fruit from California, we have the advantage over all traffic lines, thus bringing to you the best fruit of California in prime condition. "Sunkist" brand is fruit you can recommend, fruit your trade will appreciate, and you can build up a fresh fruit business that will make you more clear money than any other line of goods you handle. "Sunkist" on the wrappers of oranges and lemons means quality insurance.

We are taking special care with our Canadian shipments and believe every jobber can supply you with "Sunkist" oranges and lemons. If you have any trouble in having your order filled, we will be glad to hear from you.

CALIFORNIA FRUIT GROCERS' EXCHANGE

Distributing Points: TORONTO WINNIPEG MONTREAL CALGARY

BRUNSWICK BRAND
BREAKFAST DELICACY
HERRINGS in TOMATO SAUCE
CONNORS BROS
BLACK'S HARBOUR N.B. CANADA
DIPLOMA AWARDED at ST JOHN EXHIBITION 1913
THEY SHOULD NOT BE LEFT IN THE TIN AFTER IT IS OPENED

It's knowledge that directs the successful grocer in stocking up with

Brunswick Brand Sea Foods

—a knowledge born of experience that it only pays to handle canned fish that has "made good."

You will always be on the safe side if you sell "Brunswick Brand" because this is the "quality" brand, and we leave no stone unturned to maintain the high standard we have attained. Order to-day.

CONNORS BROS., Limited

Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

RECENT BUSINESS CHANGES.

Businesses Bought and Sold, Assignments Made, and Deaths in the Trade.

Ontario.

Jno. Bookless, grocer, Toronto, is dead.

A. D. Sauve, grocer, Essex, Ont., has sold to Thos. Kennedy.

Downing Bros., grocers, Ottawa, have sold to J. S. McEwan.

Mrs. C. H. Schleacow, grocer, Ottawa, has sold to S. Dworkin.

Kindree Bros., grocers, Toronto, are succeeded by Emily Massen.

Brown & Stearns, grocers, Toronto, are succeeded by J. Hamilton.

T. H. Smith & Co., wholesale produce and pork packers, Toronto, are retiring from the produce business.

H. W. Zealand, wholesale grocer, Hamilton, Ont., has sold out.

Jas. Buchanan, general merchant, Stirling, Ont., has assigned to Henry Barber.

Thos. Frye, grocer, baker and confectioner, Wallaceburg, Ont., has sold to Chas. White.

Quebec.

O. Ouimet & Cie., grocers, Montreal, have registered.

Lavergne & Frere, grocers, Three Rivers, Que., have dissolved.

D. Leishman, general merchant, Crystal Falls, Que., has assigned.

Assets of Felix Veillancourt, grocer, Amqui, Que., are to be sold.

Hercule Trudel, general merchant, St. Narcisse, Que., has assigned.

The Lakeside Meat Co., Foster, Que., have dissolved, W. H. Colt registered.

J. A. Desmarteau & Co., general merchants, Granby, Que., have registered.

A. Desmarteau has been appointed curator for P. J. Champagne, grocer, Montreal.

Assets of M. Gelinas, grocer and liquor merchant, Montreal, are advertised for sale.

Maritime Provinces.

Jas. Mahoney, grocer, Stellarton, N.S., has assigned.

Fulton Ellis, general merchant, Conway, P.E.I., has sold to Austin Ramsay.

Millar & Williams, general merchant, Ellerslie, N.B., is asking an extension of time.

Stock of St. Mary's Department Store, St. Marys, N.B., is advertised for sale by tender.

E. J. B. Leblanc, grocer and shoe merchant, Moncton, N.B., sustained loss by fire, insurance being $1,000.

Western Canada.

A. G. Ready, general merchant, Homewood, Man., has sold out.

J. H. Langman, grocer, Rossland, B.C., has sold to H. T. Belkey.

Trustees have been appointed for U. A. Empey, grocer, Vancouver, B.C.

O. O. Webster, general merchant, Macoun, Sask., is succeeded by E. P. Dwyer.

Brunelle & Lezee, general merchants, Lafleche, Sask., are succeded by Brunell, Lezee & Geroux.

Heinrichs & Loswen, grocers and hardware dealers, Osler, Sask., are succeeded by J. J. Heinrichs.

Assets of D. McLellan, general merchant, Elgin, Man., have been transferred to G. H. Newton, assignee, Winnipeg.

TRADE WITH WEST INDIES.

The export business from the port of St. John, N.B. this season up to Saturday last, had reached almost $12,000,000, which is an increase over last year of almost a million. The grain shipments have been large and the shipments of general merchandise have been ahead of last season. The steamer Haakon VII. took away last week the largest cargo ever sent from St. John to Havana, consisting of 12,000 barrels of potatoes, 6,000 bushels of oats, 700 tons of hay and 600 packages of fish. The steamer Hirundo, which sailed on Saturday also took away a large cargo, in which there was 9,000 barrels of potatoes and a lot of hay, oats and fish.

TRADE NOTES.

Hart Bros. have succeeded Mrs. E. A. McCarthy on Roncesvalles St., Toronto.

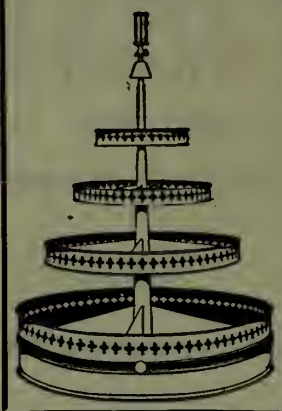
R. B. McQueen, grocer, Toronto, has sold to J. B. Whaley.

The Ideal Co-operative Association of St. Thomas, Ont., claims to have $1,000 subscribed and it will now make application for a charter.

Hon. Sydney Fisher, minister of agriculture, Ottawa, states that an adequate system of government inspection of canned fish of all kinds produced in Canada for export or interprovincial trade will soon be established.

Among the recent transfers in the grocery business in Victoria, B.C., are the following: F. Schroeder to Jas. Frcel; F. Burridge to Woods & White; Johns Bros. to F. Burridge, and with the first of March, Speed Bros. to H. Kirkham.

New Westminster, B.C., is attracting attention as a distributing point, says a western despatch, and following the establishment there of a branch store by Dickie, Leeson & Grosse, wholesale grocers, Kelly, Douglas & Co. is negotiating for a site. It is also reported that the W. H. Malkin Company will be established there shortly.



How to Make More Money on Vegetables and Truck

¶ Use our **Vegetable Display Stand.** It will make vegetables and green truck *look better, keep better* and *sell better.* Retail Grocers and Market men use them all over United States. When writing to us state whether you have a city water supply.

GALESBURG CORNICE WORKS
93 Cox Street, Galesburg, Illinois

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 138 Front Street, NEW YORK

TRY LEARD'S LOBSTERS and CANNED CHICKEN
Write for Prices
W. A. LEARD
Summerside, - P.E.I.

Lemon Bros.
Owen Sound, Ont., and Sault Ste. Marie
Wholesale FRUIT, FISH and PRODUCE
Commission Merchants, and
Dealers in HIDES, WOOL and RAW FURS

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

FISH FOR LENT

PLACE YOUR ORDERS NOW

FRESH	FROZEN	SMOKED	PREPARED
Cod	Halibut	Haddies	Boneless Cod
Haddock	Salmon	Fillets	Skinless Cod
Pike	Smelts	Smelts	Boneless Fish
Pickerel	Whitefish	Kippers	Green Cod
Mackerel	Herrings	Red Herrings	Dry Cod

PICKLED: *Labrador Herring, Labrador Salmon, B.C. Salmon, Sea Trout, Mackerel*

Frozen Sea Herrings *Bulk and Sealshipt Oysters*

Our Lenten Price List will interest you. Send for it.

LARGEST FISH AND OYSTER WAREHOUSE IN CANADA

BRANCHES:
Montreal
St. John
Grand River
Gaspe

LEONARD BROS.

20 to 26 Youville Square (Near Customs House) Montreal

P. O. Box 639
4 Long Distance Telephones

Nova Scotia Haddies are good
New Brunswick Haddies are good
Portland Haddies are good

We know because we handle them all, but the best Haddies known are the

Wachusett Haddies

packed by Freeman & Cobb of Boston, Mass. Why ? Because only fat, plump and perfectly fresh fish are selected before going to the smoke house ; because they are smoked by a professional; because they are so cleanly and carefully put up; because they possess a flavor which always pleases.

We are sole agents for Canada. For prices, ask for our booklet, last edition.

D. HATTON CO.

Montreal

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.

SEALSHIPTCASE
SEALSHIPT OYSTERS
Direct from the Oyster bed free from water ice or Preservative
A PURE FOOD natural flavor and freshness guaranteed
THE SEALSHIPT OYSTER SYSTEM INC.
SOUTH NORWALK, CONN

The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

The Sealshipt Oyster System, Inc.

SOUTH NORWALK, Connecticut.

Methods of Making a Refrigerator Profitable

How Currents of Air Should Move in Order to Keep it Highly Sanitary—The Insulation of the Refrigerator — Displaying Goods to the Best Advantage.

By A. W. Sherer.

The day of keeping the "ice box" way back in the darkest corner of the store, next to the kerosene barrel is past. You who read this article by so doing classify yourself as progressive, for the grocer or retail merchant who reads a good trade paper that deals with the problems of his business, is tapping a reservoir of thought-stimulating ideas and suggestions.

There is no need to harp longer on the sanitary features of the grocer's refrigerator. There are still plenty of unsanitary boxes, but their owners who are beyond argument, will have to fight it out with their local inspectors. "Use a sanitary refrigerator" is now as axiomatic and as sure a standard for the successful grocery store as "sell good goods."

Refrigeration is not merely "keeping cold" because it is just as important to keep the cold air in the refrigerator moving, as it is to keep the warm air out. Perfect circulation of cold, dry air is accomplished in the properly constructed refrigerators by having sufficient air space about the ice to allow the cold air to drop freely, not only from the bottom, but also from the sides of the ice chamber.

The System of Circulation.

The ice chamber is so placed and arranged (see illustrations Nos. 1 and 2) that the cold air in dropping, forces the air at the bottom of the refrigerator over onto the opposite side of the ice partition. The vacuum caused by the air dropping from the ice chamber draws the air that has been forced over into the opposite side of the refrigertor back into the ice chamber, where it again comes into contact with the ice and is recooled.

Take, for example, the circulation in the scientifically built "roll-tops," which is from back to front. The cold air passes freely from the ice chamber through cold air flues (note small arrows in drawing) to the provision chamber below. This movement of the cold air falling from the ice forces the air that was previously in the provision compartment A, to the highest point in the compartment B, and as the downward draught of air also tends to create a vacuum in the ice chamber (which draws the air from the top of the provision compartment B), a vigorous circulation is started as soon as ice is put into the refrigerator and will continue as long as there is ice in the ice chamber. Through this contunuous circulation, and the fact that all air in the refrigerator is constantly recooled, all moisture is condensed, and all odors removed. This result is accomplished by the melting ice, which absorbs the moisture and gases and carries them off through the waste pipe, so that no part of the refrigerator possibly can become "stale smelling" or "musty."

You can be sure that your refrigerator will not become "foul smelling" if you buy a refrigerator that is guaranteed to have a constant circulation of cold air just as real as though there were an electric fan inside. In one of the makes in which the ice chamber is in the centre, the circulation is as illustrated in No. 2.

The cold air drops from the ice freely, and is drawn both to the right and to the left, so that in these refrigerators the circulation is in two currents. One important advantage of this course of circulation is that cheese may be kept on one side of the refrigerator and butter on the other without contamination.

The insulation of a refrigerator is not less important than the system of circulation. It is because of poor insulation that many refrigerators have earned the name "ice eaters." A practical and efficient insulation consists in the first place of an outside wall of the best quality of oak. Over this is laid a thickness of heavy insulating sheathing, and on this is placed a course of closely packed mineral wool. Over this course of mineral wool another thickness of heavy insulating sheathing is placed, and then the inside wall of poplar is attached. This makes a wall which is insulated as perfectly as is necessary or desirable in refrigerators of this kind. Mineral wool is used because it is the best known non-conductor of heat and cold. The comparative value of the leading insulating materials used in refrigerators is shown in the following table, taken from an article by an international authority on cold air storage, and confirmed in recent tests:

Mineral wool	100
Hair Felt	117
Cotton wool	122
Sheep's wool	136
Infusorial earth	136
Charcoal	140
Sawdust	163
Gas Works Breeze	230
Wood and Air Space	280

This means that a mineral wool insulation permits the entrance into a refrigerator of only 100 units of heat during a given time, while one insulated with sawdust of the same thickness, for example, permits the entrance of 163 units of heat during the same time.

The most sanitary grocers' refrigerators are lined with odorless wood, this being the most practical lining for the purpose. As the circulation keeps the air in the compartments dry, as well as cold, the walls will not sweat.

In properly constructed refrigerators you can keep even salt and matches without their absorbing any moisture. This seems like a rash statement, but it can be easily demonstrated. If you can't keep salt in an open saucer without it absorbing moisture and become hard, your refrigerator is not as profitable as it might be, for even though dampness may not be sufficient to cause foods to taint each other perceptibly, it is a sure sign that there isn't enough circulation of air in the refrigerator and suggests that your fine butter may be losing some of its delicacy by absorbing the odors of surrounding foods.

But no refrigerator is as profitable as it might be if it doesn't display the goods. What is more refreshing on a hot day than to see through the glass doors of a refrigerator, cool berries, fresh vegetables and wholesome looking butter? It has the same effect in getting in dollars as the old swimming hole used to have in getting off your clothes. The effect is immediate and telling.

Our friends in the department of agriculture tell us that it isn't good for our health and the health of the race to eat berries that are fly specked and covered with dust. That sounds reasonable. If you will go one step farther than the department of agriculture and put your berries and fancy fruits, delicatessen foods and dairy products in a display refrigerator, your ledger will soon show the wisdom of the investment. The way to make your refrigerator profitable is to display its contents.

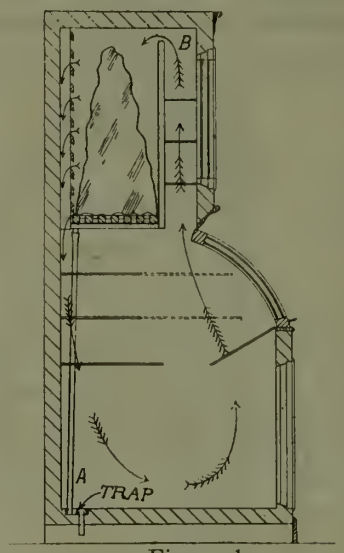


Figure 1.

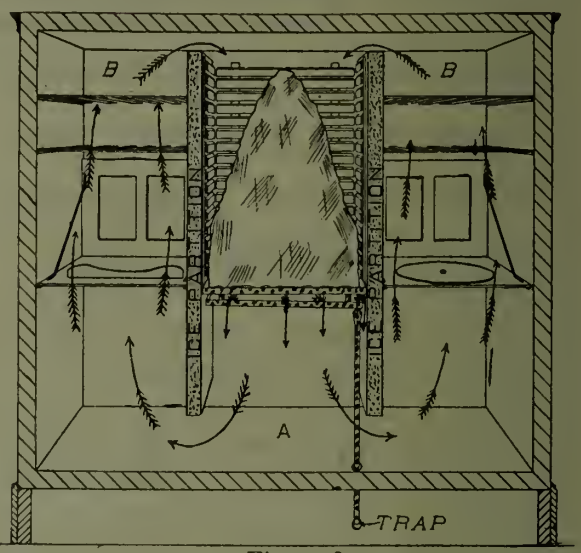


Figure 2.

Regrigerator Display Cases.

One of the newest and most interesting developments in refrigerators for grocers is the refrigerator display case.

It frequently happens that the only place for the refrigerator is in the back part of the store away from the view of the morning marketer. By using a refrigerator display case you can bring your choicest berries, fruits and butter up close to the door where everyone who comes in can see them and feel the good things pull at the silver in their pocketbooks. You can also (if you are after some of the loose dollars that could come your way as well as not) start up a delicatessen department.

A Good Repeater

A prominent grocer, when recently asked what kind of goods he liked to sell best, replied:—

"Give me a good repeater like Royal Baking Powder; an established article of undisputed merit which housekeepers repeatedly buy and are always satisfied with."

NEW baking powders and new foods, like new fads, come and go but Royal goes on forever. Grocers are always sure of a steady sale of Royal Baking Powder, which never fails to please their customers, and in the end yields to them a larger profit than cheaper and inferior brands.

ROYAL BAKING POWDER CO., NEW YORK.

Classified Advertising

AGENCIES WANTED.

AGENT, with good connections, open to represent wholesale firm or manufacturer in city of Quebec. Highest references. "L," 75 Peter St., Quebec. (9p)

A WHOLESALE FIRM in Vancouver, B.C., with an established connection is open to handle one or two first-class agencies in the grocery and confectionery line. Highest references. Box 349, Vancouver, B.C. (9p)

ADDING MACHINE.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

AGENT WANTED.

AGENTS WANTED IN CANADA by Manchester Manufacturer of Bottled Jams. An attractive line that should sell well. Address—Duerr & Sons, Old Trafford, Manchester. (tf)

BUSINESS OPPORTUNITY.

YOUNG MAN, 21 years, with four years' business experience, wants experienced partner to go into the jobbing business. Would invest in and look after office end of business. Box 332, CANADIAN GROCER, Toronto. (8p)

COUNTER CHECK BOOKS.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

FOR SALE — Automatic Computing Scale. S. H. Fagan, Windsor, Ont. (13p)

GROCERY BUSINESS FOR SALE in town of Winchester, Ont. Stock and fixtures $2,000, annual cash business $13,000. Must be sold in a short time. Good opening. J. E. Cook, Box 322, Winchester, Ont. (8p)

GROCERY FOR SALE.

UP-TO DATE GROCERY in one of the best sections of the City of Toronto, doing a large business. Can be purchased at right price as party is leaving the city at an early date. Apply Box 333, CANADIAN GROCER, Toronto. (8)

SITUATIONS VACANT.

FIRST-CLASS SPECIALTY SALESMAN WANTED with good standing in Western Ontario and North Shore. Apply Holbrooks Limited, 40 Scott St., Toronto. (8)

GREAT OPPORTUNITY FOR SALESMAN visiting the drug or grocery trade in and west of Winnipeg. Firm established on eastern market several years wants salesman who can invest $300. All profits from his territory will be turned over to him until his investment is paid back. Commission and half the profits thereafter. Profits very large. L.C.M. Co., 506 Union Trust Building, Detroit, Mich.

WANTED—Salesman for Montreal with established trade in grocers' and druggists' specialties and confectionery. Replies confidential. State salary expected. Address "Confectionery," CANADIAN GROCER, Toronto.

WANTED—Salesman for Western Ontario with good connection for confectionery, grocers' and druggists' specialties. Reply with full particulars and salary expected. Address "Importers," CANADIAN GROCER, Toronto.

SITUATIONS WANTED.

COMPETENT MALE GROCERY STENOGRAPHER (employed) wants position offering better opportunity for advancement. A worker. "Steno," care H. Hodgson, 11 Hartney Chambers, Vancouver, B.C. (9p)

MISCELLANEOUS.

A BOON TO EVERY GROCER—A perfectly reliable fountain pen is to be found in the Beaumel "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smoothness. Gold nibs of thickneases to suit every style of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Company, Canadian Agents. Toronto.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

DOES YOUR FIRE INSURANCE POLICY protect you? There are points in connection with fire insurance policies that need expert handling to secure proper protection. We are Fire Insurance Experts. We can safeguard your interests, and procure the lowest rates. Mitchell & Ryerson, Confederation Life Bldg., Toronto.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

CUT DOWN THE COST of your fire insurance. Our illustrated catalog "O" on fire-proof windows, doors, etc., contains full information as to how you can save money on your insurance. You will find it interesting. Write for it to-day. A. B. Ormsby Co., Ltd., Toronto. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

INSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive. All foul air in room expelled through special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co., Saturday Night Building, Toronto; Board of Trade Building, Montreal. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MISCELLANEOUS.

A BOOK-KEEPING STAFF IN ITSELF—DOING the work with machine-precision and accuracy. The National Cash Register Co., 285 Yonge St., Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

USE the best carbon paper. Our "Klear-Kopy" carbon gives clear unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writer-press Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S" The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

$75 buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit: Acme Duplicating Machine, one tubular stand fitted with type cases, compartments plainly lettered and arranged like universal keyboard of the standard make of typewriters, one drawer for accessories and forms, 20 lb. font of typewriter type, one chase, one Acme ribbon any color with typewriter ribbon to match, one pair tweezers, two quoins, one key, one oil can and one set of reglets. Sold with a guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	5 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER

	Sizes.	Per Doz.
Royal—Dume		$ 0 95
"	¼ lb.	1 40
"	6 oz.	1 95
"	½ lb.	2 55
"	12 oz.	3 85
"	1 lb	4 90
"	3 lb.	13 60
"	6 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams		Peach	1 80
Per doz		Pear	1 70
Strawberry	1 90	Jellies	
Raspberry	1 90	Red currant	2 40
Black currant	1 80	Black currant	2 40
Red currant	1 80	Crabapple	1 70
Raspberry & red currant	1 80	Plum	1 70
		Grape	1 70
Raspberry and gooseberry	1 80	Marmalade	
		Scotch	1 40
Damson plum, stoneless	1 70	Orange Jelly	1 75
		Green Fig	2 25
Greengage plum, stoneless	1 70	Lemon	1 80
		Pineapple	2 25
Gooseberry	1 80	Ginger	2 25

Pure Preserves—Bulk.

	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	
¼-lb. " " "	0

Cook's Friend Baking Powder

Cartoons—	Per doz	No. 12, 4-oz., 6 dz	0 70
No. 1, 1-lb., 4 doz	2 40	No. 12, 4-oz., 3 dz.	0 75
No. 1, 1-lb., 2 doz	2 50	In Tin Boxes—	
No. 2, 5-oz., 6 doz	0 80	No. 13, 1-lb., 2 dz.	3 00
No. 2, 5-oz., 3 doz	0 85	No. 14, 8-oz., 3 dz	1 75
No. 3, 2½-oz., 4 dz	0 45	No. 15, 4-oz., 4 dz.	1 10
No. 10, 12-oz., 4 dz	2 10	No. 16, 2½-lbs.	7 25
No. 10, 12-oz., 2 dz	2 20	No. 17, 5-lbs.	14 00

Cereals

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case $3.00.

The King's Food, 2-doz. in case, per case $4.80.

White Swan Barley Crisps, per doz. $1.

White Swan Self-rising Buckwheat Flour, per doz. $1.

White Swan Self-rising Pancake Flour, per doz. $1.

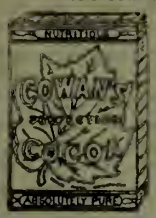
White Swan Wheat Kernels, per doz	$1 40
White Swan Flaked Rice, per doz	1 00
White Swan Flaked Peas, per doz	1 00

Blue

Keen's Oxford, per lb	0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED



Cocoa—	
Perfection, 1-lb. tins, per doz	$1 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
5-lb. tins per lb	0 37
Solu. le, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22

Special quotations or Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rook, 1's & ½'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0
Queen s Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lo	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Ioings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90
Confeotions—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5o bundles, per box	1 35
Milk chocolate, 5o cakes, per box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 3[illegible]

JOHN P. MOTT & CO.'S.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz 0 90

Mott's breakfast cocoa, 10o. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 35
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 32
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ¼-lb. pkgs., 6-lbs. bags	0 32
Caracas tablets, 100 bundles, tied 5s, per box	5 00

The above quotations are f.o.b. Montreal

Cocoanut

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases. Per lb

1-lb. packages	0 26
½-lb. packages	0 27
¼-lb. packages	0 28
1 and ½ lb. packages, assorted	0 26½
½ and ¼ lb. packages, assorted	0 27½
¼ lb. packages, assorted, in 5 lb. boxes	0 28
½ lb. packages, assorted, in 5 lb. boxes	0 29
½ lb. packages, assorted, 5,10,15 lb. cas.	0 30

Bulk—

In 15 lb. tins, 15 lb pails and boxes.	10, 25 and 50 lb. Pails.	Tins.	Bbls.
White moss, fine strip	0 12	0 21	0 17
Best Shredded	0 18	....	0 1
Special Shred	0 17	....	0 16
Ribbon	0 19	.. ..	0 15
Macaroon	0 17	....	0 17
Desiccated	16	....	0
White Moss in 5 and 10 lb. square tins, 21o.			

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 3-oz., 4 oz., 8-oz., lb.	2 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32	Ambrosia	0 25
Nectar	0 30	Plantation	0 22
Empress	0 28	Fancy Bourbon	0 20
Duchess	0 26	Bourbon	0 18
Crushed Java and Mocha, whole			0 17
" " " ground			0 17½
Golden Rio			0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fanoy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.

1-lb. decorated tins, 32o. lb

Mo-Ja, ½-lb. tins 30o. lb.

Mo-Ja, 1-lb. tins 28o. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fanoy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, per dz $ 2 25

Medium size jars, per doz	4 50
Small size jars, per doz	2 4
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size. "	1 40

Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 100 cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95 dozen
Medium, cases 2 dozen	1 80 "
Large, cases 1 dozen	2 75 "
Tumblers, cases 2 dozen	1 35 "
25-lb. pails	0 15 lb.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemin & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ¼ cent.

Extract of Beef

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz., case of 2 doz	$3 20
"	2 " " 1 "	3 00
"	4 " " 1 "	4 50
"	20 " " ½ "	4 75
"	20 " " ¼ "	9 00

Infants' Food

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors), doz.		1 00
2 " "	"	1 75
2½ " "	"	2 00
4 " "	"	3 00
5 " "	"	3 75
8 " "	"	5 50
16 " "	"	10 00
32 " "	"	18 00

Discounts on application

Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. $2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
5 and 7 lb. tin pails; 8 and 9 pails in crate, per lb	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails, per lb	0 06¾

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
7 wood pails, 5 pails in crate, per lb	0 07

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

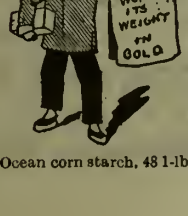
Soups (condensed)—No. 1 cans, all kinds, doz. $1.20. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. $1.40. Tomato Ketchup—Bottles (10c. size only) doz. $1.40. Tabasco-Ketchup—Bottles (10c size only) doz. $1.40 Chili Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (new) doz. $1.40; No. 80 jars, doz. $1 40.

W. CLARK'S SPECIALTIES

S.S. Beef (Inglass Brand), 3 sizes—½s, $1.5; ½s, $2.25; 1s, $3.35 dozen. Ox Tongue (Paragon), 4 sizes—½s, $7.50; 2s, $8.50; 2½s, $9.50; 3s, $12 doz. Stewed Ox Tail—1s, $1.60 dozen. Stewed Kidney—1s, $1.5; 2s, $2.65 dozen. Minced Collops—1s, $1.40; 2s, $2.50 dozen.

OCEAN MILLS

Montreal



Chinese starch, 48 1-lb., per case $4.00; Ocean Baking Powder, 48 3-oz., $1.40; 48 4-oz., $1.80; 60 8, oz., $4.50; 36 1-lb.-$3.75; 48 1-lb. pkg., $4; 10 1-lb. tins, $5; loose 25 lbs., $1.75; Ocean blanomange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00 36 8-ounce, $7.20

Ocean corn starch, 48 1-lb. $3.60.

FRIENDS—NOT GROWLERS

RISING SUN Stove Polish in Cakes never comes back to you with growls from the housekeeper. It is always up to the same high standard maintained for forty years, and it is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere. Grocers don't wish to run the risk of losing a good customer by passing out an inferior stove polish. which is wrong more often than it is right, RISING SUN makes friends for you and for us in every household where you put it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

WALKER
PATENTED
—BINS—

If Interested in Modern Grocery Equipment write for Our Illustrated Catalogue.

The Walker Bin & Store Fixture Co., Ltd.
Berlin, - - Ontario

Exclusive
SPECIAL
Adjuster
Elgin National Coffee Mills

can be regulated to grind coarse or fine when running, and the special adjusting device is used on our mills only. All our mills are built on merit, are the highest standard of excellence, are strong, fitted with steel burrs and run easily, smoothly and satisfactorily.

Ask any of the following Jobbers for our Catalogue:
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY
Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

R. B. Wiseman & Co.
123 Bannatyne Avenue East **WINNIPEG, MAN.**

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

Tea Lead,

Best Incorrodible

"Pride of the Island" BRAND

Manufactured by
ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C. Codes used 4th and 5th Editions. LONDON, E., ENG.

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants,

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

LAMBE & MacDOUGAL, London
H. & A. B. LAMBE, Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax

GREEK CURRANT CO.

95 Broad Street - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

Butter Tubs and Boxes

Best White Spruce
STEEL WIRE HOOP

F.O.B. Factories at Manufacturers' Prices

CAR LOTS or SMALLS

Walter Woods & Co.

Hamilton and Winnipeg

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY

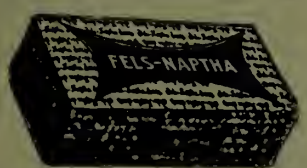
Assorted flavors—gross 10.75.

Assorted Case,	Contains 4 do $3.60
Assorted Case,	Contains 2 doz. $1.80
Lemon (Straight)	Contains 2 doz. $1.80
Orange (Straight)	Contains 2 doz. $1.80
Raspberry (Straight)	Contains 2 doz. $1.80
Strawberry (Straight)	Contains 2 doz. $1.80
Chocolate (Straight)	Contains 2 doz. $1.80
Cherry (Straight)	Contains 2 doz. $1.80
Peach (Straight)	Contains 2 doz. $1.80

Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95

List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

WHITE SWAN SPICE AND CEREALS, LTD

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 12½
½-bbls.	0 12¾
Tubs, 60 lbs.	0 12¼
20-lb. Pails.	2 63
20-lb. tins	2 53
Cases 3-lb.	0 13½
" 5-lb.	0 13¼
" 10-lb.	0 13¼

F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12½
Tubs	0 12¾
20-lb. pails	0 12¾
20-lb. tins	0 12¾
10-lb. "	0 13
5-lb. "	0 13¼
3-lb. "	0 13½
1-lb. cartons	13½

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case ... per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—

1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35

"Shredded"—

1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross, net	$13 00
" per case of 3 dozen, net	3 00

ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream, family size, per case	$3.50
Baby size, per case	2.00
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

OOLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen	0 45 dozen
Medium, cases 2 dozen	0 90 "
Large, cases 1 dozen	1 35 "

Olive Oil

LAPORTE, MARTIN & OIE., LTD.

Minerva Brand—

Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda

COW BRAND

Case of 1-lb. containing 60 packages, per box, $3.00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs	
1 case	2 25
5 cases	2 75

Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. **Montreal**

Soap and Washing Powders

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	$10 20
Maypole soap, black, per gross	15 30
Oriole soap, per gross	10 20
Gloriola soap, per gross	12 00
Straw hat polish, per gross	18 20

3 doz. to box..... $3 60
6 doz. to box $7 20
30 days.

1 Box Price $4.00
5 Box Price $3.90
Freight paid on 5 box lot

Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd. Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	Per lb
No. 1 white or blue, 4-lb. carton	$0 07
No. 1 white or blue, 2-lb. carton	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada white gloss, 1-lb. pkgs	0 06½
Benson's enamel, per box	1 50 to 3 00
Culinary Starch—	
Benson & Co's. Prepared Corn	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue	0

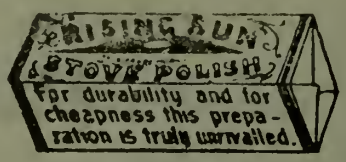
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lb	0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb	0 06½
Finest Quality White Laundry—	
3-lb. canisters, cases of 48 lb	0 07
Barrels, 200 lb	0 06½
Kegs, 100 lb	0 06¼
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	0 08
Kegs, ex. crystals, 100 lb	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 35 lb	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish

	Per gro
Rising Sun, No. 1 cakes, ¼ & ½ grs. bxs.	$8 50s
Rising Sun, No. 3 cakes, gross boxes	4 50
Sun Paste, 10c. size, ¼ gross boxes	10 00
Sun Paste, 5c. size, ¼ gross boxes	5 0
	0



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03¾ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼-barrels, 175 lbs	0 03¾ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas

THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

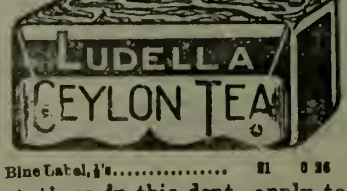
GEO. E. BRISTOL & CO., Hamilton, Ont.

EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, 1's	$1	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & OIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, 1's and ½'s	0 55	0 80
Embossed, 1's and ½'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

Canisters			
Gold Tins, 5's	35c. 1.75	50c. 2.50	
Gold Tins, 3's	35c. 1.05	50c. 1.50	
Gold Tins, 1's	35c. each	50c. each	
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.	
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.	
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb	

MELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ¼s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ¼s	0 32	0 40
" " ½s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
Black Label, ½-lb., retail at 25c	0 21
Blue Label, retail at 0c	0 23
Green Label, retail at 40c	0 30
Red Label, retail at 50c	0 35
Orange Label, retail at 60c	0 42
Gold Label, retail at 80c	0 55

Pure Gold Jelly Powder } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.

THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

GILLETT'S CREAM TARTAR

	Per doz
¼-lb. paper pkgs., 4 doz. in case	0 90
½-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ¼-lb. paper pkgs. } assorted	7 20
2 doz. ½-lb. paper pkgs. }	
	Per doz
½-lb. cans with screw covers, 4 doz. in case	1 95
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ¼ doz. in case	0 28½
10-lb. wooden boxes	0 26½
25-lb. wooden pails	0 26½
100-lb. kegs	0 25
360-lb. barrels	0 24½

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 6 2-5s	46
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s., plug or bar.	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	59

Veterinary Remedies

W. F. YOUNG

Absorbine, per dozen	$18 00
Absorbine Jr., per dozen	9 00

Yeast

Royal Yeast, 3 doz. 5 cent pkgs.	1 10
Gillett's Cream Yeast, 3 doz. in case.	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

DWIGHT'S

BAKING SODA

We can add little to all that has been said about the absolute purity and superiority of

"Cow" Brand Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is THE BEST, and as such should always be found on your shelves.

CHURCH & DWIGHT

Manufacturers

MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

LET US COLLECT YOUR OVERDUE ACCOUNTS

During the year we've been in business we've collected a heap of money for our clients. Send us your slow collections, and we'll make your slow-paying customers hustle to pay up.

Send Them In To-day

The Beardwood Agency

313 New York Life Building - MONTREAL

SALT

We offer best value only, made from what we KNOW to be the purest brine by the most scientific and up-to-date process.

Laid-down Prices
gladly submitted.

VERRET, STEWART & CO.
LIMITED
MONTREAL

WETHEY'S CONDENSED MINCE MEAT
(in Cartons)

Just as staple as sugar

No Grocer's Stock is Complete Without It

If your jobber cannot supply you —write us direct.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.

4 Free Phones For You—Use . . . Them . . .

TRY A MAIL ORDER

Repeat Orders Coming Fast

For Those Snaps in Canned Goods

The low price scared many.

Good quality—nice bright label—good looking goods—at a low price—talk for themselves.

Remember—the Canners' usual three months' guarantee against swells. Subject unsold.

Geo. E. Bristol & Co.
WHOLESALE GROCERS
HAMILTON - - ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Buildin
London, Eng.: 88 Fleet St., E.C New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV. PUBLICATION OFFICE: TORONTO, MARCH 4, 1910. NO. 9.

Your customers want something to ward off the rigours of March weather, and you can just fill the bill by selling them

Robinson's Patent Barley!

It is an equally efficient food for infants and invalids, and you can recommend it without hesitation. Stock "Patent Barley"—it's right in your line, and there's no reason the drug-store man should have the monopoly of this quick-moving product. Remember the name—Robinson's.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

How Is Your Stock

OF

"Crown Brand" Table Syrup ?

The wide-awake grocer gives this reliable, quick-selling line every prominence, because he has found that it just "hits the public taste."

You'll find it pays to handle "Crown Brand." It's the Syrup that guarantees "repeats."

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

UPTON'S

NEW SEASON

PURE ORANGE MARMALADE

NOW READY

LOOK AT THESE PRICES:

Upton's Pure Orange Maramalade

12 oz. Glass Jars, 2 dozen in case -	$1.00 per doz.
16 oz. Glass Jars, 2 dozen in case -	1.45 per doz.
Pint Sealers (24 oz.) 1 doz. in case -	2.00 per doz.
2 lb. Tins, 2 dozen in case - -	7½c. per lb.
4 lb. Tins, 2 dozen in case - -	7½c. per lb.
5 lb. Tins, 8 in crate - - -	7c. per lb.
7 lb. Tins, 12 in case - - -	7c. per lb.
7 lb. Wood Pails, 6 in crate - -	7c. per lb.
30 lb. Wood Pails - - - -	6¾c. per lb.

Freight prepaid on five cases or more shipped direct from factory to

Windsor, Owen Sound, Collingwood, Gravenhurst, Ottawa, Montreal

and to all intervening points in Ontario. To all other points a freight allowance of 25c. per cwt. will be made.

Terms: Net, no Discount

Profits from Purity

The satisfied customer assures a *permanent* customer, yet without purity satisfaction of the lasting sort is not possible—or probable. Profits from Purity, therefore, command regular trade. *Profits from the articles advertised below are business builders.*

Made pure for sixty years—as pure as pure oil and skill and experience can make it. The most sensitive complexion or most delicate lingerie is safe with "Shell" Soap. Antiseptic, sanitary, clean. Not a *Pure Oil* "tallow soap"—no decaying animal matter in it. Absolutely pure.

"Shell" Soap

Bramwell's Epsom Salts show a noteworthy absence of moisture from top to bottom of package. They are absolutely free from foreign substances. They never have been and never will be classed with ordinary "salts" *"Bramwell's"* of commerce. They are in a class by themselves.

Epsom Salts

Pastacaldi's Peel is prepared from the finest Corsican Citrons and you get what you pay for every time. No excess of sugar, but highest quality selected *"Peels"* peel—drained. Pastacaldi's name on every box.

PASTACALDI'S **Leghorn** CITRON PEEL

ARTHUR P. TIPPET & CO., AGENTS
Montreal, Canada

Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

Winnipeg Office

R. B. Colwell

BROKER HALIFAX, N.S.

REPRESENTING LEADING MANUFACTURERS, SUCH AS

E. D. Smith Lowneys Toblers

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

—

27 St. Sacrament Street, Montreal

TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

Representing Morris Packing Co.

Pork and Lard—Finest Quality

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.

52 Nicholas Street, - Ottawa

J. R. Routh, Manager.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON, Western Canada

J. W. SNOWDON

Manufacturers' Agent

413 ST. PAUL STREET

MONTREAL

E. H. BOWEN

Manufacturers' Agent and Broker

SHERBROOKE, QUE.

Solicits representation of another first class firm putting up high grade goods. Eastern Townships thoroughly covered by three travellers. Highest references. Write immediately if you desire to have your line well introduced.

E. T. BUSINESS.

You, Mr. Manufacturer, can do a good deal larger business in the Eastern Townships, if your lines are pushed by a live representative right on the ground. You want someone who thoroughly knows the field and to whom grocery business is not a Chinese puzzle.

15 Years on the Ground

S. ROBITAILLE & CO., Sherbrooke

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehouaemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

We are Buyers and Sellers of

White Beans

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S. NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

77 York Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

JUST ARRIVED IN STORE

Shipment from John Gray & Co., Limited, Scotland, of their celebrated Jams and Marmalade. 1's, glass, black currant, strawberry and raspberry jam. 1's, stone jars, black currant, strawberry and raspberry jam. 1's, glass, marmalade. 7lb. tins Marmalade. We will gladly furnish prices.

DOMINION BROKERAGE CO.

73 Front St. E., Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

Canadian Agencies Wanted

E. SAVILLE WEBB

7 St. Stephens Street

BRISTOL, :: ENGLAND

WRITE TO

10, Garfield Chambers, Belfast, Ireland

For sample copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

If you are interested in Irish Trade

TO

Brokers and Manufacturers' Agents

—Your business card on this page will keep
—your name and field of operations before
—Manufacturers, Importers and others
—looking for responsible representatives.

It costs you little and means much to you if you are looking for agencies.

Write for particulars to

The Canadian Grocer

Montreal Toronto Winnipeg

A Large Percentage

of our orders are "REPEATS" which fact testifies to the popularity of

Meat of Wheat

Where once introduced it quickly displaces all similar articles

It pays you a good profit

THE WESTERN CEREAL CO.

TORONTO

A Snap in

Pork and Beans

Plain
Tomato Sauce
or
Chili Sauce

1s	-	*$ .50 doz.*
2s	-	*.80 "*
3s	-	*1.00 "*

Send us your orders now

EBY-BLAIN, LIMITED

Wholesale Grocers, Toronto

The Best Value in Canada

Blue Ribbon Tea

stands alone as the friend of the retailer and the favorite of the consumer. If you have not stocked it before, a trial will convince you.

QUALITY ALWAYS TELLS

THE BLUE RIBBON TEA CO., Limited

266 St. Paul St., MONTREAL, P.Q.

Four years ago Wagstaffe's Jams were unknown in Canada.

To-day Wagstaffe's Jams are sold from the Atlantic to the Pacific.

WHY IS THIS ?

Because they have that bright appearance and contain a rich, fruity flavor that is as sound as a bell. It is that, Mr. Grocer, that brings your customers back, like Oliver Twist, for a second helping.

Wagstaffe's Marmalade Is The Best

WAGSTAFFE, LIMITED

Pure Fruit Preservers

Hamilton, - - Ontario

ROWAT'S 2 WINNERS

Two time-tried, merit-proved staples of quite unparalleled popular favor, gained through many years of uniform satisfaction-giving.

The wise grocer, in business for profit, never lets run low his stock of

Rowat's Pickles and Olives

and

Paterson's Worcester Sauce

PROPRIETORS:

ROWAT & CO. - Glasgow, Scotland

CANADIAN DISTRIBUTORS:—Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, and Ontario; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.; Nicholson & Bain, Winnipeg, Edmonton, Calgary.

"AYLMER" JAMS, JELLIES PRESERVES, etc.

Every Glass Jar or other package of "AYLMER" Jams, Jellies or Marmalades is Guaranteed Absolutely Pure, put up from FRESH FRUIT when in season and FINEST GRANULATED SUGAR.

The flavor and high quality of "AYLMER" Preserves cannot be obtained in preserves made from pulp.

NO PRESERVATIVES

NO COLORING

At every process cleanliness is reduced to a science.

"AYLMER" New Season's Scotch Marmalade and Orange Jelly Marmalade now ready. Send in your orders at once for stocks of these fine goods.

CANADIAN CANNERS

Limited

HAMILTON, - CANADA

Borden's Brands are standard—

IT takes goods of known quality—standard goods like Borden's---to build strength into a retail business---the sort of strength that endures throughout the years, and by means of which a large volume of profitable trade is attracted---and held.

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of BORDEN'S CONDENSED MILK CO.
GAIL BORDEN
EAGLE BRAND
by which their PRESERVED MILK will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

Always give prominent display to Borden's Brands. They'll repay you handsomely for your attention.

UNSWEETENED

Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Mason & Hickey, Winnipeg, Man.

Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

We have a Special

PROPOSITION

to make to a leading grocer in each city and town in Ontario.

Our offer will hold good until March 31st, and can only be availed of by grocers of first-class financial standing.

Write for particulars to

T. O. BAXTER,

27 Front Street East, - Toronto

Brand & Co., Limited,

Mayfair Works, London, Eng.

MANUFACTURERS OF

Brand's A1 Sauce
Worcestershire Sauce
Chutney, Soups
Potted Meats
Tongues in Glass
Meat Extracts
Brand's Essence of Beef
Etc., Etc.

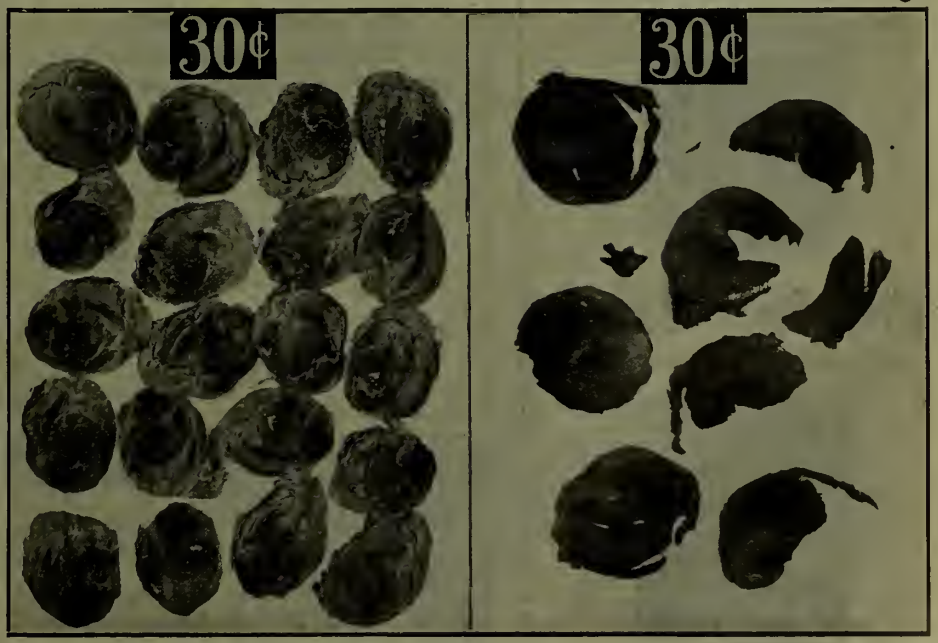
Berkel's Improved Slicing Machine

BERKEL'S Latest Improvement **Patent Knife Guard** to protect operators from accidents by thoughtlessly getting their hands against the circular knife. The only slicing machine in the world that has this protection.

BERKEL'S is the machine with the **Patent Automatic Sharpener,** by means of which the keen cutting edge on the knife is constantly maintained. The only machine with an automatic sharpening device. Simply press the Carborundum wheel shown in the cut above the knife downward and it strikes the knife edge at just the proper angle, a few turns of the wheel and your knife has an edge like a razor.

Will Slice Boiled Ham and Bacon Down to the Last Ounce

We call attention to the photographic production of two plates of boiled ham, there is just **one pound** of ham on each plate, it was all cut from the same piece, the **eight** slices on the right hand plate were cut with an ordinary knife, while the **twenty** uniform **slices** on the left hand plate were **sliced** on a slicing machine. This is an average result. The difference can be more or less marked according to the skill and time given the hand cutting, however the machine **never can vary,** the customer is **always protected** by dealing where there is a **BERKEL'S Improved Slicing Machine.** Dried Beef can bv sliced thinner, quicker and better on **BERKEL'S** than any other made. The **BERKEL'S Improved Slicing Machine** is now used by Grocers, Butchers, Department stores, Delicatessens, Hotels, Restaurants, Hospitals, Educational Institutions, Steamship and Railway Companies, Charitable Institutions, Penal Institutions, the Army and Navy, Soldiers' Homes etc. **BERKEL'S Improved Slicing Machine** can be set to cut **automatically** (14) different thicknesses, from 1-40 of an inch up to ¾ of an inch, "it cuts **bread** or **meat** equally well," requires no skill to operate and will slice **perfectly** more meat or bread in **twelve** miuutes than the most expert cutter can slice by hand in an **hour.** While it is a hand machine, for several years many packers, as well as grocers and marketmen who do a large sliced meat business. have been running their **BERKEL'S Improved Slicing Machines** by mechanical power. Enough pieces of bacon can be put on this machine to cut 300 slices a minute. This should be of interest to those who put up bacon in boxes, glass or tin cans.



CANADIAN SALES AGENT: **The W. A. FREEMAN CO., Limited, Hamilton, Ont.**

The Government's Opinion of Our Factory Is Well Worth Considering—

Here is what the Dominion Government Inspector of Canned Fruits and Vegetables had to say about our factory—as reported in the St. John Standard of Wednesday, December 22nd, 1909 :

"———found everything in excellent shape. He "said that they were doing a very good business "and that the class of canned goods put up was "of the best quality."

It is in this factory that **BOSTON BAKED BEANS** and **BALAKLAVA BRAND SARDINES** are packed.

Quality Will Out — and a Government Inspector is Certainly a Disinterested Party.

The Eastern Canning Co., Port Canada, N.B.

CANADIAN AGENTS—C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front Street East, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.; Martin & Robertson, Vancouver, B.C.

THEY ARE SELLERS

CANADA'S ONLY

THERE IS NOTHING JUST AS GOOD AS

"White Dove" Almond Paste

"White Dove" Cocoanut

THE LEADER OF THEM ALL

YOU SHOULD NEVER BE WITHOUT THEM

Made by

W. P. DOWNEY, Montreal

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,

OAKVILLE, ONT.

CHINESE STARCH

Money Maker
Known Everywhere
Repeat Seller
Best Value

Get Prices

OCEAN MILLS

MONTREAL

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

It dries them up **Common Sense** ***KILLS*** { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

FACTORY AT LONDON. WAREHOUSES AT MONTREAL, OTTAWA, HAMILTON, KINGSTON, WINNIPEG, CALGARY.

This Enormous Plant is the Result of 50 Years' Experience in Making

JERSEY CREAM SODAS

and hundreds of varieties of Fancy Sweet Biscuits and Confectionery

Established in 1858 by T. McCormick in a very small shop, about 12 by 18 feet.

Now, look at the picture of the largest biscuit and candy factory in Canada, owned and managed by his three sons.

The factory is also the most modern on this continent—is thoroughly ventilated and kept scrupulously clean.

Pre-eminently the best.

McCormick's Biscuits are made from Best Blended Flour, First Quality June Creamery Butter, Fresh, Sweet, Whole Milk, Pure Sugar, etc.

All materials are analyzed by an expert chemist and therefore McCormicks are in a position to guarantee the Purity and Quality of their biscuits.

No other Biscuit Factory in Canada employs a chemist to insure wholesomeness of its biscuits.

Continental Reputation.

Great numbers of discriminating American women-visitors to Canada have pronounced McCormick's Jersey Cream Sodas vastly superior to the American crackers. They have even insisted on the factory shipping a supply to their grocers, stating that they were willing to pay the duty, if by so doing they could enjoy such a luxury.

We have appreciated the confidence and assistance of the Grocery trade in Canada in placing our biscuits before the consumers and hope still further to merit your approval in our present efforts to assist your sales of our biscuits by advertising them extensively amongst the consumers. We hope you will keep on hand a good supply of

McCORMICKS

Jersey Cream Sodas and Fancy Sweet Biscuits

WE WILL ADVERTISE FOR SIX WEEKS JERSEY CREAM SODAS AND FANCY JERSEY CREAM SODAS.

Buy the Best

Merchants who insist always upon the best goods will handle—

QUEEN QUALITY PICKLES

10 and 20-oz. bottles
Sweet, Mixed and Chow
Bulk Pickles in pails
English Chow Chow in pails
Pure Tomato Catsup, bottled or in bulk
Perry's English Sauce, Worcester Sauce bottled or in bulk

WRITE US FOR QUOTATIONS

Taylor & Pringle Co., Limited
Owen Sound, Ontario

Your Business Barometer

will stand at "SET FAIR" if you are handling goods which bear the stamp of quality!

In no department is this of such vital importance as in your sardines.

You will have no anxiety on this score if you handle—

King Oscar BRAND SARDINES

the purest, sweetest and best packed fish on the market.

Canadian Agents

J. W. BICKLE & GREENING
(J. A. Henderson)
Hamilton - Ontario

By Special royal permission

THE PUREST AND BEST

MR. DEALER

Have you stocked the new **5c.** tin

St. Charles Brand ?

Some of your customers will want it and any jobber can supply you. It's a convenient package and only **$2.00** per case.

Manufactured by

St. Charles Condensing Co.
INGERSOLL, ONTARIO
CANADA

When over 95% of your customers use

Windsor Salt

for table and dairy, what is the use of taking up room in your store with any other brand?

Windsor Salt satisfies everybody, and it's never dead stock on your hands.

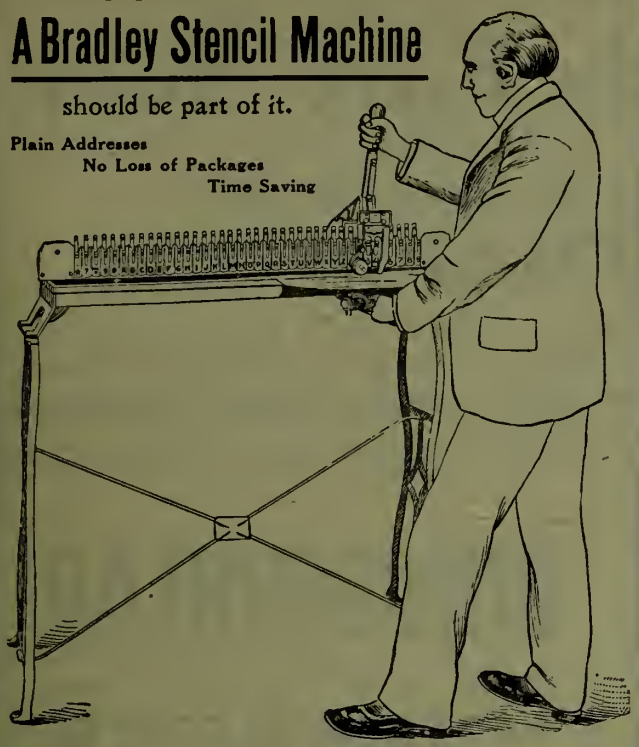
The Canadian Salt Co.,
LIMITED,
WINDSOR, Ontario.

Your equipment may be the best, but to have it so

A Bradley Stencil Machine

should be part of it.

Plain Addresses
No Loss of Packages
Time Saving



LET US SEND YOU PARTICULARS

HAMILTON STAMP & STENCIL WORKS, Limited
Sole Canadian Agents
HAMILTON and TORONTO
Toronto Office and Wareroom: 38 Colborne St. and Leader Lane

Kandy Kid

MEANS:

Popcorn
Peanuts
Prizes
and
Profits
TO YOU

YOUR WHOLESALE GROCER
HAS IT, OR WRITE US
FOR SAMPLE

Made Only By

Clyde Fuller & Bro.
WINDSOR : : : ONTARIO

¶ If you are interested in good Bond Papers, send for our sample book. We make the following lines:

Superfine Linen Record
Earnscliffe Linen Bond
Standard Pure Linen
Empire Linen Bond
Crown Linen
Colonial Bond

SAMPLES SENT ON REQUEST

THE ROLLAND PAPER COMPANY, LIMITED
MONTREAL, QUE.

Washing Day

loses half its terrors when

WONDERFUL SOAP

helps to lighten the housewife's work, and she will have this soap and no other when once she has used it.

It is an honest soap, such as you like to handle, and it performs all we say. It whitens clothes and saves time and labor.

Recommend "WONDERFUL." It will pay you well.

Let us send you quotations.

THE GUELPH SOAP COMPANY
GUELPH ONTARIO

Merchants who handle

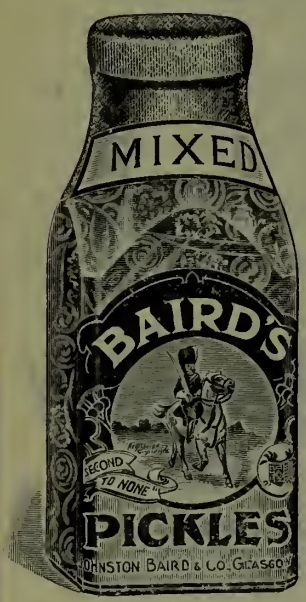
Richards Pure Soap

make a substantial margin of profit. Are you one of them? You will find it profitable to stock as well—

RICHARDS

Quick Naptha Soap Snowflake Soap Chips
Ammonia Powder 100% Pure Lye Toilet Soaps

BAIRD'S "Second-to-None" Pickles



So called because they are second to none for quality.

No other manufacturer has produced a better pickle at the price, and there are few as good.

GOOD, SOUND VEGETABLES and PURE VINEGAR

Low Price
High Quality

JOHNSTON, BAIRD & CO.
GLASGOW, SCOTLAND

GINGERBREAD
BRAND
MOLASSES

THE KIND THAT SELLS

This well-known Molasses is packed in tins—2's, 3's, 5's, 10's and 20's; in pails—1's, 2's, 3's and 5's, 10 gallon kegs, half-barrels and barrels.

When ordering from your wholesaler mention the above brand.

The Dominion Molasses Co., Limited

HALIFAX - NOVA SCOTIA

DOME LEAD

There is no better stove polish to be had in the world than

James Dome Black Lead

Pays both Jobber and Retailer a Good Profit.

W. G. A. LAMBE & CO. - Canadian Agents.

The Choicest Salmon comes from the Fraser and Skeena Rivers in British Columbia

Such Fish, only, are packed in tins bearing that well known label—

QUAKER BRAND SALMON

MATHEWSON'S SONS

WHOLESALE GROCERS

202 McGILL STREET, MONTREAL

$10.00 For a Name

This amount will be paid for the best suggestion for a name for our new brand of

Sweet Pickles

To none should a happy thought come more readily than to the grocers of Canada. Make a try.

Should more than one suggest the name adopted, the prize will be awarded the one whose reply is first received.

All replies must be received by March 12th.

Address your communications to

The T. A. LYTLE CO., Ltd.
STERLING ROAD, TORONTO, CAN.

THIS TIN CONTAINS

100%

PERFUMED - POWDERED

LYE

THE QUESTION OF QUALITY BEING SETTLED, WHAT ELSE INTERESTS YOU?

A MUCH LARGER PROFIT THAN YOU HAVE BEEN RECEIVING ON SIMILAR GOODS.

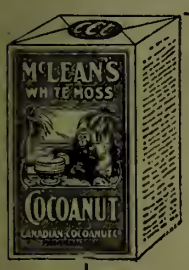
A TIN CONTAINING ABOUT A QUARTER POUND MORE LYE THAN IS USUALLY GIVEN.

A TIN WITH ROTATING COVER AND SIFTING TOP.

YOU WANT MORE PROFIT
YOUR CUSTOMERS MORE PURE GOODS

OPPORTUNITY OFFERS TAKE IT TO-DAY

WHITE SWAN SPICES AND CEREALS LIMITED
TORONTO



White Moss Cocoanut

is the acme of purity in cocoanut manufacture. It is known to be such from coast to coast and is consequently highly thought of by every housewife. So it pays the grocer to sell this brand.

The Canadian Cocoanut Co.
MONTREAL

THE RETAILERS class the houses who advertise in their trade papers as the most progressive in their line—the houses out hard after business, appreciative when they get it, and always trying to give a little better service than anyone else.

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

Manzanillas, Queens, Club House, Nutoliv
Pitted, Celery Stuffed, Pimento Stuffed

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE. WINNIPEG

MADE IN CANADA

Which would you do, employ one man at $4 a day **and board,** or 4 men at $1 per day **and board,** if the one man could do the work of the four?

THE McCASKEY ACCOUNT REGISTER SYSTEM

is the one man end of this problem. **Ask us why.** Information is free.

DOMINION REGISTER COMPANY, LIMITED

Successor to The McCaskey Register Co. in Canada

96-104 Spadina Avenue TORONTO, CANADA

When You Buy

Redpath

Extra Granulated Sugar, you secure the results of the latest process, of modern machinery and of years of experience.

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

SHIRRIFF'S JELLY POWDERS

Produce delicious jelly.
Retain the natural fruit flavor.
Are easy to handle.
Pure and palatable.
Refreshing and Reliable.

Are You Stocking Them?

They are sure and profitable sellers.

Imperial Extract Co., 8-10-12 Matilda St., Toronto

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR

LONDON, ENGLAND
Commands a Preference over all others.

IS THE BEST
Made from the finest malted barley.

AGENTS
W. S. Clawson & Co., South Wharf, St. John, N.B.
Green & Co., 25 Front Street East, Toronto
J. W. Snowdon, 413 St. Paul St., Montreal
W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.

We are open to do business on easy consignment terms
Write our Agents for Particulars

FOR RAPID SELLING

ASEPTO
Soap Powder
(The enemy of Dirt)

is unrivalled. Will not injure the hands or most delicate fabrics. Washes thoroughly, quickly and with least amount of labor. Leaves you a splendid profit. Write us.

Please send your orders for Quebec and Ontario to Rose & Laflamme, Limited, 400 St. Paul St., Montreal, P.Q.

Asepto Mfg. Co.
St. John, N.B.

Thurston & Braidich
128 William Street — NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott
Wholesale Grocery Broker
141 Bannatyne Ave., East

Repeat Orders is the story of all Grocers who handle

Canada First Evaporated Cream

There is nothing to equal it as a pure, healthful substitute for fresh cow's milk. Every can guaranteed absolutely pure and thoroughly sterilized. Order from your wholesaler.

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

1910

CHICKEN THAT IS CHICKEN

Tartan BRAND

Sole Agents for Leard's famous Canned Chicken. The finest ever packed. 5-pound whole birds dressed and roasted and ready for the table. 9 tins in case.

Leard's one-pound tall tins packed 4 dozen and all solid chicken.

SEE OUR TRAVELLERS OR 'PHONE 596 FREE TO BUYERS

BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**

St. Lawrence

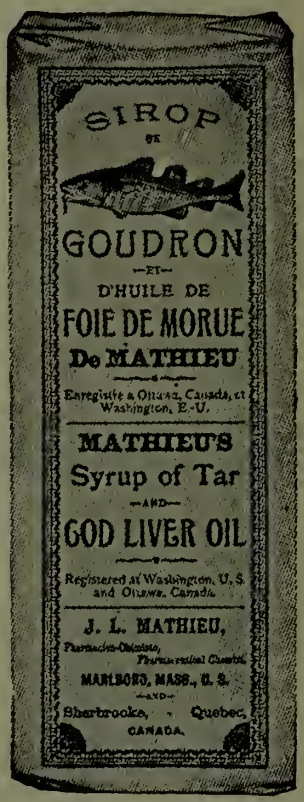
GRANULATED

and

GOLDEN YELLOWS

Made only from Pure Cane Sugar

The St. Lawrence Sugar Refining Co., Ltd.,
Montreal



MATHIEU'S SYRUP

of Tar and Cod Liver Oil

has a more certain sale than most remedies. It is largely advertised, so that every one is familiar with the name.

It has been so successful in effecting cures that every user is a publisher of its excellent qualities.

Its sales have increased wonderfully everywhere. It is a sure seller.

MATHIEU'S NERVINEPOWDERS

are needed wherever colds are attended with pains and fever.

See that you are well supplied with both, as the season of Colds is now on.

J.L. MATHIEU CO., Props.,
SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

PURE SPICES!

It does not pay any grocer to trifle with his trade in the matter of spices. Absolute purity must be the always-present feature of the line he handles or he will lose business.

Be on the safe side and sell

"PRINCE OF WALES" BRAND PURE SPICES

S. H. EWING & SONS

Montreal **Toronto**

Meadow Cream Sodas are Our Leader

BUT

Our Graham Wafers in 2-lb. tins, and Arrowroot in cartons are very handy packages, and give the best of satisfaction.

The W. J. Crothers Co., Limited.,

Kingston, - - - - Ontario

Effective

Economical

The Effective Preservation—

—of your Perishables

No Grocer or Butcher can afford to do business without a EUREKA REFRIGERATOR.

The Eureka Patented System

is an absolute guarantee against dampness and foul air. Goods will keep fresh in a Eureka longer than in anything else made. This Refrigerator is used by the leading merchants in all parts of the Dominion.

WRITE FOR CATALOGUE

Eureka Refrigerator Co., Limited

56 Noble St., (Near Queen St. Subway) Toronto

Have you stocked it yet?

If you haven't, we want to impress upon you that you're losing some very profitable business.

Holland Rusk

The dainty Dutch delicacy

There is nothing else like it on the market. It will be the easiest seller in your stock. It will pay you a splendid margin of profit.

Order a case to-day.

MacGREEGOR SPECIALTY CO.

Canadian Importers, TORONTO

Holland Rusk Co, Holland, Michigan, Sole Makers in America

JAPAN TEAS

WE ARE NOW SOLICITING
IMPORT ORDERS FOR
THE COMING SEASON

S. T. NISHIMURA & CO.

MONTREAL AND JAPAN

75,000 Gallon Pickles in Brine

This is at least one of the largest stocks held in Canada.

Kegs—1, 5 and 10 Gallon.
Bottles—Malt lever tops, and 40 oz. square.

Write for prices before placing orders elsewhere.

Thos. McCready & Son, Ltd., St. John, N.B.

Bonded Vinegar, Pickle and Spice Manufacturers.

It's a Pleasure

To sell an article whose worth and superiority are acknowledged—a line that does not take an awful lot of talking, pushing and explanation to move. Such a line is

SNAP

which differs from other hand-cleaners, because it is beneficial to the skin, whilst positively removing every vestige of dirt, grease, paint or tar.

Buy from your jobber.

SNAP COMPANY

MONTREAL : : CANADA

Fire Protection

The Merchant Must Have Fire Protection For His Accounts.

The Huber Commercial Account Register Interior Takes Out and Fits Any Safe.

NO MISTAKE ABOUT THIS

Besides it cuts out your book-keeping, collects your account and pays for itself within a few months. Hundreds of Canadian merchants will testify to this. Let us send you our Catalogue and Booklet showing what they say.

ADDRESS

R. B. Belden & Co.,

178-180 Victoria Street - Toronto

It Pays to Sell Goods That Give Satisfaction

A LEADER FOR 50 YEARS

COOK'S FRIEND

Baking Powder has been giving satisfaction for the past 50 years. If you want purity and known quality without the fancy price, you should order Cook's Friend at once.

"IT CONTAINS NO ALUM"

W. D. McLAREN, LIMITED

BAKING POWDER SPECIALISTS - - - - - - MONTREAL

H.P. SAUCE

England's Most Popular Sauce

H.P.'s popularity as the ideal sauce has reached Canada. The live H.P. Canadian advertising is creating a demand for *YOU* to supply.

If there is any difficulty in obtaining H.P. Sauce, send a post card to our agents,

W. G. Patrick & Co., Toronto and Montreal — R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Birmingham, Eng. — W. H. Escott, Winnipeg, Man.

Profitable and Seasonable Sellers

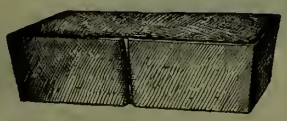
Suggestions for Profit

You Know the Label

Always Dependable Quality

Noted for its Uniformity and Delicate Sap Flavor —True to Nature. Ask your wholesaler about it and the satisfaction it gives.

Twin-Block Pure Maple Sugar



$3.00 per case
Goods Speak for Themselves

Money-Making Confectionery Lines :

Quick Sellers, all of them. Known everywhere and appreciated, too.

Walnutine Blocks (about ½-lb.)	30 to case ..	$2.00
Maple Cream Blocks, "	" ..	2.00

	Net weight per pail.	per pail
Maple Cream Hearts	18-lb.	$2.25
Maple Buttons	20-lb.	2.40
Maple Smacks	15-lb.	2.00
Mint Buttons	17-lb.	2.00
Nutty Creams	17-lb.	2.25
Fruity Creams	17-lb.	2.25
Butter Beans	12½-lb.	1.75
Assorted Cream Caramels	25-lb.	3.25

Also a Full Line of Gross Goods

Goods made up to Order, and shipped FRESH direct in five-case lots, prepaid, when the freight rate does not exceed 40 cents per 100 lbs.

We Feature Our Prompt Shipments

Sugars & Canners, Limited, - Montreal

What's the use of your tongue, Mr. Grocer?

AURORA

yourself, and then to tell your customers how good it is! The best that money can buy.

W. H. GILLARD & CO.

Why! For just two things, First to try it on

COFFEE

Retails at 40c. and leaves you a real good profit. Don't miss this chance.

HAMILTON Branch: Sault Ste. Marie

"BRITAIN'S BEST"

DUERR'S.

VACUUM-BOTTLED

JAMS

ARE UNEQUALLED FOR FLAVOR

Keep perfectly any length of time.
Absolutely pure
No preservatives.
English fruit and cane sugar only.
One size, 1½ pounds net, attractively labelled.

Ask your wholesaler

Duerr & Sons, Old Trafford, Manchester, Eng

PRESERVE your PERISHABLES during the hot summer months by installing an

ARCTIC Refrigerator

The 'Arctic' will keep your stock in tip-top condition, and will not swamp your profits by excessive ice consumption.
Made for all purposes.

JOHN HILLOCK & CO.
Queen and George Sts., TORONTO

HAVE YOU TRIED

MOLASSINE DOG and PUPPY CAKES?

MARVELLOUS FOR ERADICATING WORMS
and Keeping Dogs in Splendid General Health

The "MOLASSINE" Dog Foods are the only Foods on the market which, besides feeding, keep dogs healthy and improve their coats.

QUOTATIONS AND SAMPLES FROM

ANDREW WATSON, - Sole Importer
91 PLACE YOUVILLE MONTREAL

STORAGE IN HAMILTON

A new fireproof Storage Warehouse.

RACK FACILITIES

Every convenience to reduce the cost of handling Merchandise

IN BOND OR FREE

Lowest Insurance

Experienced Warehousemen

Accounts Solicited

Storage and Transfer Co., Limited

Hamilton - - - Ont.

DUST IS A GENERAL NUISANCE

BUT IT CAN BE AVOIDED BY USING

DUSTBANE

on sweeping day. "Dustbane," moreover, disinfects the room and restores carpets and rugs to their original freshness. The women swear by "Dustbane" when once they have used it. Get them on your side by selling "Dustbane." There's money in it for you.

Dustbane Manufacturing Co.
Boston, - Mass.

Canadian Factories: Winnipeg, Manitoba, St. Jobo, N.B.

Ask Your Wholesaler for These Goods

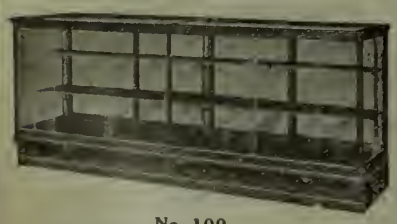
Saves time.
Saves money.
Saves you bags.

McGregor's Patent Bag Holder

Should be in every grocer's store.

KILGOUR BROS.
Wellington St. West TORONTO

Wolverine Show Cases



The best show case made in America for the money.

Price, $4.50 per foot
f.o.b. Detroit

W. H. ESCOTT
141 Bannatyne Avenue
Winnipeg, Selling Agent

No. 100.
This case is finished in golden oak—Beveled plate top.
—Shipped K.D.—

Made by

Michigan Show Case Co., Detroit, Mich.

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

Get After the Peddler

Reach out after the tea trade he is getting—the trade that rightfully belongs to you. But how is this to be done? Only by educating your customers to purchase goods the peddler cannot buy. You can never hope to win back the peddler's tea trade by selling bulk teas. The peddler sells that.

Concentrate your energy and selling force on pushing a tea of supreme quality—well advertised and having an enormous sale—a tea the peddler cannot buy. Such a tea is

"SALADA"

The most popular tea for a grocer to handle. For seventeen years it has maintained its prestige as the highest grade tea. A constantly growing demand shows its great value to every grocer as a sure trade-winner. With "SALADA" you serve the public well, and the peddler can't take your trade.

Prove it Yourself, Mr. Grocer

CANADIAN OFFICES - - - - - - - - TORONTO OR MONTREAL

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Retailer's Failure Due to Inadequate Service

Neglected to Deliver Goods Promptly— Did Not Look After Service to Children —His Competitor Across the Street Made a Good Success Because He Gave Scientific Service—Provided Tables for Serving Tea to Ladies—Was Prompt in Tracing Complaints.

A Canadian grocer went out of business the other day in a prosperous town because he could not hold his trade.

He could not hold his trade because he did not give his customers the service they received for nothing from others.

For instance, one morning a woman ordered some jelly powder to assist in the making of a dessert for dinner.

She wanted it sent up early, and the clerk promised it would be there on time.

By an oversight the jelly powder did not go; the woman had no dessert for dinner that day on which, as it happened, her husband brought home with him a guest.

This naturally made here wrathy and her entire trade was transferred to a grocer across the street. It meant a loss of $300 to the former grocer.

On another occasion a telephone order was placed with the same store for a few pounds of bacon.

The grocer was just out of bacon and he told the woman so, but made no offer to secure it for her.

The result was she ordered the bacon from a grocer across the street, who, although he too happened to be out of bacon, promised to fill the order without mentioning the dearth of his stock.

The contrast between the service of the two merchants formed an impression on that woman's mind; a similar occurrence happened a few days later and gradually she transferred her account to the grocer across the street.

The first dealer who supplied her lost an annual account of $300 through inadequate service—$25 every month.

A little girl came into the store one afternoon for some groceries for her mother. She had to wait a couple of minutes for her turn to be served.

In the meantime three or four grown-ups also stepped up to the counter; the latter were served first, and the little girl was late arriving home.

Upon being questioned by her mother the latter learned the cause of the delay and as this had happened before, she also took her account away from that store and gave it to the merchant across the street.

This meant another loss of $300 per year.

By inefficient service this grocer continued to lose customer after customer and each one told of the inattention she had been getting.

Gradually he became unable to meet his regular payments and eventually he failed.

His chief fault was inefficient service, because he was not a scientific grocer.

He had been doing business with 100 customers and making a turnover at the rate of $30,000 annually.

With scientific service he would have made money—the lack of it caused him to fail.

Adequate service is recognized by the scientific grocer of the 20th century to be one of the most important requirements in a store.

Science in service was used by the grocer across the street, who was getting all the custom lost by his negligent competitor.

He saw to it that the one woman got her jelly powder when she wanted it; that the other secured the bacon, even at some extra trouble to himself, and that care was taken to wait on customers in the order in which they came into the store.

He looked closely after his assortment, being careful to have on hand what was called for.

He was able to do this easily because he did not stock too heavily on any single line.

The jelly powder was sent to the woman who required it at the stipulated time. She received other goods at the proper time, and eventually gave him her whole grocery account, which amounted to $300 annually.

Another woman called him up by phone late one Saturday evening saying that she had overlooked getting a roast of beef for the Sunday dinner, and would he kindly help her out?

The grocer readily consented, secured the beef and had it sent to her home.

This simple act of kindness won him a steady customer; she was under an obligation to him (but of course, he didn't tell her so), and in her teacup conversation with her friends that grocer got many a good recommendation.

When women came to his store to shop there were alway a few chairs handy for them.

In one corner of the store were a couple of attractive tables, where tea was served free to those who desired it.

Women used to look forward to their cup of tea in that store and unconsciously they would advertise it to their friends, whenever the subject of shopping came up.

The proprietor always made it a point to speak to every person who entered the store, for he knew that all appreciated it.

He saw to it that his salesmen looked after the wants of children just as readily as those of grown-ups.

Children were served in their turn and given the same considerations as the elder people.

All complaints were carefully attended to and a point was strained to make things right.

For instance, one evening a telephone call was received to the effect that a wrong brand of coffee had been sent up.

The grocer regretted the occurrence, said he would exchange it and look into the matter.

In two minutes he called up the woman to explain that one of his salesmen who was unaccustomed to taking her order, had made the error.

He had called his attention to it and it would not occur again; in the meantime a boy was on his way to her house with the kind she wanted and would she kindly let him have the other?

In a few years' time he had secured double the custom, simply because he gave scientific service to his customers.

Time that Canada had a Definition for Pure Jam.

So Thinks Writer on Subject of Recent Government Bulletin Referring to Jam Inspection—Preservatives or Dyes not Necessary He Claims—Why Coloring Matter is Used.

By E. D. Smith.

I notice in your last issue a short editorial congratulating the country on the fact that in the last Bulletin issued by the Department of Inland Revenue, Bulletin 194, a great majority of the jams called "pure" have been found to be so by the government analyst. This certainly is a great improvement over the condition which existed even three years ago, much less five years ago, but even yet conditions are not what they ought to be and are really not what your analysis of that Bulletin would indicate, because under our present antiquated pure food laws the presence of preservative and dye stuffs in jams do not necessarily stamp them as adulterated. Under our present laws jam may contain dye stuffs and preservative and too great a percentage of water and still be called "pure jam."

Of the 116 samples examined, although only one was pronounced adulterated and seven doubtful, there was a total of 49 which either contained preservative or dyes, or of which the water contents were unduly high, a greater portion of them having both preservative and dye stuff in them. Now what is the object of dye stuffs in jam, jelly or marmalade, and what is the object of preservative in jam, jelly or marmalade? The only possible object is to cover up ignorance or carelessness. A clean, careful, up-to-date manufacturer has no need of either of these articles. They are absolutely superfluous.

Of course, by the means of coloring matter a manufacturer can dress up otherwise off colored goods; he can cover up a lot of defects and if the public prefer bright colored goods, it is very easy to use the dye stuff. But with care in manufacture and a little common sense on the part of the consuming public in discriminating and judging whether goods are artificially colored or not, there is no need of it. But if one manufacturer can use coloring matter in every sample tested and the jam still be pronounced pure, of course, it goes without saying that every manufacturer will use it in time because it is a great handicap for a manufacturer who does not use dyes if his goods are classed as of no higher standard in Government Bulletins than the goods which are colored.

Color Appeals to Public.

The one using coloring takes the eye of the public, pleases the retail grocer because it pleases the public. The one using no dye stuffs cannot have his goods of the same color—nature does not make them that way. One lot of strawberries or raspberries may be quite different from another, but although his goods are put up pure and without dyes he gets no credit for it except from those who read the Bulletin under our present out-of-date laws which are to be amended in the near future—and, I trust, will be so amended that anyone using dyes or preservative will be obliged to so state it on the label. Then the manufacturer who has been getting along without these will reap his just reward.

Why should a manufacturer of jam use preservatives? There is not the slightest necessity for it, and yet 19 of the samples contain preservative. Now the query is if 97 samples were put up and analyzed from different makers in the world without preservative, why could the 19 not have been put up without the preservative? It is evidently used to cover up something. I do not say that preservative should never be used for any purpose, but I say it should not be used where it is unnecessary, and that is the case of jams, jellies and marmalade.

Another thing that this Bulletin does not show, is the fact that all of the samples of jam in this Bulletin may have contained 10 per cent. of glucose. By a careful perusal of the preface the following will be seen: "It is true that no legal definition of jam or explicit standard for the article yet exists for Canada, nevertheless the meaning of jam as fruit boiled in mass with sugar and water is so well recognized and the term has legal meaning in so many countries that I have no hesitation in declaring a product made of more than 10 per cent. glucose is adulterated under the Act."

Definition of Jam Needed.

Consequently we do not know how many of the 116 samples contain 10 per cent. of glucose. It is surely time that we should have a definition of jam in this country. As conditions exist at present, I believe most of the imported jams contain 10 per cent. of glucose or less, whilst some of us are getting along without an ounce in this country and are thereby working at a disadvantage of cost so that of these 116 samples only one of which was declared adulterated, the whole lot may contain 10 per cent. of glucose. Forty-nine of them are declared to contain preservative or dyes or both, or water contents unduly high and sometimes all three.

I think it is only fair that this side of the case should be presented and every grocer will be doing himself a justice, as well as the manufacturers of this country, if he will send to the Department of Inland Revenue at Ottawa, secure Bulletin 194, and carefully peruse the contents.

BUSINESS MAN FOR MAYOR.

Napoleon Drouin, one of the proprietors of the Rock City Tobacco Co., won the Quebec mayoralty contest last week with the big majority of 1,324. Mr. Drouin is a business man of a fine calibre. Besides being interested in the tobacco company above referred to, he is also engaged in the wholesale grocery business. He has been a member of the Quebec council for the last 14 years. His opponent was Senator Choquette.

PERSONAL.

W. W. Hutchison, eastern manager, Lake of the Woods Milling Company, is back in Montreal.

F. H. Anson, Montreal, Superintendent Ogilvie Flour Mills Company, has returned from Europe.

Things That Shouldn't Be

Retailers should be careful to allow only the brightest clerks in the store to take orders over the telephone.

Practical Methods Used in Retail Grocery Stores

A Potato Window Display in Chatham—Edmonton Merchant Points Out Value of a Country List—The Late Saturday Night Delivery Question—Why the Clerk Gets in Debt—Another Change From Credit to Cash.

Late Delivery Elimination.

Bracebridge, Ont., March 3.—Another link in the chain of success attached to our six o'clock delivery system will be attained on Saturday, Feb. 26. The butchers have agreed to follow the grocers in cutting out the late Saturday night delivery on that date. This means that in Bracebridge in the future there will be few overworked men and horses seen on the streets on Saturday nights deliverying groceries, flour and feed, bread, milk or meat until after midnight and away on into Sunday morning.

A good feature of the elimination of this late delivery is that practically all stores here will now be closed by 10 o'clock, giving the merchants and clerks a respectable time for retiring.

Against Co-operative Bill.

Ottawa, March 3.—There is considerable opposition to the Co-operative Bill now before the House of Commons among the retail trade here. One grocer spoken to, condemned the principle of giving to Co-operative Societies at no expense to them, rights for which joint stock companies have to pay dearly. Further it would seem to open the door to all kinds of dishonest practices, because under the Act, it would be possible to form a society with the word "limited" forming part of its name, which society would be composed of say four boys, twelve years of age and three adults with a total paid up capital of $7. Such a society might borrow money from its members so as to be able to show a good bank account and on the strength of this account obtain for itself extensive credits, afterwards paying back to the members their cash loans and subjecting the creditors to heavy losses.

Moreover, no provision is made in the Act whereby outsiders can procure copies of the rules of societies so incorporated, yet a knowledge of these rules is almost essential in determining whether or not a society is worthy of credit.

Clerks Were Appreciated.

Winnipeg, March 3.—"I tell you we enjoyed ourselves at Mr. Waring's home last evening, and it was certainly fine after a hard stocktaking season, for him to have such a jolly recreation," was the casual remark of a clerk in the Robinson & Co. store "the morning after." C. W. Waring, the manager, believes in showing appreciation for services rendered. "My boys were good to me during the holiday and stock-taking rush and I wanted to do some thing for them," said Mr. Waring. So the entire staff of eighteen men and one lady were invited to the manager's home where a banquet was prepared for them by Mrs. Waring and her daughter.

Potato Window Display.

Chatham, Ont., March 3.—A window piled full of the best quality of Kent County potatoes is an attractive feature at the King Edward Grocery, conducted by G. S. Bartlett.

A large, neatly lettered show card, hanging in the window, states : "Finest Kent potatoes, one peck with every order, 11c per peck."

Potatoes rarely forming the subject matter of a window display, the big pile of them has attracted much attention, especially in view of their large size. The price enhances the effect.

The pile of potatoes is surmounted by a basket of lettuce, and backed by smaller displays of cabbages and apples, the King Edward Grocery featuring fresh vegetables and fruits at all seasons of the year.

Keeps a Country List.

Edmonton, Alta., Mar. 3.—In a town or city surrounded by a good farming district, it is always advisable to have at one's finger tip some special prices on goods in large quantities. This is the claim at any rate made by an Edmonton merchant who sees to it 'that his clerks are just as well acquainted with these prices as he is himself.

He has special prices for instance on soap by the box, beans by the bushel, flour by the barrel, sack of rolled oats, lard by the tub, salt by the barrel, etc. This 'handy' list saves considerable time and is augmented when a farmer asks for a quantity of something not already on it. It prevents the necessity of the clerk going to the proprietor every time a quantity of anything is purchased to find out the price. If this list is not kept, very often the proprietor has to go to his books to determine what he is entited to get.

An Opening Announcement.

Hamilton, Mar. 3.—In opening a new store in Hamilton recently, the proprietor placed the following reader in a daily paper under the heading of "The New Baby" :

"In the world of grocery stores a new baby to-morrow offers itself to an ever expectant public. It is located at 146 James Street north, and is Carroll's sixth store. Everything in the store is new and up to date. It is lighted by electricity. The cash register is operated by electricity, and the coffee mill, which grinds coffee fresh for every customer, is driven by electricity. The cases, counters and shelving are of solid oak and are most complete, convenient and sanitary. This feature will appeal to you, as all articles of food are kept in bins and drawers, which are positively proof against dust, dirt, mice, rats or other vermin, but most important of all, the stock is entirely new, bright, clean and thoroughly high grade. While the prices ; just you look up Carroll's advertisement in this paper and get the surprise of your life."

From Credit to Cash.

Wallaceburg, Ont., Mar. 3.—Peter Forbes, grocer and butcher, turned over a new leaf, commencing Monday, and henceforth will conduct his business on a strictly cash basis. In the course of his announcement the following statements, among others, appear :

"Cash is King—at Peter Forbes' store after Monday. Credit business is no good with him after that date. The credit business is a curse to any town.

"Have you ever stopped to think what a cash dollar will do for you in the way of buying your table supplies ? Do you know that the man who sells for cash can afford to sell so much cheaper than the one who is charging up his goods on the book all the time, making bad debts that he will never be able to collect ? Do you know that the cash business is the only satisfactory way to do business ? If not, try it and be convinced. If you stick to it, you will save enough in a year to open up a bank account."

Why the Clerk is in Debt.

St. John, N.B., March 2.—A close observer of the retail salesman problem referred recently to the fact that there were many clerks who did not live within their incomes. Some are habitually behind with their finances, he said.

"No matter how their salaries may increase, they are proportionately behind in making things meet. When an employe is getting $8 a week he is owing $10, and he is working hard at the catching-up game all the time. He figures it out that if he only got $10 he could apply the $2 extra, and catch up in three weeks. The theory is all right, but the practice is not, for when this individual gets $10 a week, instead of applying the $2 extra to catching up, he finds that he wants better neckties and better underwear, and makes greater expenditure all along the line, so that instead of wiping out his debt he finds himself in still greater debt on his increased wages."

Changes Displays Often.

Sydney, C.B., March 2.—One of the grocery store proprietors here who goes in extensively for window dressing is A. D. Ingraham. He is a firm be-

liever in nice window trims as a means of drawing trade and as a consequence has some splendid displays which he changes often. He caters to the best trade in Sydney.

J. F. Miles who opened a store here three years ago has built up a good business by keeping good goods, selling at fair prices, keeping an up-to-date store and by giving the public good service.

Service Rendered by a Recipe.

Halifax, N.S., March 2.—The grocer's customers always appreciate any little attention in the way of recipes for making houschold dainties. This has been exemplfied by a Halifax grocer in the sale of oranges for marmalade. With each purchase he hands out the following recipe :

"Cut the oranges in quarters, take out the cores and seeds, to each pound of fruit allow three pints of cold water. Put into a bowl and let this stand till next day, then squeeze the pulps, cut them into thin slices, and return them to the bowl of water ; leave all till next day then boil till very tender. Again return all to the bowl, and after a day and night weigh the boiled fruit and water. Then place all in the preserving pan and add to each pound a pound and quarter of lump sugar. Then boil, stirring constantly, for an hour or more, or till the syrup jellies and the peel is transparent."

He finds this much appreciated by his customers, many of whom follow the receipe with success. This little act of service tends to hold his trade as well as to get new business.

WATCHING APPLE SHIPMENTS.

Complaints About Condition of Apples Arriving on British Market Being Investigated.

St. John, N.B., March 3.—W. W. Moore, chief of the market branch of the Canadian Storage Department, Ottawa, was in the city last week looking after a shipment of apples which the Agricultural Department at Ottawa are sending to the Mother Country. This shipment is one carload of seven which they purchased last autumn in Ontario for experimental purposes.

For the last two years there have been numerous complaints from England regarding the poor condition of the apples which they receive from Canada. It seems that through some defect in the packing, or else from not being properly cared for while in cold storage, the apples, in the course of time, become putrified here and in that condition were placed on the English markets.

The result of this is obvious, and the Canadian shippers have had to stand for a great reduction in prices. The Agricultural Department, however, have taken up the question and are now endeavoring to better conditions. Last autumn they purchased seven carloads of apples from Ontario and used them all strictly for experimental purposes. Among other things, they have tried different methods of packing and have also placed apples in cold storage at different degrees of temperature. Whichever proves to be the better means of preserving the fruit will be resorted to in future. This will not be known, however, until all the shipments have been received in England and word sent out from there.

Speaking of the butter and cheese exports to England during the last year, Mr. Moore said that there was a marked increase in the shipment of cheese, but a great falling-off in butter. He attributes the decrease in the exports of butter to the fact that the home consumption of this is now greater than it ever was, and also to the fact that of late a large amount of the Quebec and Ontario cream is being sent to the United States.

THE BREAD SALES ACT.

Toronto, March 3.—The weight of a loaf of bread is again causing the Ontario Legislature to do some serious thinking. Owing to some complaints that have been made, W. K. McKnight withdrew the bill he introduced in 1908 and substituted for it a bill to be known as the Bread Sales Act.

It is pointed out that the chief difference between the two bills is that the last Bill limits the weight of bread to twenty and forty ounces, and it makes no provision for any other size loaf to be sold excepting it is made under a direct contract between the baker and the consumer, thus making it a legal offence for any dealer or grocer to take a contract for his customer for any weight of loaf that he or she may desire, but leaving it legal as between the maker and the customer.

To this clause E. M. Trowern, secretary of the Retail Merchants' Association of Canada, took strong objection, stating that it was an unfair restriction placed upon the merchant and if it were allowed in this Bill it might creep into others, as the trade of merchants was restricted enough now without adding further troubles to him. Hon. Mr. Hanna promised that he would see that the retailer was protected and he fully appreciated the objection taken by him.

A THORN IN THE TRADE.

N. Y. Journal of Commerce.

Secret rebates given by traveling salesmen for grocery houses to retail buyers have been a thorn in the trade, and is said to have been the real reason back of considerable of the trouble between some manufacturers of foodstuffs which required that their goods be sold at a set price and some jobbers who refused to sign affidavits that there had been no cuts in price. The trouble seems to have crossed the border into Canada, according to The Canadian Grocer, of Toronto. While there is an anti-tipping law in New York, Canada seems to have one more stringent, according to the Canadian paper.

MERCHANTS OPPOSE BILL.

Monster Delegation at Ottawa to Protest Against Co-operative Bill.

Ottawa, Mar. 3.—The largest delegation of retail merchants that has ever visited Ottawa waited upon the Premier and members of the Cabinet on Friday morning, Feb. 25th.

The delegation filled every seat in the House of Commons and in the galleries. The object of their visit was to oppose the passage of the Co-operative Societies Bill, known as Bill No. 50 introduced by Lloyd Harris, of Brantford, and also to call attention to the fact that the bill introduced by Mr. Monk, M.P., contained clauses in it that made it practically a twin measure to the other bill and one whereby money could be raised from the poor people for saving and loan purposes and loaned out to the commercial company for the purpose of operation co-operative societies.

E. M. Trowern, Dominion secretary of the Retail Merchants' Association, and J. A. Beaudry, Dominion Treasurer, were the principal speakers and they strongly denounced the bills as being against the best interests of the commerce of Canada.

The delegation was introduced by R. Bickerdike, M.P.

Mr. Brophy spoke for the Montreal Board of Trade, Mr. Lariviere for the Chamber of Commerce, Mr. Cote for the Quebec Branch of the Retail Merchants' Association of Canada and Mr. Hebert, for the Sherbrooke branch.

Sir Wilfred Laurier assured the delegation that their interests would be fully considered but he advised the committee who had the bill in charge to give it their careful attention as the bill was not a government measure.

Col. Jno. Davidson, of Davidson & Hay, Toronto, underwent a very serious operation at the beginning of the week, but, his friends will be pleased to learn, at the time of going to press he was progressing favorably.

Geo. Watt, Sr., head of Geo. Watt & Sons, wholesale grocers, Brantford, Ont., died on Thursday, Feb. 24, at the ripe old age of 86 years. He was for 58 years connected with above firm and identified at various times in his life with educational and municipal interests in Brantford. At the time of his death he was the oldest merchant in that city.

WOULD NOT BE WITHOUT IT.

The Canadian Grocer,

Dear Sirs,—Enclosed fin' money order for $2.00 to renew our subscription to The Grocer for a year. We would not like to be without it.

THE A. RONALD CO.,
General Merchants.

Minesing, Ont., Feb. 19, 1910.

Retailers' Inquiries, with Answers Submitted

Liability of Merchant When He Signs an Order — The Frequency of Scale Inspection and Penalty—Glycerining Eggs for Making Old Eggs Look Fresh—Change From Credit to Cash.

CASE OF A SIGNED ORDER.

Editor Canadian Grocer,—Kindly answer in next issue of The Canadian Grocer :

A orders goods from B to be shipped at future date, and A signs orders.

A cancels order 2 weeks before shipment; can B compel A to accept goods if shipped ? H. T. A.

Kincardine, Ont., Feb. 24, 1910.

Answer—The construction placed upon this by business men is that since A signs the order he can be compelled to accept the shipment providing the goods are according to sample or representation. If such a contention were made then it would be a matter for either arbitration or for the law courts to decide.

SCALE INSPECTION.

Question—Will you kindly let me know in your next issue how often scales have to be inspected, the cost of inspection, the penalty attached to a breach of the Weights and Measures Act and whether the Inland Revenue Department should fix them or not ?

Toronto, March 2, 1910. M. W.

Answer—The Inland Revenue Department states that scales are inspected every two years with the exception of coal and public weigh scales, elevator scales and all spring scales which are inspected annually. Anyone can demand that a scale be tested by the Department at any time, but in the event of the scale being found correct the party who laid the complaint is obliged to pay the cost of inspection. When a scale is found incorrect a "rejected" card is placed on it which reads : "This weight measure or weighing machine must be repaired and submitted for inspection before being used for trade purposes."

The cost varies from 50 cents up according to the capacity of the scale.

Section 25, Weights and Measures Act reads : "Every person who uses or has in his possession for use, in trade, any weight, measure, scale, balance, steelyard or weighing machine, which is false or unjust, shall incur a penalty not exceeding twenty-five dollars and not less than ten dollars, or, in the case of a subsequent offence, of fifty dollars ; and any contract, bargain, sale or dealing made by the same shall be void ; and the weight, measure, scale, balance, steelyard or weighing machine shall be forfeited, and shall be forthwith seized as being so forfeited."

The Inland Revenue Department does not fix scales.

GLYCERINING EGGS.

Writing from Ashcroft, B.C., a firm of general merchants desire to know something about how eggs are glycerined and why.

Answer—The solution used for glycerining eggs, according to an experienced egg handler, is Muriatic Acid and water —one part of acid to 90 parts of water being used. This solution is used for the purpose of making old eggs look fresh, as it absorbs all the dirt on the shell making it rough, and opens the pores so that the eggs appear to be newly laid. If an egg is left in this solution over night, the shell will have disappeared by morning, as it eats up the shell rapidly. The glycerine solution, therefore, does not preserve the quality of the egg, but simply makes the egg look newer. The egg is only dipped in the solution for a second and then taken out again.

FROM CREDIT TO CASH.

Editor Canadian Grocer,—A short time ago in acknowledging a remittance from us you asked if you could be of any service to us, and taking advantage of your kind suggestion we would wish to have an expression of opinion or advice in regard to a problem with which we are now wrestling, viz. the change of our business system from that of credit to cash. Through experience and the medium of your valuable trade journal, you no doubt have come in contact with many other business men who deemed it necessary to effect this same change, and an expression of opinion would be thankfully received and highly appreciated.

Without taking up too much of your valuable time permit us to place our position before you as clearly as possible.

Our village is situated on an Island in Quebec, eight miles distant from the town of ——, and nine miles distant from —— Station, the terminal of the —— branch of the C.P.R. Thus you see we are lacking in railway communication. It might be well to mention also that communication with the first named town from this island is established during summer by means of a ferry-boat (upon which a return fare of 15c is charged) while in winter the crossing is always safe over the ice.

Our store is centrally located in a prosperous farming section embracing four townships, and, while after beginning business with a small capital we have succeeded in nine years in attaining to a turnover of $30,000, we feel that we could easily double this amount if we could retain the one-fourth of the business transacted in —— by our farmers to-day. The large centre, of course, is always an attraction to people, the market is there and a large assortment of goods with presumably "better" prices. The "better" prices are usually higher prices for these merchants have very heavy expenses for rent, help, taxation, etc. ; nevertheless it is difficult to convince customers that they can buy cheaper in the smaller places. To divert any portion of this trade we recognize the fact that attractive prices must be offered and under the credit system it is difficult. How then to change to a cash basis without losing too many customers at once, is the problem which confronts us.

Customers, whose annual accounts average $200 to $300 and are promptly settled, cannot be set aside without any consideration. It would appear almost as business suicide to do so. Provision for these is the chief point of difficulty in changing to a cash basis. At one time we had thought of lending them money, and taking their notes with interest, but abuses would likely creep in here, the money might be used for other purposes, and we would eventually become mere moneylenders. Here is the particular point upon which we would be pleased to have an opinion and advice from you.

Another point, after effecting the change, what would be the system of advertising to be adopted. Having no newspaper medium, how could we best spend our money to attain results from the advertising which we know is most essential to the conduct of a live and up-to-date business.

GENERAL MERCHANTS.

The above letter from the "General Merchants," comes from Quebec province. The request is one on which it would be difficult to give advice which upon trial would be sure to prove absolutely correct. A business expert would have to personally look over the ground, because to understand such a situation knowledge of the public served by this store would be necessary. However, the following advice from an experienced grocer and general merchant who has been in the business for more than 30 years and who has made a close study of such matters should prove beneficial to "General Merchants," whether they adopt his recommendation or not.

He writes : "His condition is rather a peculiar one, and yet it should not be as difficult to arrive at the proper solution of the problem as under ordinary conditions. Being situated on an island may have influences with which I am not familiar, but I fancy that the necessity of crossing on a boat in the summer and over the ice in the winter should be in his favor, unless the trip on the boat is considered from a pleasure standpoint worth the fare of 15c. He is doing a very good business now and his object in changing for credit to cash is not that he needs the money, but to enable him to sell cheaper and to use a strong talking point. But even now, according to his statement he is in a position through lower expenses to sell cheaper than his competitors in a more expensive town. This would indicate that it is not altogether the bargain end of it that takes any of his customers to the larger towns. They may have friends there, or connections which they do not like to sever, and to cut prices for the purpose of gaining their trade may stir up an opposition feeling.

"If, by changing from credit to cash, he runs the risk of losing some $200 and $300 yearly customers, it is rather a dangerous thing to attempt, but if the attempt is to be made it should be done very carefully. Before taking this step I would advise him taking all reliable customers into his confidence and ask them for their opinions. If his case is properly presented to them his friends should fall in with his own idea and support him. In considering this point he should be very careful not to impress them with the idea that he is doing this to keep the people from go-

ing to the larger towns, but that he does it solely for the purpose of giving his own customers still better service.

"As a rule a credit customer will give him more of his trade during the year than if he paid cash and if he does not get the credit accommodation, he might considerably reduce his purchases. Personally I never like to encourage a credit business, but under the circumstances, I think he should move slowly and rather educate his customers to the cash system than to force them into it.

Lending money in the way he suggests has been tried, but always, so far as I am aware, led into trouble. Not having a local paper, his only way to advertise is by circular. I would advise a judicious use of the circular in placing before the farmers the reasons why the merchant is in a favorable situation to sell cheaper than in the towns. Whenever I could I would compare prices showing that mine were equal to the others if not better.

TORONTO MARKET GETS GOOD CURRANTS.

Statement That the Contrary is the Case is Refuted.

Editor Canadian Grocer,—We read with some interest the letters headed "Why quality was poor," in your issue of January the 21st and Feb. 18th, relerring to the quality of currants shipped to the Canadian market. Your readers would be in a position to judge on what authority the many wild statements, contained in these letters, were made if the writers had subscribed their signatures.

Our object in writing this letter is to rcfute thc impression—at least as far as Toronto market is concerned—that it is the rule for importers to buy lowest grades of currants, and from prcference, or in ignorance, deal with irresponsible shippers. Our experience is exactly the contrary. It may be true that competition forces some importers to buy low grade fruit at a low price, but of late ycars this has become the exception rather than the rule.

We have no desire to use your columns to get free advertising for our principals in Patras, and will not mention them by name, but as the trade, wholesale and retail, recognise them as amongst the largest and most reputable in the currant business, their deliveries made during the past six months amounting to over 12,000 half cases can be taken as some criterion of what grades are in demand here. Over 75 per cent. of the whole, comprised high grade fruit from the Patras, Gulf, and Vostizza districts, and of the remaining 25 per cent. of Filiatra fruit, the greater part was a selected grade on which a premium of at least 6d. per cwt. over the market price was paid. We can to-day buy in Toronto for either of your correspondents, currants of the vcry highest grades and as good as can be procured in London or anywhere else in the world.

That success in the currant business is reached by selling high grade fruit, and not by catering to buyers for price, is demonstrated by the fact that the firm in Toronto which imports the largest quantity of currants, confines its business almost entirely to grades of fruit higher than the ordinary Filiatra, and is selling an ever increasing quantity of the highest of high grade, and high price fruit—the shade dried Vostizza. The same firm cleans all its own fruit and has a plant designed and built by itself second to none in the world.

To some retail grocers all currants look alike, taste alike, and they fondly believe, sell alike. The same grocer applies the same principals to everything he handles—so that this is not peculiar to the currant business—and fortunately bankruptcy has reduced the ranks of such men, to a very small number.

As in every other business, the importer of currants in Canada has occasionally been the victim of the unscrupulous exporter. However, "once bitten twice shy," and when an English dried fruit dealer visited Toronto last summer and in his efforts to make sales for a certain firm of Patras shippers, denounced almost without exception every other firm in the currant business, he was guilty of a tactical error and learnt to his discomfiture, that the firm for whom he was trying to do business had previous to four years ago made sales in Toronto, but a number of unpaid claims made a second advent into the market, in this generation, impossible. Knowing this, makes the unsigned letter you publish in your issue of the 18th of Feb. from London, England read like a joke, or something akin to it. Some of our London friends who pay this market a visit, are surprised that benighted "colonials" should deal direct with the source of supply, when we have the privilege of buying through London, by simply paying 3d or 6d per cwt. in insurance (or profit.)

Your correspondent in thc hurried calls, which the business obtainable, warranted his making, evidently did not stop to get full and accurate information as to conditions here. Toronto importers do not purposely deal with shippers unknown to thc trade—they have the opportunity of doing business, through the medium of able and responsible brokers, direct with almost every reputable shipper of currants in Greece, and from our personal knowledge they avail themselves of the opportunity.

C. L. MARSHALL & CO.
Toronto, Feb. 28, 1910.

APPLE SHIPPERS' LOSSES.

A Disastrous Season for Some Nova Scotia Men.

Halifax, N.S., March 3 —The past season was in some respects a disastrous one for the apple shippers of Nova Scotia. The speculators and some of the growers who shipped their own fruit lost large sums of money. The heaviest losses were incurred early in the season, and were due entirely to the poor quality of the fruit. The applcs in many cases were not matured and were rushed on the market in this condition. Then later on some of the apples arrived in poor shape, while othcrs were improperly packed. All these conditions assisted in hammering down the prices, and it was a long time before the market recovered. It is stated that somc of the shippers lost sums of money ranging from $10,000 to $20,000 in the early dealings.

When the better grade of fruit was marketed later there was a general improvement in prices, and thc latest reports received here are that apples are now in good demand and that even higher than the prevailing prices are expected. The shippers who met with losses early in the season now have hopes of evening up to some extent.

CANNERS NOT IN MERGER.

First-hand Information From the Independent Canners Themselves.

In view of the interest centred in the names of the firms who are and who are not in the canners' merger, The Canadian Grocer has secured an authentic list of those who were not taken in. To obtain this list a letter was sent to the various independent canners—or they were personally seen—asking them whether or not they were in the merger.

The following were written :

Alvinston Canning Co., Alvinston, Ont.
Belleville Canning Co., Belleville, Ont.
Burlington Canning Co., Burlington, Ont.
Bloomfield Packing Co., Bloomfield, Ont.
Farmers' Canning Co., Bloomfield, Ont.
Exeter Canning & Preserving Co., Exeter, Ont.
Essex Canning Co., Essex, Ont.
Ingersoll Canning & Preserving Co., Ingersoll, Ont.
Wm. Fretz, Jordan, Ont.
London Canning Co., London, Ont.
Meaford Canning Co., Meaford, Ont.
Napanee Canning Co., Napanee, Ont.
Newbury Canning Co., Newbury, Ont.
North Port Canning Co., North Port, Ont.
Bishop Bros., Niagara-on-the-Lake, Ont.
Niagara Falls Canning Co., Nigara Falls, Ont.
Oshawa Canning Co., Oshawa, Ont.
Old Homestead Canning Co., Picton, Ont.
St. Thomas Canning Co., St. Thomas, Ont.
Thamesville Canning Co., Thamesville, Ont.
Tilbury Canning Co., Tilbury, Ont.
Fraser Canning Co., Wallaceburg, Ont.
Lakeside Canning Co., Wellinton, Ont.
A. A. Morden & Son, Wellington, Ont.
Stoney Point Canning Co., Stoney Point, Ont.
Port Milford Packing Co., Port Milford, Ont.
Chas. Black, Silver Lake, Ont.

The replies to the query came as follows :—

Alvinston Canning Co.—No.
Burlington Canning Co.—No.
Bloomfield Packing Co.—Mr. Grant will give you this information.
Farmers Canning Co.—No.
Exeter Canning & Preserving Co.—No.
Essex Canning Co.—Not in a position to give definite information.
Wm. Fretz.—No.
London Canning Co.—No.
Bishop Bros.—No.
Niagara Falls Canning Co.—Yes.
Oshawa Canning Co.—No.
St. Thomas Canning Co.—Not decided.
Thamesville Canning Co.—No.
Fraser Canning Co.—No deal completed.
A. A. Morden & Son.—No.
Stoney Point Canning Co.—No.
Port Milford Packing Co,—Not fully ; they have our option.

The Canadian Grocer

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JOHN BAYNE MACLEAN - PRESIDENT

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SWITZERLAND—
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Subscription, Canada and United States - $2.00
Great Britain, 8s. 6d. - - Elsewhere, 12s.

PUBLISHED EVERY FRIDAY

FEW STORAGE EGGS LEFT.

From all appearances there is not going to be any serious hold-over in storage eggs. Evidently the cold storage men last year figured the situation nicely in trying to make both ends meet, and this week, so far as the large egg packers in Toronto are concerned, will see the finish of the storage eggs.

One dealer on Wednesday morning had but one case left, while another had only five left. This does not include quantities of limed eggs used by bakers extensively, but the regular cold storage eggs for household purposes. Bakers prefer the limed egg on account of its high beating qualities.

New-laids are now coming in rapidly and if mild weather continues, jobbers will have sufficient quantities to supply the demand. Should cold weather set in and be prolonged, supplies could be easily rushed in from the United States to equalize the demand. In fact, a few carloads of United States eggs are in now or on the way.

There is no reason, therefore, to believe that eggs will change in price a great deal one way or another.

Strictly new-laids are practically the same price as at this time last year, probably a little firmer now, while cold storage are also quoted about the same.

PROFIT FROM MILK SCARE.

Now that there is so much talk about impurities in milk supplies, a splendid opportunity is furnished retailers to advance the sales of condensed milk, powdered milk, etc.

They are in a position to unhesitatingly recommend this milk as being absolutely free from contamination in view of the system of manufacture, the source of supply and the general care exercised by the manufacturers.

The present, therefore, is an opportune time for window displays of condensed, evaporated and powdered milk, backed up by window cards, price tickets and a few good straight talks in the local papers. It's the wideawake merchant in such a case who reaps the reward.

And it's an ill wind that blows nobody good.

CANADA AND THE U. S. TARIFF.

The maximum tariff under the Aldrich Payne Tariff goes into effect in the United States, March 31st. This tariff is levied against all countries which are held by the administration to accord more favorable terms to the imports of any other country than to those of the United States.

Just where Canada will stand when the maximum tariff goes into effect is so far unknown. Any doubt is due to the British preference. During the early stages of the discussion of the tariff bill in Congress, it was understood, semi-officially at least, that the preference which Canada gave to the mother land would not be considered a discrimination against the United States. Nothing can be taken for granted, however, until the negotiations at present under way are concluded.

Another feature, which creates some doubt as to what the attitude of the United States is, is the Canadian-French treaty, which went into operation Feb. 1st. The effect this treaty may have is made doubly uncertain by the fact that the United States and France are not now on particularly amicable terms in tariff matters. Commercial peace has just been assured between Germany and the United States, but the outcome of the negotiations now pending with France are problematic.

One favorable condition is the attitude of President Taft. He has more than once signified his desire for friendly commercial relations with Canada. He is evidently sincere in this, but political influence may be brought to bear in the other direction. The commercial and financial interests in the United States, however, are opposed to the maximum tariff being levied against Canada. They know that Canada is the third largest customer the United States has, and that last year, although the total exports of the States last year decreased by 1.4 per cent., exports to Canada increased 19 per cent. Great Britain is the heaviest buyer, Germany second, with Canada a close third, and France the fourth in order, considerably down in the list as far as the value of purchases is concerned.

Canada purchases more from the United States every year than the whole of Central America, Mexico and the West Indies combined. In fact, it is necessary to include also the exports to China and Japan in order to create figures sufficiently large to compare with the exports to Canada.

Should the maximum tariff, which imposes an additional 25 per cent. on the regular tariff, go into force against Canada, there will certainly be reprisals on the part of Canada. Her weapon is the 33 1-3 per cent. surtax, which would certainly be employed.

The so-called balance of trade is already largely against Canada. We now buy from the United States double the quantity of merchandise they buy from us. In other words, last year we purchased $182,600,000 worth of merchandise from the States, while their purchases from us amounted to $92,600,000.

It is scarcely likely that the United States will be in a hurry to levy the maximum tariff against Canada, and Canada meantime is standing firm.

NOT WATCHING HIS BUSINESS.

The necessity of looking closely after the leaks in the business is well exemplified by the recent experience of a salesman for a well advertised food product. He was in the office of a wholesale grocer, and was "called down" because the volume of the distribution of his goods was less than the corresponding period a year ago.

"How do you know that" the salesman inquired.

"Well, I do not seem to see as much of them going out as I used to." Then the salesman went to his office and looked over his records. The result showed an increase of between 30 and 40 per cent.

"Never would have believed it," the jobber said, "but if you tell me it is true from the records I am willing to take your word for it."

Thus it is often that merchants who are supposed to keep in close touch with what is going on are careless in making statements such as is noted above. The merchant who leaves the details to his men and devotes his time and energies to finding the leaks in his business and how this and that is moving, and at what profit, is more than likely to be the man who will make the best success.

OLD EGGS MIXED WITH NEW.

The troubles that dealers have with fresh and stale eggs are many. The other day one of them who handles eggs extensively called the attention of some bystanders to a particular case.

"See here," he said, "this is the trouble we are up against. These eggs were sent in as fresh with a letter that the shipper must have not less than 29 cents per dozen, and fully one-third are bad and scarcely any are fresh eggs."

This is the time of the year when there are all sorts of troubles of this kind. Farmers have a portion of their winter supplies of eggs yet and when the hens begin to lay, they mix the old eggs with the fresh and send them to their stores. The merchants take them as new laid without examining them and send them along to the dealer.

This is considered to be one of the worst kinds of stealing and as the farmers are not by any means all dishonest, it is unfair to the honest ones that this is tolerated.

Country merchants are often afraid to find fault with the produce their customers bring in, but they forget that they are doing an injustice to those who are honest.

It is an easy matter at this time of the year to candle all the eggs that come to a store, and if the farmers knew that this is being done, the trouble would at once cease. Farmers are looked after and are being heavily fined for fraud in packing apples and adulterating milk. In milk there is always some chance of a mistake. Some cows produce much poorer milk than others, so that the man supplying poor milk may be suspected of watering it, but in eggs there is no excuse whatever. It would appear that any one who mixes old eggs with new laid, does it for the purpose of cheating, and as he can so easily be detected, some definite steps should be taken to have the practice eliminated.

A PROFIT OF 5100 PER CENT.

From a letter appearing elsewhere in this issue, written by a Chilliwack, B.C., merchant, a proof of the safe investment that The Canadian Grocer is to subscribers is well exemplified.

He writes that he gets enough hints from each number to pay for a year's subscription.

What does this mean? It means that every issue is worth at least $2 to him. Therefore, after paying his annual subscription he has at least made $102 during the year out of The Canadian Grocer. Hence on an outlay of $2 his profits are $102, or 5100 per cent.

Is there any other investment a grocer can make which will bring him such returns? A safe answer is that there is not. All that is required is a careful perusal of the paper from cover to cover every week. The suggestions are there if the reader cares to utilize them.

THE CAT ON THE COUNTER.

The cartoon in last week's issue on "Things That Shouldn't be," has aroused considerable interest from readers, including retailers, travelers, jobbers and manufacturers.

The cat upon the counter where foodstuffs are occasionally left open does not by any means denote cleanliness. It is unsanitary and "shouldn't be."

A traveler is the authority for the statement that cats are too often allowed to roam about the store. He says that not long ago he went into a grocery store where he found a cat lying in the window and actually sunning itself on a box of figs, while still another was licking the knife used for cutting bacon.

It is to be regretted that such should be the case in a twentieth-century grocery store. It is something that should be eliminated. No scientific merchant would allow it.

INSURANCE FROM ANYWHERE.

Merchants and manufacturers will be interested in knowing that the Committee of Fire Insurance Premium Payers, who have been fighting the Fire Underwriters' Combine before the Banking and Commerce Committee of the Senate at Ottawa, have been successful in preventing the adoption of the amendments desired by the insurance underwriters, whose requests, if granted, would have practically compelled every person desiring insurance to place their insurance with the so-called Canadian companies, who have established headquarters in Canada, but whose stock is mostly held in Great Britain or foreign countries.

The Premium Payers' Committee were ably represented before the Senate Committee and were able to show the Senators that the establishment of an insurance monopoly would be injurious to all branches of mercantile industry throughout Canada.

After discussing section 139, which provided that a firm may go outside the country for fire insurance by paying 15 per cent. on the premiums, Senator Dandurand said there were many principles involved. The first was, shall citizens be allowed to freely insure in unlicensed foreign companies? This question the committee unanimously answered affirmatively.

The next question was, shall all unlicensed fire companies be prohibited from having representatives in Canada to solicit insurance or from soliciting directly or indirectly? The committee gave a unanimous affirmative answer to this also.

The third question was, shall the person or firm going outside be taxed to a certain extent to help maintain the insurance department? The insurance men wanted this, but the committee by a very large majority decided that there shall be no tax for going outside.

The fourth question was, shall the insured who goes outside Canada be obliged to send annual returns as to the amount of insurance placed? This was answered in the affirmative.

The matter now goes back to the House of Commons, where it is possible that the insurance underwriters will renew their fight. After winning such a victory in the Senate, however, the Premium Payers are likely to again carry their point in the Commons.

CREAM OF TARTAR IMPROVED.

A recent bulletin issued by the Inland Revenue Department at Ottawa on Cream of Tartar inspections shows that 85 per cent. of the samples collected were genuine. Of this number, 50 samples, or nearly 24 per cent. of the entire collection, reach the standard of purity of 97½ per cent. named in the British Pharmacopoeia. Of genuine samples which fail to reach this high standard, only 16 fall below 90 per cent. purity, and 3 below 88 per cent. of purity. The lowest percentage of purity found in any genuine sample is 86.

Cream of tartar has been inspected on several previous occasions, and it is interesting to note a general improvement in the quality.

The adulterants to be found in it are alum, acid phosphate of lime, and mixtures of these with starch.

Chief Analyst A. McGill states that this cannot but be regarded as a fraud when the mixture is sold as cream of tartar.

"Some of the substitutes," he says, "are possibly unobjectionable on the score of healthfulness, and their efficiency in bread-making may be granted. They are, of course, intended to be sold at a lower price than cream of tartar. It will be seen by referring to the present report, as well as to previous reports, that the retail price of cream of tartar seems to vary from 30 to 40 cents a pound. It will be noted that very few of the substitutes for cream of tartar are offered at a lower price than this. If cream of tartar substitutes, or so-called compound cream of tartars, are legally recognized, it can only be on condition of their being distinctly labeled to conform with section 24 (d) of the Adulteration Act."

Suggestions for Writing Effective Ad. Copy

The Displaying of Type Also a Subject for Thought — Value of convincing Talks—Confusion of Articles Tends to Prevent Ad. From Being Read Carefully.

The subject of advertising is now an important one in view of the approach of the Easter season when so much advertising is usually done.

Grocers should therefore take extra pains with their ad. copy in order to obtain the best possible results and a few suggestions from advertisements from Canadian and Newfoundland papers should prove both interesting and valuable.

We Believe That Every Housekeeper Wants the Best Especially if it Doesn't Cost Any More

Now we want to make this fair offer to any person not already using our delicious blend of Coffee.

Buy a half pound or pound, use it three or four times, then if you do not think it is the best coffee you ever used we will take it back and refund the full purchase price.

The well-known fact that we have the largest coffee business in the city and that we pay more for our coffee beans is the best proof that our blend is what we claim for it. The best sold in London. Our price ..... 40c pound

Choice Smelts, Haddies, Bloaters and Loch Fyne Herrings.

Select Oysters

The largest and finest Oysters we can buy. Per pint..... 38c
Per quart 75c

California Prunes

We handle the best grades in 2 sizes. Now is the time to enjoy them; 2 and 3 pounds for 25c

Our Big Special Bottle of Manzanilla Olives

The biggest value in the city. Each bottle contains from 80 to 90 good-sized Olives. A bottle ... 25c

California Ripe Olives

Bottles 20c
Large Tins 45c

Choice Rhubarb, Radishes, Green Onions, Lettuce, Parsley, Spinach, Saisify, Artichokes, Spanish Onions; etc.

Your telephone orders will be carefully taken and promptly filled.

THREE PHONES:
Dundas Street, 3051 and 3052.
South London 969.

T.A. ROWAT & CO

A Well-Written Retailer's Advertisement.

The T. A. Rowat & Co.'s ad. is a good one. The fine display lines in the introduction made a splendid opening sentence, but they might have been made more effective if the last three of them had been displayed in smaller type. The talk is convincing and should command attention. The panel announcing choice smelts, haddies, bloaters, etc., would possibly have been more effective had some prices been quoted since the present is an ouportune time to call attention to fish. The method of displaying the type and prices from the panel down is good, being attractive and not confusing.

The McLaurin & Dow ad. from a Fort William paper denotes alertness on the part of the proprietors, in view of the present investigations into the supply of milk in Ontario and the value of condensed milk.

The general appearance, however, might have been improved. The display type used for the word "milk" is scarcely necessary and the ad. is on the whole a little confusing. For instance the copy writer begins by comparing milk with beef extract. One would naturally expect to see more light on this comparison later on, but no further mention is made of it. Also attention is called to the presence of a chemical used for embalming the dead, but no further use is made of this outside of the fact that formaldehyde is mentioned as being present in milk samples.

Here is a suggestion for this ad. :

A LITTLE TALK TO USERS OF MILK.

The value of milk as a food is determined by the amount of butter fat it contains. Thus the following comparison of the percentages of butter fat found in ordinary bulk milk with those in standard brands of Condensed Milk will interest you. (M. H. O. report and government statement should be inserted here).

You will note that the Condensed Milks contain twice the amount of butter fat. Besides this they contain also a certain amount of sugar which is, in itself, a nutritious food. And, note this : In the ordinary milk there were signs of formaldehyde—a drug used in preserving dead bodies. Which are you using—ordinary adulterated milk that is weak in butter fat or pure milk that is strong in butter fat ?

A LITTLE TALK TO USERS OF

Milk

In the first place pure milk is more nutritious than beef extract, and is the best known food for children. We wish to call your attention to the following comparisons and leave it to your own good judgement whether you would prefer to feed your children on adulterated milk preserved with a poisonous chemical they use for embalming the dead or on pure milk with simply pure cane sugar added for a preservative.

Local Milk Dealers' Dope

M. H. O. REPORT, FEB. 17, 1910.

	Fats	Formaldehyde in
Sydney Dairy	3 p. c	Present
McCarthy	—	Present
L. O. Thompson	3p. c	Present

Comparative Government Analysis on Condensed Milk.

Sweetened	Percentage	Unsweetened	Percentage
Brand "Export," fat	8.25	"Jersey Cream," fat	8.08
Brand, "Silver Cow," fat	7.64	"St. Charles Cream" fat	7.10

The value of Milk is determined by the amount of butter fat it contains. Thus you will note more than twice the percentage of fat in the Canned Milk, besides the sugar which also contains nutriment over the local dope sold as milk.

Today's prices—Milk, 10c per tin; Cream, 3 tins for 25c.

McLAURIN & DOW

Phone 7 "Imperial Grocers" 402 Victoria Ave

An Appropriate Ad. Which Might Easily Have Been Made More Effective.

A little too much space is occupied by the name and address in the Windsor Grocery Co.'s ad. from a Victoria, B.C., paper. Had a portion of this space been used at the top descriptive of the honey and buckwheat, and their value on cold mornings the copy might have been more effective.

Honey and Buckwheat Flour

Just What You Need These Cold Mornings.

HONEY IN PINT JARS, each.....30¢
HONEY IN QUART JARS, each.....60¢
BUCKWHEAT FLOUR, per package, 25c and.....35¢
ORANGES, 2 dozen for.....25¢
Or, per box, any size.....$2.00

THE WINDSOR GROCERY COMPANY

OPPOSITE POSTOFFICE. GOV'T STREET

An Ad. in Which a Little Too Much Space is Used by the Name and Address.

Z. Hebert, of Hudon, Hebert & Co., Montreal, has returned from Europe.

C. A. MacMillan, treasurer Sugars & Canners, Ltd., has left Montreal on an extended trip to Western Canada, by way of St. Louis and Kansas City. He is accompanied by Mrs. MacMillan.

The Markets—Sugar Takes Another 10 Cent Jump

This Makes a 25 Cent Advance in Two Weeks — Good Deal of Speculation in Primary Markets and in New York—Visible Supply of Raws Show Decline in Camparison to Last Year—Molasses Firmer in Sympathy With Sugar Market—Brazil Nuts Cleaned Up—Evaporated Apples Attracting Some Attention.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Sugar—Strong market.
Canned Vegetables—Good demand.
Japan Teas—Lower.
Grenoble Walnuts—Higher.

Montreal, March 3, 1910.

Firmness characterizes the majority of grocery markets this week. There have been no important advances, but a few fluctuations being observable. Sugar is upward in tendency, as a result of a continuation of the drought in Cuba, and firm advices from foreign markets. Canned vegetables are in good demand, all lines, but other tinned foodstuffs are not moving freely. French peas have been reduced greatly, owing to the French treaty. Some lower grade Japan teas are offering at attractive prices. Syrups and molasses are experiencing the usual good Lenten demand. Green cod is very scarce. Grenoble walnuts are higher.

Business generally is satisfactory, with the outlook very good.

Sugar.—A firm market rules this week with another advance expected. Buying is naturally restricted in anticipation of higher figures, which seem especially likely in view of bullish news from the London market and a continuance of the drought in Cuba. Cane, beet and raw sugars have all been advanced in London.

[Editorial Note]—Since the above report was prepared, sugar made another advance of 10 cents, and the prices now rnling are as follows:

Granulated, bags	5 05
" 20-lb. bags	5 15
" Imperial	4 80
" Beaver	4 80
Paris lump, boxes, 100 lbs.	5 85
" " " 50 lbs.	5 95
" " " 25 lbs.	6 15
Red Seal, in cartons, each	0 45
Crystal diamonds, bbls.	5 85
" " 100 lb. boxes	5 85
" " 50 lb. "	5 95
" " 25 lb. "	6 15
" " 5 lb. cartons, each	0 37½
Extra ground, bbls.	5 50
" " 50-lb. boxes	5 70
" " 25-lb. boxes	5 90
Powdered, bbls.	5 30
" 50-lb. boxes	5 45
Phoenix	4 95
Bright coffee	5 00
No. 3 yellow	4 60
No. 2 "	4 80
No. 1 " bags	4 65

Bbls. granulated and yellow may be had at 5c. above bag prices.

Syrups and Molasses.—Lenten demand for syrups and molasses makes business in these two lines quite as brisk as usual at this time of year, while the lower figures quoted for the latter are responsible for larger sales.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 36	0 38
" " " barrels	0 39	0 41
" " " half-barrels	0 41	0 43
New Orleans	0 27	0 28
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls.		0 03¾
" ¼-bbls.		0 03½
" 38½-lb. palls		1 80
" 25-lb. palls		1 30
Cases, 2-lb. tins, 2 doz. per case		2 50
" 5-lb. " 1 doz. "		2 85
" 10-lb. " ½ doz. "		2 75
" 20-lb. " ¼ doz. "		2 70

Tea.—More movement in Japan teas is noted this week, there being still some lower grade lots offering at attractive prices. High grade Japans are practically exhausted, as far as first hand supplies are concerned. Buyers are even now looking forward to early new crop arrivals. Other teas are about the same. Prices are steady.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 25	0 28
Good common	0 21	0 23
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Coffee.—A fair business is being done at unchanged figures.

Mocha	0 18½	0 25	Santos	0 14	0 17
Rio, No. 7	0 10	0 12	Maracaibo	0 15	0 18

Spices.—The situation in spices is unchanged.

	Per lb.			Per lb.	
Allspice	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20
" ground	0 15	0 19	Mace		0 75
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 22
Cream of tartar	0 23	0 32	" white	0 22	0 29

Dried Fruits.—Considerable interest continues to be displayed in the devastation scheme of the Greek Government. The fact that the authorities are willing to reimburse the growers to the extent of two or three millions of dollars to place the currant exporting business on a firm basis commands great interest, and further developments will be awaited with pleasurable anticipation, to say the least. Sultana raisins are strong, with demand for this grade, and most others rather inactive, but showing some signs of improvement. Prunes are inquired for a little more frequently, too. Better quality raisins are in lower supply weekly.

Currants, fine filiatras, per lb., not cleaned		0 05¾
" " " cleaned		0 06¾
" Patras, per lb.	0 07½	0 08
" Vostizzas, per lb.	0 08	0 09
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
Old seeded raisins		0 06
California, choice seeded, 1-lb. pkgs		0 07
" fancy seeded, 1-lb. pkgs		0 09
" loose muscatels, 3-crown, per lb	0 07½	0 08
" 4-crown, per lb	0 08½	0 09
" sultana, per lb	0 07½	0 10
Valencia, fine off stalk, per lb		0 05
" select, per lb		0 06¾
" 4-crown layers, per lb		0 06¾

Nuts.—Grenoble walnuts are higher this week, an advance of ½c having taken place. Peanuts continue in demand, but business in nuts generally is not large.

In shell—		
Filberts, Sicily, per lb		0 13
" Barcelona, per lb		0 10½
Tarragona Almonds, per lb	0 12	0 13
Walnuts, Grenobles, per lb	0 12½	0 14
" Marbots, per lb		0 12½
" Cornes, per lb		0 11½
Shelled—		
Almonds, 4-crown selected, per lb	0 32½	0 35
" 3-crown " "	0 31½	0 33
" 2-crown " "		0 30
" (in bags), standards, per lb	0 26	0 27
Cashews	0 15	0 17
Peanuts—		
Spanish, No. 1		0 12
Virginia, No. 1	0 13	0 15
Pecans, per lb		0 65
Pistachios, per lb		0 75
Walnuts—		
Bordeaux halves	0 23	0 30
Brokens	0 23	0 27

Evaporated Apples.—An improvement in demand this week is noticeable, but there has been no change otherwise.

Evaporated apples, prime	0 08	0 08½

Beans and Peas.—Peas are easier in feeling, though no price reductions are reported. Stocks are larger than usual, and lack of export demand has caused some anxiety in certain quarters. Beans are fairly firm. Demand for both lines is normal.

Ontario prime pea beans, bushel	2 15	2 20
Peas, boiling, bag		2 50

Rice and Tapioca.—Lower prices have stimulated demand for rice, and wholesalers give encouraging reports of sales. Tapioca is featureless.

Rice, grade B, bags, 250 pounds	2 75
" " " 100 "	2 75
" " " 50 "	2 75
" " pockets 25 pounds	2 85
" " ½ pockets, 12½ pounds	2 95
" grade c.c., 250 pounds	2 65
" " 100 "	2 65
" " 50 "	2 65
" " pockets, 25 pounds	2 75
" " ½ pockets, 12½ pounds	2 85
Tapioca, medium pearl	0 04½ 0 04½

CANNED GOODS

MONTREAL—Owing to the French treaty, peas from France are reduced to a marked extent, declines running all the way from $1.50 to $2.50 a case, thus making the price of these goods within the reach of a much larger class. All canned vegetables are in strong demand at present, tomatoes, corn and peas being particularly brisk. Canned fruits are quiet, while fish is moving slowly. Salmon is in fair demand, rather an exception, while lobsters are slow, with stocks very small.

Peas, standard, dozen	$1 05
Peas, early June, dozen	1 07½ 1 10
Peas, sweet wrinkled, dozen	1 10 1 12½
Peas, extra sifted, dozen	1 52½ 1 60
Peas, gallons	3 87½ 3 92½
Beans, dozen	0 85
Corn, dozen	0 80 0 82½
Tomatoes, dozen (Ontario and Quebec)	0 82½ 0 90
Strawberries, dozen	1 37½ 1 40
Raspberries, 2's, dozen	1 75
Peaches, 2's, dozen	1 65
Peaches, 3's, dozen	2 65
Pears, 2's, dozen	1 60
Pears, 3's, dozen	2 30
Plums, Greengage, dozen	1 50 1 55
Plums, Lombard dozen	0 95 1 00
Lawtonberries, 2's, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb talls, per dozen	1 87½
½-lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 02½
Other salmon—	
Humpbacks, dozen	0 95 1 00
Cohoes, dozen	1 35 1 40
Red Spring, dozen	1 60 1 65
Red Sockeye, dozen	1 85 2 00
Compressed corned beef, 1s	1 50
Compressed corned beef, 2s	2 70
English brawn, 2s	3 00
Boneless pigs' feet, 2s	3 00
Ready lunch veal loaf ½s	1 20
Ready lunch veal loaf 1s	2 35
Roast beef, 1s	1 50
Roast beef, 2s	2 70
Stewed ox tail, 1s	1 60
Stewed kidney, 1s	1 50
Stewed kidney, 2s	2 65
Minced collops, 1s	1 40
Minced collops, 2s	2 50
Corned beef hash, 1s	1 60
Corned beef hash, 2s	2 80
Jellied hocks, 2s	3 50
Jellied hocks, 6s	10 00
Paragon ox tongue, 1½s	7 50
Paragon ox tongue, 2s	8 50
Paragon ox tongue, 2½s	9 50
Paragon lunch tongue 1s	4 00
Tongue lunch, 1s	3 00
Sliced smoked beef, ½s	1 60
Sliced smoked beef, 1s	2 60

TORONTO—There is nothing of an exciting character in the canned goods market. Peas are in small compass and are worth just double what they started at the opening of the season. This leaves a small profit to sell them at 10c each. If grocers would take advantage of prices when they come their way, they should sell their peas at a profit on the present cost. It is the general opinion that all kinds of canned goods will at least hold their own, with a chance of advances on some lines.

Beans	0 85	0 90	Red pitted cherries, 2's		1 75
Corn	0 80	0 85	Gallon apples	2 45	2 75
Peas	1 10	1 60	Bartlett pears—		
Pumpkins	0 80	0 85	Heavy syrups, 2's		1 65
Tomatoes, 3's	0 80	0 85	Light " 2's		1 15
Strawberries, 2's	1 40	1 50	Heavy " 3's		2 40
Raspberries, 2's	1 60	1 67½	Light " 3's		1 70
Peaches, 2's		1 65	Lombard plums, 2's	0 80	0 85
" 3's		2 65			
Lawtonberries		1 65			

Clover Leaf and Horseshoe brands salmon:

1-lb. talls, dozen		1 90	Red Spring, doz.	1 55	1 65
½-lb. flats, dozen		1 25	Red Sockeye, dz.	1 65	1 70
1-lb. flats, dozen		2 12½	Lobsters, halves, per dozen	1 85	2 20
Other salmon prices are:			Lobsters, quarters, per dozen		1 40
Humpbacks, doz	0 95	1 00			
Cohoes, per doz.	1 45	1 50			

ONTARIO MARKETS

POINTERS—

Sugar—Market up 10c.
Ginger—Higher.
Dried Fruits—Slow demand.
Brazil Nuts—Scarcity.

Toronto, March 3, 1910.

The grocery trade is active, especially in sugar, which is considerably excited. Canned goods are in fair demand and the stocks will likely not be much in excess of the season's requirements. Dried fruits are handicapped by the large quantities of apples, which are cheap, and also by the large quantities of all kinds of fruit which were preserved last summer. Tea and coffee meet with the usual steady demand.

Beans are in good demand and are likely to go higher. Evaporated apples are changing hands on account of the low prices.

Trade on the whole is improving from the usual quiet month of February, and March is hoped to bring lots of business.

Sugar—Again this week another advance of 10c on sugar has taken place, and the market remains strong. This is 25c in two weeks' time. The opinions of wholesale men vary considerably on the sugar question. Some claim that the excited condition of the market is owing largely to speculation, while others think that the principal buyers are refiners and that the advance is legitimate and substantial. Not one would venture to predict for certain either a rise or a drop, but all are of the opinion that it will not drop, but whether it will go higher is uncertain but likely.

St. Lawrence "Crystal Diamonds," barrels	5 85
" " " ½ barrels	5 95
" " " 100 lb. boxes	6 05
" " " 50 lb. boxes	6 15
" " " 25 lb. boxes	6 35
" " " cases, 20-5 boxes	6 90
" " Dominos, cases, 20-5 boxes	7 90
Paris lumps, in 100-lb. boxes	6 15
" in 50-lb. "	6 05
" in 25-lb. "	6 35
Red Seal	0 80
St. Lawrence granulated, barrels	5 20
Beaver granulated, bags only	4 90
Redpath extra granulated	5 20
Imperial granulated	4 90
Acadia granulated (bags and barrels)	5 10
Wallaceburg	5 10
St. Lawrence golden, bbls	4 80
Bright coffee	5 10
No. 3 yellow	4 95
No. 2 "	4 85
No. 1 "	4 75

Granulated and yellow, 100-lb. bags 5c. less than bbls.

Syrup and Molasses—In sympathy with the sharp advance in sugar, molasses are also firmer and considerable quantities are changing hands.

Syrups—	Per case
2 lb. tins, 2 doz. in case	2 50
5 lb. tins, 2 doz. in case	2 85
10 lb. tins, ½ doz. in case	2 75
20 lb. tins, ¼ doz. in case	2 70
Barrels, per lb.	0 03½
Half barrels, lb.	0 03½
Quarter " "	0 03½
Pails, 38½ lbs. ea.	1 80
" 25 " "	1 30

Maple Syrup—		
Gallons, 6 to case		4 80
½ " 12 "		5 40
Quarts, 24 "		5 40
Pints, 24 "		3 00
Molasses—		
New Orleans, medium	0 31	0 33
New Orleans, bbls	0 29	0 31
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 62
Muscovada		0 30

Tea—Nothing new has developed in the tea market this week, and although the market is firm, there is no reason to think that any changes will take place that will, to any extent, affect the retailer in the near future.

Coffee— The lower grades are firm, and in some cases will bring a little more money. The more expensive varieties are steady.

Rio, roasted	0 12	0 13	Mocha, roasted	0 25	0 28
Santos, roasted	0 15	0 17	Java, roasted	0 27	0 30
Maricaibo, "	0 16	0 18	Rio green	0 08	0 09

Spices—Ginger, especially Jamaica, is higher, but on the whole spices are quiet, and orders are small.

Peppers, black	0 15	0 18	Cloves, whole	0 25	0 35
" white	0 22	0 25	Cream of tartar	0 22	0 25
" whole, black		0 16	Allspice	0 14	0 16
Peppers, whole, white		0 23	" whole	0 14	0 16
Ginger	0 22	0 25	Mace, ground	0 75	0 80
Cinnamon	0 5	0 40	Mixed pickling spices, whole	0 15	0 16
Nutmeg	0 20	0 30	Cassia, whole	0 20	0 25
			Celery seed		0 24

Dried Fruit—Dried fruits of all kinds are moving slowly. It is evident that the Canadian people are rapidly growing into the habit of using their own fruit, instead of depending on imported goods which are far inferior. With the increasing production of all kinds of the best fruits, which can be bought during the season at reasonable prices, and with the little trouble and expense of preserving them, it is quite likely that the demand for imported dried fruit will diminish.

Prunes—	Per lb.
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 10
50 to 60 " "	0 08
60 to 70 " "	0 07½
70 to 80 " "	0 07
80 to 90 " "	0 06½
90 to 100 " "	0 06

Same fruit in 50-lb. boxes ½ cent less.

Apricots—					
Standard		0 15			
Choice, 25 lb boxes		0 15			
Fancy, " "		0 17			
Candied and Drained Peels—					
Lemon	0 09	0 11	Citron	14	17
Orange	0 11½	0 12½			
Figs—					
Elemes, per lb		0 08			0 10
Tapnets, "		0 03½			0 04
Bag figs		0 03½			0 04
Dried peaches		0 08			0 08½
Dried apples					0 07½
Currants—					
Fine Filiatras	0 06½	0 07	Vostizzas	0 08½	0 09
Patras	0 08	0 08½			

Uncleaned ½c less.

Raisins—					
Sultana		0 05			0 05½
" fancy		0 06			0 07
" extra fancy		0 08½			0 09
Valencias, new		0 06			0 06½
Seeded, 1 lb packets, fancy					0 08
" 16 oz. packets, choice					0 07½
" 12 oz. " "					0 06
Dates—					
Hallowees	0 05	0 05½	Fards choicest		0 08½
Sairs	0 05				

Nuts—There is little doing in nuts. It may, however, be mentioned that Brazil nuts are cleaned out, and that the new crop may be expected in about a month. This looks strange and will remind us of the fact that the summer is over in the south and that they are geting ready for the winter where these nuts come from. To enjoy them next Christmas they have to be held in stock.

Almonds, Formigetta	0 11½
" Tarragona	0 12
" shelled	0 32 0 35
Walnuts, Grenoble	0 13½
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 29 0 30
Filberts	0 12 0 12½
Pecans	0 16 0 18
Brazils	0 15
Peanuts, roasted	0 08 0 12

Rice and Tapioca—There is nothing new in these lines this week, the market being steady.

	Per lb.
Rice, stand. B	0 03 0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 06½
Japan	0 05½ 0 06½
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04½ 0 04¾

Beans—The demand for beans is increasing from year to year. Whether this is owing to increase in population or to the discovery of the value of the bean as a food is not stated, but it is a fact all the same. Prices are firm and advancing, and are likely to command a good price during the year.

Prime beans, per bushel	2 10
Hand-picked beans, per bushel	2 25

Evaporated Apples—Having missed a good market early in the season, and nothing in sight that will bring it back, holders are now beginning to accept the best offer they can get, and in consequence three car loads changed hands within the last 10 days.

Evaporated apples 0 07½ 0 08

MANITOBA MARKETS

(Corrected by Wire).

POINTERS—

Sugar—Up 5 cents.
Seeded Raisins—Stronger.
Cereals—Weaker.
Fish—Excellent Demand.

Winnipeg, March 3, 1910.

There is a "great calm" in a few lines on the wholesalers' list this week. Most prominent in this condition perhaps are cereals, and the reason for it cannot readily be explained. Where the trade is lacking, however, it is made up in other lines that have been quite obscure of late. Fish, syrup and canned goods are features in the present trade. The rise in the sugar market is interesting to many merchants who must do some heavy ordering soon.

Travelers' orders have fallen off slightly, perhaps because merchants were visiting wholesalers in Winnipeg in large numbers recently. Shipments of goods at any rate continue to be heavy and collections are coming in fairly well.

A wholesaler called the attention of the writer to a comparison of the prices

this week to those in the same lines of one year ago, and it was found that almost all lines had made some advance. There is certainly an increase in the cost of living, as this proves, but there also may have been an increase in the remuneration for the efforts of life and therefore really no comparative increase.

Sugar—It is uncertain where sugar is going to stop. Another advance of 5c has been made and the market is still strong. The western demand is not affecting the market but it is solely a New York manipulation.

[Editorial Note]—Sugar advanced again this week 10 cents after the above report was submitted. The following are the ruling prices now:

Montreal and B.C. granulated, in bbls	5 65
" " in sacks	5 70
" yellow, in bbls	5 25
" " in sacks	5 20
Icing sugar, in bbls	6 00
" " in boxes	6 20
" " in small quantities	6 25
Powdered sugar, in bbls	5 80
" " in boxes	6 00
" " in small quantities	6 65
Lump, hard, in bbls	6 50
" " in ½-bbls	6 60
" " in 100-lb. cases	6 60

Foreign Dried Fruit—The market on all these lines are changeless except that seeded raisins are on the verge of an advance. We do not quote any rise, but up until the present the producers' price has been prevailing and it has been found that the crop was not sufficient to warrant such a price. This condition has had a tendency to force the market up. These prices are all held quite strongly.

Smyrna Sultana raisins, uncleaned, per lb	0 08
" " " cleaned, per lb	0 09½
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 85
" " selects " 28's	1 95
" " layers " 28's	2 05
California raisins, choice seeded in ½-lb. packages per package	0 06
" " fancy seeded, in ½-lb. packages per package	0 06½
" choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08½
Raisins, 3 crown muscatels, per lb	0 06½
" 4 " " "	0 07
Prunes, 90-100 per lb	0 05
" 80-90 "	0 05½
" 70-80 "	0 06
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08½
" 30-40 "	0 09
Silver prunes, acc. to quality	0 09 0 12
Currants, uncleaned, loose pack, per lb	0 06½
" dry, cleaned, Filiatras, per lb	0 06½
" wet, cleaned, per lb	0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08½
Pears, per lb	0 09 0 15
Peaches, standard, per lb	0 08½
" choice	0 09
Apricots, standard, per lb	0 15
" choice, per lb	0 15½
Plums, pitted, per lb	0 11 0 12½
Nectarines, per lb	0 09½
Dates, per lb., Hallows, bulk	0 06½
" Fard, 9½ lb. boxes	1 30
" packages, 30 in case	0 07
Figs, per lb	0 04½ 0 05
Peel, per lb., lemon	0 09½
" " orange	0 10
" " citron	0 13½ 0 18

Syrup and Molasses—Syrup is going out well and the market is sure to be held firm for some time to come. Molasses have a fair market only. The following prices prevail.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 23
" " 5-lb. tins, per 1 "	2 68
" " 10-lb. tins, per ½ "	2 51
" " 20-lb. tins, per ¼ "	2 57
" " ½ barrel, per lb	0 04
" " Sugar Syrup, per lb	0 03½
Beehive Brand, 2-lb. tins, per 2 doz. case	2 23
" 5 " 1 "	2 68
" 10 " ½ "	2 51
" 20 " ¼ "	2 57
Barbadoes molasses in ½-bbls., per gal	0 50
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, 5-gal. tins, per tin	1 95
Challenger, 6 10-lb. tins, per case	2 15

Rolled Oats—The whole cereal market is featureless. This fluctuating product has been quiet for some time and no change is anticipated at once. The price is exeeptionally low due to competitive influences.

Rolled oats, 80 lb. sacks, per 80 lbs	1 80
" 40 " " 40	0 95
" 20 " " 20	0 50
" 80 " (8, 10s)	2 20

Nuts—Peanuts are firm and supplies are getting short. The demand is excellent and prices may be forced up. Walnuts and almonds are moving moderately and prices are held slightly weaker.

Shelled Walnuts, in boxes, per lb	0 28
" " small lots, per lb	0 29
" Almonds, in boxes, per lb	0 35
" " small lots, per lb	0 36
Peanuts, Japan, per lb	0 11 0 15

Honey—Supplies are not heavy and a strong demand prevails. Whether prices will be forced up soon is not known, but there is a possibility if past and present conditions continue.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb	0 12½

Cornmeal—Prices are unchanged with a tendency to go higher. The demand is very heavy in all parts of the west. The eastern trade is not very heavy, which may be the reason for the retained low price.

Cornmeal, per sack	2 05
" per ½ sack	1 05
" per bale (10, 10's)	2 30

Fresh Fruits and Vegetables—There is no change in these markets this week. Supplies whether from local or foreign production are abundant and the trade is excellent. Cranberries have a particularly good market.

Carrots, per lb	0 02½
Potatoes, per bushel	0 50
Cal. cauliflower, per crate	3 50
Native cabbage, per lb	0 02
Native oee.s, per bushel	0 75
Native onions, per doz	0 40
Oranges	3 00 3 75
Lemons	5 00
Apples, Ontario, per bbl	3 75 5 00
Grape Fruit, per erate	6 00
Grapes, per keg	5 00
Bananas, per lb	0 05
Cranberries, per bbl	9 00 10 00

Tapioca and Sago—The sago advance is maintained strongly and tapioca has an excellent market.

Pearl tapioca, per lb	0 05
Sago, per lb	0 04½ 0 05

Barley—This cereal is quiet and sales are moderate.

Pot barley, per bag, 100 lbs	2 40
Pearl barley, per bag, 100 lbs	3 50

Beans—No change has taken place, but the market continues in a fairly strong condition.

3-lb. picker, per bushel	2 40
Hand picked, per bushel	2 50

Evaporated Apples—Prices may go up soon as the inferior product is being worked off the market. The price to-day is firm at 9c and the better goods will be considerably in advance of that figure.

Cheese—The Ontario product is firm at 14 cents and may be 15 before long. The quality is said to be excellent on all cheese in stock.

Canned Goods—No quotations can be made in these lines and the market is featureless. Pineapple is reported very scarce and the price ranges from 60 to 90 cents according to size.

Fish—All kinds are in excellent demand while the prices are all medium. The best grades are moving the most freely which might be a surprise to our eastern friends who are under the impression that any old stuff will go here. The feature of western demand for any line is that of high grade. If eastern shippers would bear this fact in mind, it would ensure a better future for their own business and save annoyance and loss of trade at western points.

NOVA SCOTIA MARKETS.

Corrected by Wire.

Halifax, March 3, 1910.

Another drop in the price of eggs is about the only feature of note in the local grocery market this week. Fresh laid stock is now selling at 25 cents per dozen. The demand is fairly good and the receipts are increasing. It is expected that the price will continue to drop from now until Easter.

Wholesale dealers report that the demand for fruit and vegetables is good for the season of the year. The quality of the Jamaica oranges that are coming on the market now is good. Navels are also of better quality, being sweeter than the earlier arrivals.

Cranberries are reported to be in good demand, and the quality of the stock is excellent for the season of the year. They are now quoted at $7 per barrel.

There is a good demand for potatoes, and they are keeping much better than expected. The price remains unchanged.

Business conditions are reported to be quite satisfactory for the season of the year, and collections on the whole are good.

Creamery prints per lb	0 26	0 27	Beef, Canadian per bbl	16 50
Creamery solids per lb	0 27	0 28	Hams smoked	0 16½
Dairy, tubs, lb.	0 23	0 24	Pork, fresh	0 10 0 11½
Fresh eggs, doz		0 25	Codfish, quintal	5 50
Case eggs "		0 23	Herring, pickled per bbl	5 00
Sugars—			Apples, per. bbl.	1 50 3 00
Extra Standard, granulated		5 05	Potatoes—	
Austrian, bags, granulated		4 95	P. E. Island, bag	1 35
Bright yellow		4 75	Nova Scotia	1 60
No. 1 yellow		4 60	Onions, Spanish per lb	0 02½
Flour h. wheat per bbl	6 40	6 50	Onions, American, per lb	0 02½
Flour, Ontario blends, bbl	5 75	5 85	Onions, Canadian, per bag	1 60 1 75
Cornmeal, bag.	1 70	1 75	Molasses, fancy Barbados, bbl.	0 38
Oats	0 54	0 55	Molasses, fancy Barbados, gal.	0 32 0 35
Pork, American per bbl		28 00	Beans, bushel	2 25
Pork, clear bbl	30 00	32 00	Rolled Oats, bbl.	5 25 5 40
Beef, American plate per bbl.	17 00	18 00		

BRITISH COLUMBIA MARKETS.

Corrected by Wire.

Vancouver, Mar. 3, 1910.

This is the time of year when butter takes an upward rise, not because the quality is excellent, but because the supply is limited and the demand is great. This week the jobbing quotation is 45 cents for the standard local creameries, though to get better is another thing. One company, who handles the output of a large creamery, has placed a lower figure than the standard creameries. It is quoting 38 cents, but will probably be asking 40 cents in a day or two. Eastern butter commands 30 cents strong, with a trifle higher quotation. Eastern Townships, Cloverdale and other brands that have such a good name, are brought

DIRECTORY OF
Manufacturers, Manufacturers' Agents, Brokers, Etc.

BRITISH COLUMBIA

W. A. JAMESON COFFEE CO.

Importers and Roasters of High Grade Coffees.

Manufacturers and Proprietors of

"Feather-Light" Brand Baking Powder

We also carry a full line of TEAS, SPICES, etc.

Mail orders promptly attended to.

Cor. Langley and Broughton Sts.
VICTORIA, B.C.

F. G. EVANS & CO.
139 Water St. VANCOUVER, B.C,
Wholesale Grocery Brokers and Manufacturers' Agents
Correspondence Solicited.

VICTORIA
FRUIT GROWERS' ASSOCIATION
The largest packers and shippers of first-class Fruits of all kinds in British Columbia.
OFFICE AND WAREHOUSES
COR. WHARF AND YATES STS. · VICTORIA
Branch at 140 Water Street, Vancouver.

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R. Robertson & Co.
25 Alexander St.
VANCOUVER, B.C.
Wholesale Brokers
GROCERIES, PRODUCE, FRUITS, GRAINS
Importers and Exporters
Reference—Bank of Montreal.
Write us for information about B.C. trade.
Cable Address—"Robin," Vancouver.
Codes A B C, 5th Edition; Revised Economy; Modern Economy; Utility and Dowling's.

WILLIAM W. DUNCAN
Broker and Manufacturers' Agent
DISTRIBUTING
Free and Bonded Warehouses
VANCOUVER - VICTORIA

HERMAN ERB
Manufacturers' and Wholesale Commission Agent
P. O. BOX 405
522 Bastion Street, Victoria, B.C.
Open for a few more agencies

THE CANADIAN GROCER
British Columbia Office at Room 11, Hartney Chambers, Cor. Pender and Homer Sts., Vancouver.
H. HODGSON Manager

When writing to advertisers, kindly mention having seen the advertisement in this paper.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
144 WATER ST., VANCOUVER, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

Do you want live representation? We are in touch with the trade.

Andrews & Nunn

Manufacturers' Agents and Wholesale Commission Merchants

Codes—A B C 5th Edition, Western Union

615 Dominion Trust Building
VANCOUVER, B.C.

Correspondence Solicited — Highest References

MORE THAN SEVEN THOUSAND pairs of eyes—interested eyes—rest on this page fifty-two times a year. By the use of an inch space an advertiser is able to place himself prominently before nearly one hundred pairs of eyes for every cent the advertising costs him.

The West India Co., Ltd.

The Canadian house of

Sandbach, Parker & Co., Demerara, B.G. Sandbach, Tinne & Co., Liverpool, Eng.

and with agents and correspondents in all British West Indian Islands.

WEST INDIAN PRODUCE

of all descriptions.

WRITE US FOR PARTICULARS, PRICES, ETC.

305 St. Nicholas Building, - - - MONTREAL

Wonderful Growth In Ten Years

(Ontario Branch)

1900

2 Travellers

Only a Flat For Warehouse

When Red Rose Tea was first placed on the Ontario market the business was transacted from St. John, N.B., where Red Rose Tea now occupies the largest and best equipped tea warehouse in Canada. The business in this Province grew so rapidly that it became necessary to open a branch at Toronto, and premises were taken on Front St. The business continued to grow and it was not long before we had to have more room, and the warehouse at 3 Wellington St. East, was leased, and we thought we were settled for a long time. But it has been wonderful the way the sales of Red Rose Tea have increased from year to year. With a considerable portion of our old lease yet to run, we are actually crowded out, and have taken a long lease of one of the largest warehouses in the city, that lately occupied by Todhunter & Mitchell at 7 Front St. East.

1910

11 Travellers

Outgrown Two Warehouses Into One of the Largest in Toronto

To outgrow two warehouses in a very few years is a unique experience. It gives you an idea of how Red Rose Tea sales are growing. This remarkable increase in the sales is the best proof of the sterling quality, the real excellence of strength and flavor of Red Rose Tea and the best proof that it will pay you to recommend it to your best trade.

It is quality that has made a success of

Red Rose Tea

Branches
Wellington St. E., Toronto, Ont.
315 William Ave., Winnipeg, Man.

T. H. ESTABROOKS
ST. JOHN, N.B.

P.S.—We will move Monday, March 7, and will be pleased to see any of our friends in our new home.

in in 56-lb. boxes and bricked here, labelled with some particular creamery, and sold to all intents and purposes as local product.

With the advent of fresh California eggs, which are sold at 32 and 33 cents, eastern eggs are at 30 to 32 cents. Fairly heavy stocks are held, and it is now getting time to have them out of the way. Ontario cheese is 15 cents.

Asheroft potatoes, quoted at $40 a ton, are to be had when one can get them. They are now very scarce. Locals go as high as $25.

Sugar, standard granulated		5 60	Butter, local creamery		0 45
Val. raisins, lb.		0 05½	Butter, Western	0 22	0 25
Cal. "		0 07	Eggs, Eastern	0 30	0 33
Prunes	0 05½	0 07½	Eggs, local, fresh	0 40	0 45
Currants	0 06½	0 07½	Eggs, California	0 32	0 33
Dried apricots	0 11	0 13	Cheese, per lb.	0 14½	0 15
Flour, Standard, bbl		6 90	Bacon, premier		0 29
Cornmeal, p. 100 lbs		2 60	Lard, pure	0 18½	0 19
Beans, per lb.	0 03½	0 04½	Lard, compound		0 17½
Rice, per ton	68 00	76 00	Potatoes—		
Tapioca, per lb.		0 03½	Ashcrofts, ton		40 00
Evaporated apples		0 08½	Local, ton		25 00
Butter, Eastern dairy in tubs		0 25	Canned Goods—		
Butter, Eastern dairy, choice	0 30	0 31	Peas		1 30
			Tomatoes		1 27½
			Corn		1 02½
			Apples		3 42½
			Strawberries		2 15
			Raspberries		1 65

PRINCE EDWARD ISLAND MARKETS.

Corrected by Wire.

Sugar—			Rolled oats, bag 90 lbs	2 50	2 60
Standard gran.	$ 5 00	5 10	Bran, per ton	26 00	27 00
Yellow	4 60	4 70	Middlings, ton	29 00	30 00
Crystal	3 90	4 00	Butter, creamery, per lb	0 25	0 26
Flour, Ontario	5 70	5 90	Butter, dairy, fresh, per lb.	0 22	0 23
" Manitoba	6 60	6 75	Butter, dairy, tubs	0 19	0 21
Cornmeal, bag	1 75	1 85	Eggs, dozen	0 22	0 25
Raisins, Val.	0 06½	0 07	Potatoes, bus.	0 35	0 40
Raisins, California, seeded	0 08½	0 09½	Turnips, bus.	0 15	0 20
Currants	0 07	0 07½	Chickens, lb.	0 11	0 12
Rice	3 00	3 25	Pork, medium	0 10½	0 10½
Beans, bushel	2 15	2 30	Pork, heavy	0 09½	0 10
Cheese	0 12½	0 13			
Lard, pure	0 17	0 17½			
Molasses, fcy. Barbadoes, gal	0 34	0 36			
Oatmeal, 100 lbs	3 15	3 25			

NEW BRUNSWICK MARKETS.

Corrected by Wire.

St. John, N. B., Mar 3, 1910.

The sugar market has been active during the last week and prices have advanced 10 cents per hundred pounds on all grades. Pork is also quoted higher and fish prices are firm. Canned corned beef is likewise among the products that have been marked up. The present quotations are :—

Sugar—			Molasses, fcy.		
Standard gran.	5 10	5 20	Barbados, gl	0 32	0 33
Austrian "	5 00	5 10	Butter, dairy, lb	0 25	0 28
Yellows	4 60	5 00	Butter, creamery, lb	0 26	0 29
Flour, Manitoba	6 55	6 65	Eggs, doz	0 30	0 35
" Ontario	5 85	6 15	Eggs, new laid	0 35	0 45
Cornmeal, bags	1 57	1 60	Potatoes, bbl.	1 25	1 50
Rolled oats	5 35	5 40	Canned goods—		
Buckwheat, west. grey, bag	2 90	3 00	Peas, doz	1 10	1 50
Val. raisins, lb.	0 05½	0 06½	Corn, doz	0 85	0 90
Cal. raisins, seeded	0 07½	0 08½	Tomatoes, dz	0 95	1 00
Currants, lb	0 07	0 07½	Raspberries, dozen	1 85	1 90
Prunes, lb	0 05½	0 09	Strawberries, dozen	1 55	1 60
Rice, lb	0 03½	0 03½	Salmon, case—		
Beans, hand picked, bus	2 25	2 30	Red spring	6 50	6 75
Beans, yellow eye, bus	3 60	3 75	Cohoes	6 00	6 25
Cheese, lb	0 13½	0 14	Peaches, 2's, dozen	1 70	1 80
Lard, compound lb	0 14	0 14½	Peaches, 3's, dozen	2 70	2 80
Lard, pure, lb.	0 17	0 17½	Baked beans, dozen	1 15	1 25
Pork, domestic mess	28 50	29 00	Fish—		
Pork, American clear	28 00	28 50	Cod, dry	2 75	4 40
Pork, clear backs	28 50	32 50	Herring, salt, half bbls	2 60	2 70
Beef, American plate	17 00	18 00	Herring, smoked, box	0 11	0 12
Beef, Canadian plate	16 75	17 00			

ALBERTA MARKETS.

Corrected by Wire.

Sugars—			Dry salt bacon, smoked		0 18½
B.C. granulated		5 84	Eggs, fresh, case 30 dozen		9 50
Raymond "		5 74	Butter—		
Peels—			Alberta creamery bricks		0 30
Lemon		0 12	Alta. creamery solids		0 29
Orange		0 13	Alta. dairy		0 26
Citron		0 20	Alta. tubs		0 25
Dried fruits—			Cheese—		
Apricots, choice		0 16	Ontario, large		0 15
" standard		0 15	" twins		0 15½
Peaches, choice		0 10	" Stiltons		0 17
" standard		0 09½	Beans—		
Pears, choice		0 12	Ontario, hand-picked, bushel		2 75
Pitted plums		0 12	California limas, per lb		0 06½
Prunes, 40-50		0 08½	Canned fish—		
" 50-60		0 07½	B.C. salmon, sockeye, 48-1's		7 50
" 60-70		0 07	B.C. cohoes, 48-1's		5 75
" 70-80		0 06½	B.C. pinks, 48-1's	4 00	4 25
" 80-90		0 06	Sardines, domestic, 100-4		4 00
" 90-100		0 05½	Lobster, 48-1's		17 00
Evap. apples, 50's	0 10	0 10½	" 96-2's		18 50
Produce—			Fin. haddie, 48-1		5 65
Sugar cured ham 10-12 average		0 21			
Sugar cured ham picnic		0 16			
B. bacon bellies		0 21			
" back		0 20			
Dry salt bacon		0 15			

WILL HELP THE MERCHANTS.

Morpeth, Ont., Mar. 3.—At a meeting held here recently the bean growers of this section organized an Ontario Bean Growers Association, modeled upon much the same lines as the Ontario Corn Growers' Association. The objects are to improve the seed and methods of cultivation, study the best means of combating insect pests, and gather general information respecting the crop for the benefit of both buyers and sellers.

The association is asking the Ontario Department of Agriculture to establish an experimental plot in bean growing, and to send an expert to address the farmers regarding the industry. The association has been placed on a broad basis, both buyers and sellers being eligible for membership.

Increased interest in bean growing is a great help to merchants in this section inasmuch as farmers have more money to spend and the merchants in such a case always get the preference.

ENTER PROTEST AGAIN.

Montreal, Mar. 3.—J. A. Dore, A. Daniel. J. D. Boileau and A. Dumont representing the licensed grocers of Montreal appeared before the Chambre de Commerce, February 24, to protest against the delivery by brewers of beer to private houses. This is a question of long standing, and it has been discussed at numerous meetings of the Montreal Retail Grocers' Association but a remedy to the existing state of affairs has not yet been found. The matter has been before the Quebec Legislature and success seemed imminent when the amalgamation of brewers took place and the government decided to postpone any contemplated change in regulations.

While the Chambre de Commerce did not take any action it was decided that the matter should be once again brought before the Legislature.

DAMAGE BY FIRE.

Toronto, March 3.—A fire occurred in the building on Front Street, Toronto, last week, occupied among others by Green & Co., importers and manufacturers of grocery specialties. It started in the third flat, where a considerable quantity of goods, including grocery specialties, canned goods, cigars, etc., were stored, and being fanned by a strong wind, swept the flat. Extensive damage was done to the stock, but it is covered by insurance, and the offices below, as well as stock in other storage rooms in the building, were damaged by water.

A REAL SALESMAN.

What He Must Have Besides Knowledge of the Stock.

By R. C. Bretz.

The three most important factors of a successful salesman are, quickness to judge human nature, a pleasing personality and untiring patience—of course, granting a salesman must have an accurate knowledge of his stock at all times. In my estimation there are two kinds of sales made in selling a customer, namely, "the intelligent sale" and the "case of customer buys himself."

The intelligent sale is the one that holds your customer and brings him back, because the salesman has given the customer something else than that commonplace argument, "that's all the go," or "it looks well on you." He brings out the points of the goods and is able to meet any argument the customer may make in a pleasing, matter-of-fact way, but he does not rouse the obstinate ire of the customer and, in a brief conversation, shows his customer he is competent to handle him in an intelligent way. On the other hand, we have the "case of customer buys himself," the salesman merely pulling goods out of stock and trying them on in an unintelligent and listless way; he has already lost the confidence of his customer by not being able to meet some argument offered during the sale, and it is mere chance if the sale is made. The salesmen I am trying to describe in this article are few and far between, because one has acquired that art, his ambitions have made buyer, manager or proprietor out of him and his success is assured. An article on salesmanship could fill a book and then not cover the different opinions of people on this subject.

A successful food fair conducted by Rea's departmental store, Montreal, in the grocery department, has just been concluded. Numerous Canadian manufacturers occupied attractive booths.

ANOTHER APPRECIATION.

Publishers, The Canadian Grocer,—Please find enclosed $2.00 payment of subscription to your valuable magazine. We appreciate the same very much.

DOWNIE & SALMON.
General Merchants.

Strathcona, Alta., Feb. 10, 1910.

BUSINESS OPPORTUNITY.

FOR SALE—A first-class general business in a good northern town. Turnover about forty-five thousand. Stock twelve thousand, all new. Good reasons for selling. Apply Box 335, CANADIAN GROCER, Toronto.

The Effect of Cold Storage on Eggs and Poultry

Official States That Farmers Hold Fresh Eggs Too Long and Suggests Remedy—Would High Cost of Living be Reduced if Storage Time Limit Were Made? — Frozen Chickens Should Not be Thawed Out by Dealer.

In investigating the relation of the cold storage to the cost of living, some interesting information has been given before the committee appointed by the United States Congress.

Dr. H. W. Wiley, chief of the Bureau of Chemistry, told the committee that certain eggs which he had paid 30 cents a dozen for in the open market were cold storage eggs, and were used for ordinary use in the kitchen—frying, scrambling and soft boiling. Other eggs, which the witness said his inspector saw laid, he paid sixty cents a dozen for. Some eggs bought as strictly fresh at 40 cents a dozen proved to be cold storage eggs —really the same as those sold frankly as cold storage eggs at 30 cents. It would appear, then, that while a fairly good egg, passing as "strictly fresh," can be had for 30 cents, the really fresh eggs command twice as much. This tends to show, said Dr. Wiley, that storage keeps down the price instead of boosting it.

"As I understand it," asked one of the Congressmen, "the important and first essential is to see that the food product, including the egg, goes into the warehouse fresh. If it goes in fresh, then it can be kept reasonably wholesome for a time; if it does not go in fresh, it is bad then and deteriorates from that time on?"

Dr. Wiley replied: "That is exactly the idea that I tried to convey to the committee."

Asked if a method of inspection could be adopted which would guarantee eggs going into storage fresh, Dr. Wiley replied that "competent inspection of eggs entering cold storage, similar to the inspection which is now practised by the merchants themselves, but more rigid, would secure the entering into cold storage of sound eggs." The doctor said he felt sure that it was commercially practicable to do as he suggested. He said the cost of the test, with a 10 per cent. salt solution, would be almost nothing. The next best thing to an inspection, in the doctor's opinion, would be to date the packages, and the two would go very well together.

Lays Blame to Farmer.

He lays upon the farmer the chief blame for the lack of fresh eggs in the market.

According to his testimony, farmers' eggs are permitted to begin the process of growing stale before they leave the farm.

The farmer should be taught to put his eggs on ice, if necessary, the doctor thought. He said that almost every farmer could have an ice box in which eggs could be placed as soon as laid, so that they could be reduced to a temperature which would retard the process of decay. With good eggs to begin with, said the doctor, it is possible to keep them from six to nine months in cold storage and have them come out good to eat.

The chairman asked: "What is your opinion of the limit of time for storing good eggs?"

"I said not to exceed nine months," responded Dr. Wiley, who also said, when he fixed that time limit, that it was because he would not have eggs carried over to compete with the next season's crop.

It seems that the United States Government does not feel any particular apprehension that perishable products will be kept in storage so long as to become tainted. At any rate, it was the opinion of the secretary that it could not do any good to place a limit by law on the time that perishable products may be kept in cold storage.

One Congressman asked whether "it would relieve the situation as to the rise in the price of foods if we were by law to limit the period of time that meat, poultry, butter, eggs, and other food supplies could be kept in storage?"

To this the secretary replied: "I doubt if it would, for after the fullest inquiry you would limit the time to such period only as that which the meat would be good when it was taken out, and the packers and all others, merchants who use these refrigerators, must do the same thing."

Cold Storage Chickens.

One reason why cold storage chickens sometimes seem disappointing is that the dealer thaws them and dips them in water to make them swell up and look plump. Cold storage chickens should be sold frozen, and never in any other way, said Dr. Wiley.

The doctor added that some of the most grevious evils connected with cold storage were due to the advanced state of decomposition that articles were in when they were placed in cold storage. Cold storage itself he considered practically the ideal method of keeping perishable products.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

The MacLaren Imperial Cheese Co., Ltd., beg to announce to their numerous customers, who have always stood by their renowned "Beauce Brand" Pure and Compound Maple Syrup, that they expect a full supply of both these lines to arrive about the end of March, and look for a continuance of their past favors.

"Kandy Kid," manufactured by Clyde Fuller & Bro., is certainly creating a stir in the confectionery trade. This line has attained a wonderful sale in a short time. It will pay all up-to-date merchants to secure first benefits from this confection. The above-named firm are the largest popcorn manufacturers in Canada.

Brand & Co., through their representative at Toronto, are offering a special proposition to a leading grocer in every city and town in Ontario, in connection with Brand's A1 sauce and their various other lines.

The unique experience of outgrowing two warehouses in a few years has been the good fortune of the Toronto Branch of Red Rose Tea. For some years Red Rose Tea, at its headquarters in St. John, N.B., has occupied one of the largest and best equipped tea warehouses in Canada. This week the Toronto Branch is removing from 3 Wellington St. East to one of the largest warehouses in that city—that lately occupied by the Todhunter, Mitchell Co., at 7 Front St. East. This change shows the remarkable growth of the Red Rose Tea business in Ontario. When Red Rose was first placed on the Ontario market ten years ago the business was transacted from St. John. Soon it was found necessary to open a branch and Toronto was selected as the location. Premises were taken on Front St. and were soon outgrown. Then a lease was taken of the warehouse at 3 Wellington St. East, and the need of larger premises seemed a very distant probability. But with a considerable portion of the lease yet to run more room became an imperative necessity. The new premises at 7 Front St., East, will afford room for great expansion. The building is a hundred and eighty feet long by fifty wide, four stories and a basement, and is in the centre of the wholesale district. The interior is being remodeled and made up-to-date in every respect. The offices will be large and handsomely appointed, and the shipping facilities will be the best. When T. H. Estabrooks, of St. John, N.B., proprietor of Red Rose Tea, entered the package tea business, he adopted for Red Rose a blend of Indian and Ceylon teas that has been found particularly well suited to Canadian tastes and conditions. Then he has steadily maintained the quality believing that in building a business, quality is more than price. The success of Red Rose, due to the quality of the tea, has been phenomenal, and in a few years has made Mr. Estabrooks one of the leading figures in the tea trade in Canada.

CATALOGUES AND BOOKLETS.

A handsome booklet has been received from London, England, published by R. Twining & Co., Ltd., tea men, setting forth the history of the House of Twining in three centuries. It is attractively gotten up in Old Country fashion, with the best of illustrations, tracing the House of Twining from 1710 up to the present time. It is in commemoration of the celebration of the bicentenary of the firm.

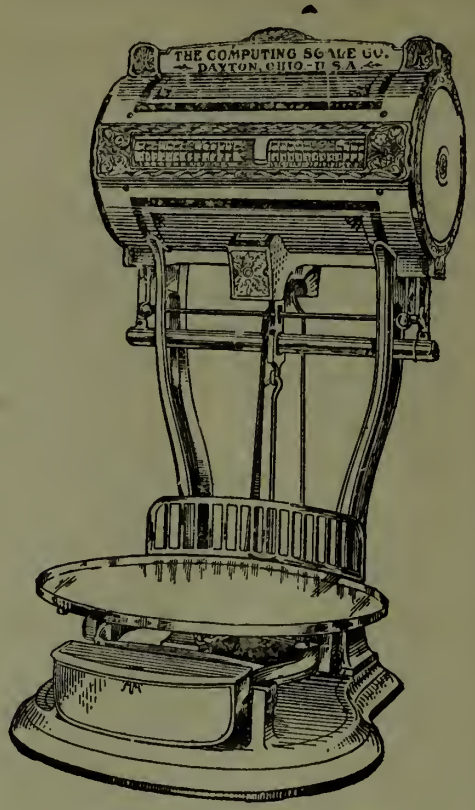
SAVE TIME— GOODS— WORRY— TROUBLE— CUSTOMERS' MONEY

and assure your profits by using the

Dayton Scale

The Scale that pays for itself. Agate Bearings throughout. No poises to move. No weights to lift. Scale is always level.

The Computing Scale Co. of Canada, Ltd.



Dayton Moneyweight Scale.
Note the Low Platform.

Dayton Scales

are a preventative of all losses through error or overweight.

They strengthen the confidence of your trade, knowing that they are not subject to loss by mistake.

Fitted with Automatic Thermostadt, which regulates the scale in any temperature.

An absolute guarantee goes with each scale.

Drop us a card and we will send you full particulars.

164 King Street West Toronto, Ont.

TIME TO THINK OF MAPLE GOODS

"Pride of Canada" Pure Maple Syrup and Maple Sugar

¶ As spring approaches so does the season for maple products. With the first days of April we become very busy. The sap-running days are our busiest.

¶ Then we begin to make the "Pride of Canada" Maple Syrup and Maple Sugar. Unlike many sellers of maple products, we cannot give you the NEW, pure goods all the time.

¶ But within a few weeks we will have the choicest pure NEW Syrup and Sugar, and it is VERY IMPORTANT that you should ORDER IMMEDIATELY.

¶ No one knows what the run will be this year. So be on the safe side by ordering early. We will book you any day now, for delivery immediately sap begins to run.

Specify "Pride of Canada" Brand Always, and You Will Always Get the Pure Goods

The Maple Tree Producers' Association, Ltd.

WATERLOO - - - QUEBEC

Montreal Offices: 58 Wellington Street. **Toronto Agent: W. J. Dack, 512 Dundas Street.**

GET in on the Ground Floor

The markets of the West are not yet glutted, and the man of enterprise has his opportunity of getting in there first! Does not this appeal to you, Mr. Manufacturer? We are here to assist you to capture this profitable trade. We have the facilities, the connection, the business ability and the financial standing to do so. Our large track warehouses are situated at the three chief distributing points of the West---Winnipeg, Calgary and Edmonton ---and we know we can serve you as no other firm can. Send us details of what you have to sell. We are after more business.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Winnipeg Regina Calgary Edmonton

STORAGE FOR ALL CLASSES OF MERCHANDISE

We create the demand for you!

Have you noticed the regular consumer advertising of

E.D.S. Brand Jams and Jellies?

Such bright and attractive copy cannot fail to attract trade for "E.D.S." Brand, and the quality of the goods will guarantee the repeat orders. There's pleasure in selling an article which has been certified as 100% pure, and there is, moreover, a good margin of profit. Are you handling this rapidly moving line?

Made by **E. D. SMITH** at his fruit farms

Winona :: Ont.

Stock our new line—UNFERMENTED GRAPE JUICE

Increase your Profits

Sell

Markets advancing. Take advantage of present prices and

ORDER NOW

GUNNS Pork and Beef Packers
LIMITED WEST TORONTO Ont.

COOKED MEATS

Very acceptable to your customers and a good paying proposition on your counter. Prices are not high on these goods. Let us quote you prices on them.

ALL MADE UNDER GOVERNMENT INSPECTION

F.W. Fearman Co.

LIMITED

Hamilton

Young Canada is Being Raised on

Reindeer Condensed Milk

The richest and best

HOW IS YOUR STOCK ?

The Truro Condensed Milk Co., Limited, Truro, N.S.

MILD CURED

Breakfast Bacon Skinned Backs and Hams

Finest Quality. Made from Selected Hogs. Made under Government Inspection.

The WM. RYAN CO.

LIMITED

PACKING HOUSE:

FERGUS, - - ONT.

HEAD OFFICE:

70 and 72 Front St. East, TORONTO

Hog Prices at the Highest Point in Forty Years

Another Advance Occurs and Cured Meats are Stronger —An Advance in Lard—Good Butter in Demand—Cold Storage Eggs Running Short, But New Laids Will Take Their Place.

The fact that a real scarcity of hogs is the cause of the high price is now admitted in general, and it is a fight or rather a race between the many packing houses, as to who is to get the pig. All are anxious to keep their factories in operation and make the best of it. Not only are the high prices of hogs against them, but the cost of manufacturing increases in proportion as the supply decreases. If a factory has capacity to handle a certain number of hogs a day, but only gets half the quantity the cost of producing the manufactured goods is almost double. It will be noticed that cured meats have not advanced with each cent on the cost of the hog. With the shrinkage, and extra cost of manufacturing in consequence of the light receipts, the packer claims he would be justified to raise prices at least 3c on cured meats when the prices of the hog advances one cent.

The butter situation is gradually evening up and by the time the summer supply will be available, the held butter will likely have found its outlet, without leaving any serious losses to the holders.

The egg trade, at least, so far as Toronto is concerned, worked out admirably. The cold storage eggs are all sold, and the demand can be safely supplied with the new laid, and if necessary our southern friends will be pleased to help us out.

MONTREAL.

Provisions.—Firm prices rule in the lard market, and the movement of pure is satisfactory. In compound there is not much activity. Hams and bacon are selling freely, with the situation practically unchanged.

Pure Lard—	
Boxes, 50 lbs., per lb	0 17½
Cases, tins, each 10 lbs., per lb	0 17
" " " 5 " "	0 17
" " " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb	0 16¾
Pails, tin, 20 lbs. gross, per lb	0 16¾
Tubs, 50 lbs. net, per lb	0 16½
Tierces, 375 lbs., per lb	0 16¼
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 11⅞
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 13½
" 5 " " " "	0 13½
" 3 " " " "	0 13½
Pails, wood, 20 lbs. net, per lb	0 13¼
Pails, tin, 20 lbs. gross, per lb	0 12½
Tubs, 50 lbs. net, per lb	0 13
Tierces, 375 lbs., per lb	0 12½
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	29 00
Bean pork	23 50
Canada short cut back pork, bbl. 45-55 pieces	28 50
Heavy clear pork, bbls. 20-35 pieces	28 50
Clear fat backs	32 50
Heavy flank pork, bbl	29 00
Plate beef, 100 lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 14½
Long clear bacon, heavy, lb	0 15
Long clear bacon, light, lb	0 15½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 15
Large sizes, 18 to 25 lbs., per lb	0 16
Medium sizes, 13 to 18 lbs., per lb	0 16½
Extra small sizes, 10 to 13 lbs., per lb	0 16½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 17½
" " " small, 9 to 12 lbs., per lb	0 18
Breakfast bacon, English, boneless, per lb	0 18½
Windsor bacon, skinned, backs, per lb	0 19 0 19½
Spiced roll bacon, boneless, short, per lb	0 15
Hogs, live, per cwt	9 00
" dressed, per cwt	13 25

Butter.—Brisk demand, especially from country districts, is responsible for continued firmness in the butter market. There has been a steady demand for butter from outside points this year, owing to stocks held by smaller people in the country becoming exhausted quite early.

Fall creamery solids	0 26 0 27½
Fresh creamery solids	0 27
Fresh creamery prints	0 27½
Dairy, tubs, lb	0 21 0 22½
Fresh dairy rolls	0 23 0 23½

Cheese.—Rapidly dwindling stocks, good export demand and a fair local trade are responsible for the strength displayed by the cheese market. Twins and smalls are up ½c. this week.

Quebec, large	0 13
Western, large	0 13
" twins	0 13½
" small, 20 lbs	0 13½
Old cheese, large	0 16

Eggs.—Larger importations from Chicago and other United States points are supplying the local market more satisfactorily than for some time, although demand is not as brisk as it has been. Supplies coming into town from outlying districts are below usual in volume. Lower prices are asked this week, as will be remarked.

New laid	0 30
No. 1, dozen	0 25

Poultry.—Chicken and fowls are in fair demand at old prices. Turkey is higher. Supplies of all kinds are light.

Chickens, per lb	0 15 0 19
Hens, per lb	0 12 0 15
Young ducks, per lb	0 20
Turkeys, per lb	0 19 0 22
Geese, per lb	0 14 0 15

Honey.—Nominal prices continue as follows :

White clover comb honey (nominal prices)	0 15 0 17
Buckwheat, extracted	0 08 0 08½
Clover, strained, bulk, 30 lb. tins	0 11 0 11½
Buckwheat comb	0 12½ 0 13

TORONTO.

Provisions.—In spite of all that is said and done, hogs will continue to soar, and this week have reached the highest point, which is said to be highest in 40 years. In consequence, several lines of cured meats have advanced 1c. a lb. Dressed hogs in the market bring $12.25 per 100 lbs. and live hogs at country points, $9 to $9.15.

Long clear bacon, per lb	0 14 0 14½
Smoked breakfast bacon, per lb	0 18 0 18½
Roll bacon, per lb	0 14 0 14½
Light hams, per lb	0 16
Medium hams, per lb	0 16
Large hams, per lb	0 14 0 15½
Shoulder hams, per lb	0 13 0 13½
Backs, plain, per lb	0 18 0 18½
" pea meal	0 18½ 0 19
Heavy mess pork, per bbl	27 00 27 50
Short cut, per bbl	28 00 29 00
Lard, tierces, per lb	0 15¾ 0 16½
" tubs "	0 15¾ 0 16½
" pails "	0 16 0 16½
" compounds, per lb	0 12¾
Live hogs, at country points	9 00 9 15
Dressed hogs	12 25

Butter.—The receipts of butter have slightly dropped off and good fresh made butter is firm and in good demand. If country merchants are careful in encouraging the farmers in making good butter and also in handling it themselves, there will be no danger of much of a break in the prices. Those who pay attention to this part of their business should easily make from 1 to 2c. a lb. more for it.

	Per lb.
Fresh creamery print	0 28 0 29
Stored creamery solids	0 25 0 26
Farmers' separator butter	0 23 0 24
Dairy prints, choice	0 20 0 22
Tub butter	0 19 0 20
Ordinary butter	0 18 0 19

Cheese.—Little change takes place in the cheese situation, at least so far as the local market is concerned.

Cheese, new, large	0 12½ 0 12¾
" " twins	0 12¾ 0 13

Eggs.—Cold storage eggs are practically all sold out and the trade has to depend on fresh eggs for its supply. There are some pickled eggs on hand which will keep the bakers going. If the weather continues mild the supply of new laid will rapidly increase, but if a severe spell should set in, the United States is ready to help us out. The winter is almost over, and in face of the fear of starvation prices, everything was so well calculated, that the demand was supplied at ordinary prices, and instead of censuring our cold storage men, we should pass a hearty vote of thanks.

Cold storage eggs	0 27 0 28
Select eggs	0 29 0 30
Strictly new laid	0 30 0 31

Poultry.—This is the dull season in the poultry line, and consequently the business will be light and uninteresting for some time.

Spring chicken, dressed	0 18 0 20
Hens, per lb. dressed	0 11 0 12
Turkeys, per lb., large	0 18 0 19
Ducks	0 16 0 17

Honey.—Honey is more of a regular supply of food than it used to be, and consequently a more steady demand, but prices remain unchanged.

Honey, extracted, 60 lb. cans	0 10¾ 0 11
" " 10 lb pails	0 11 0 12
" " 5 lb. pails	0 12 0 12½
" comb, per dozen	2 50 2 75

NOT MUCH BACON AND BUTTER.

Montreal, March 3.—Exactly how much of Great Britain's gross imports go from here is shown in the report of the British Trade Commission, which has just been completed.

The following figures show what proportion of leading imports into the United Kingdom Canada supplied last year :

	Total British Imports.	Imports from Canada.
Wheat	£45,287,000	£7,604,000
Wheat, meal and flour	6,370,000	1,188,000
Live cattle	5,566,000	1,922,000
Bacon and hams	16,916,000	1,518,000
Butter	22,425,000	120,000
Cheese	6,830,000	4,519,000
Salmon, canned	999,000	483,000
Lobsters, canned	253,000	219,000
Wood, sawn or split	15,470,000	3,051,000
Wood, planed or dressed	2,856,000	253,000
Leather	9,378,000	395,000

The figures relating to the imports of cheese are considered noteworthy by Montreal exporters. Canada and New Zealand between them supplied more than four-fifths of the cheese imported into the United Kingdom in 1909.

It will be noted that in the case of butter and bacon Canada has a long way yet to go in supplying even one-quarter of the total amount in demand.

ADVOCATE OF WEIGHT PLAN.

Woodstock Merchant Points Out Unfairness in Selling Any Other Way.

Editor Canadian Grocer,—It is the candid opinion of many people that all grocers should sell such articles as cucumbers, cabbage, etc., by the pound or by weight, instead of selling them at the rate of 2, 3, 4 or whatever the number may be at 5 cents, as is the general custom now-a-days.

The reason these commodities should be sold by weight instead of by quantity is, that by taking the latter course all the customers of a grocer are not treated fairly. If a grocer has a crate of cucumbers or cabbage for sale and he is selling them at the rate of so many for five cents, naturally the first customer who comes into the store to buy these articles will pick out the largest and best articles that there are in the crate. In this way, by the time five or six customers have made purchases all the largest and best of the articles are gone, and customers who come in the store later on have to take "what is left." Any fair-minded merchant can see that this is not the proper way to do business. On the other hand, if such commodities are sold by weight every customer is treated fairly and squarely, as each customer then gets the same quantity.

It is also the opinion of many people that a grocer would help his own business as well as accommodating his customers better if he would sell these articles by weight. When a man puts a crate of cabbage or cucumbers on sale in the morning and all the choice goods are picked up by the early shopper, the customer who comes in, say in the afternoon, does not always feel inclined to pay the same price for the smaller articles as the other customers did for the choice ones, whereas if a customer was told that the goods were being sold by the pound, they would buy at any time during the day, as then they would know they were getting a fair deal.

GROCER.

Woodstock, Ont., March 3, 1910.

ORDER TAKERS GIVE REBATES.

Does This Come Within the Meaning of Secret Commissions Act?

Editor Canadian Grocer,—In reading what has appeared in The Canadian Grocer about the Secret Commissions Act, I am reminded of a discussion that took place some time ago about a certain act, upon which those discussing it held different opinions. One in the heat of his argument forcibly impressed upon the mind of his friend that in order to understand the act it was first necessary to know what it meant, and then to read it to get the right sense of it.

This seems to apply to this Secret Commissions Act, and I must declare that I do not know what it means and therefore cannot understand it when I read it. It appears, however, that the lawmakers aimed to check a certain evil, but did not think of all the details of the trade it would include, or if they did, it remains for us to get busy and find out where we are at. Supposing a clerk in a retail store is sent out to solicit orders, and he does what has been frequently done—tips the cook for the trade. Would that come under this act? It is a well-known fact that this is a serious evil and if this act covers that, it would be well to have a test case as soon as possible. There are instances where good customers are lost through the misrepresentation of the goods by the cook, and this was done for the bribe she received. It is well-known that in order to get trade in some restaurants and hotels, it is necessary to bribe the proper official. Does this act not also cover this tipping habit in every shape and form. Tips are usually given in order to receive something over and above what a person really is intended to get.

If this law covers all these evils, it is certainly an angel in disguise, and should be welcomed by all honest business men. The people are rapidly waking up to the fact that all men are entitled to fair pay for their services, and in consequence the trade can afford to eliminate everything which is unfair and dishonest.

K. L.

London, Ont., March 3, 1910.

Even advertising is not a cure-all for all the ills a business is heir to. It must be supplemented by good salesmanship and correct business methods.

DAVIES' CANNED BEEF AND PORK AND BEANS

BEEF—	*corned*		*roast*
1's	$1.60	-	$1.65 dozen
2's	2.80	-	2.90 "
6's	9.00	-	.... "

PORK AND BEANS—	
1's	50c dozen
2's	90c "
3's flat	1.00 "
3's tall	1.15 "

Plain or with sauce

THESE GOODS ARE GUARANTEED TO PLEASE!

Offered Subject Stock Being Unsold and Advance in Price

ORDER AT ONCE IN 5-CASE LOTS OR MORE
AND SAVE ON FREIGHT. *TORONTO PRICES.*

WM. DAVIES COMPANY, LIMITED

TORONTO :: ONTARIO

Just Read the Directions!

GROCERS—

get familiar with the many uses of

GILLETT'S LYE

and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant. It's a sure trade bringer. REFUSE SUBSTITUTES and the various "Just as good" kinds. They may cost you a few cents less per case, but do they pay you as well as the old reliable—the standard—**GILLETT'S LYE?**

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

When Your Customers Complain of the High Cost of Living

you can safely advise them to use more

Clark's Pork and Beans

and less meat.

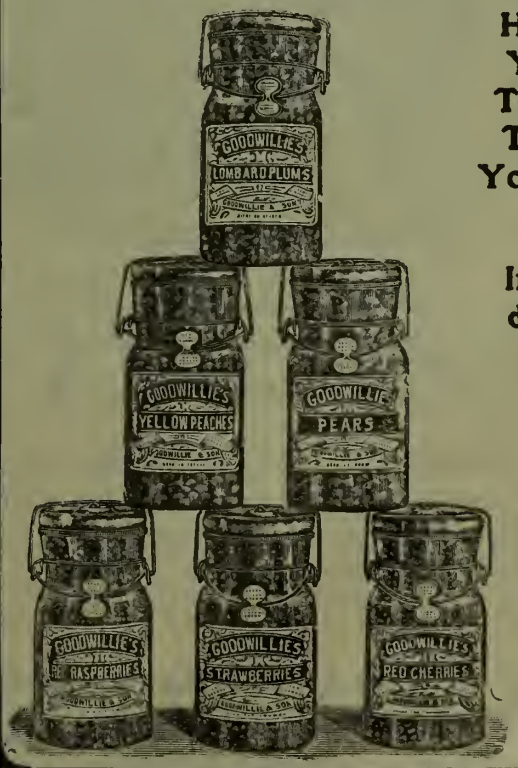
They will get the same nourishment and enjoy an appetizing dish at the same time.

Wm. Clark - Montreal

Manufacturer of high-grade
—Food Specialties—

Goodwillie's Fruits

IN GLASS



Have You Tasted Them Yourself ?

If not, do so

Agents:

Rose & Laflamme Limited

Montreal and Toronto

EARLY CLOSING IN CHILLIWACK.

Ahead of Eastern Grocers — Weekly Hints Pay for Subscription.

Editor Canadian Grocer,—Find enclosed cheque for $3 paying for our subscription to Jan. 11, 1911. We have been a subscriber to Grocer for 17 or 18 years and we get enough hints from EACH number to pay for a year's subscription.

What's the matter with the Toronto grocers? We have six grocers here and we close our stores at 6 o'clock and on Saturday nights at 10 o'clock—pleased to note they are making a move to close at 7 o'clock in Toronto. We think they could just as well close at 6.

We are having quite lively times here building the B. C. Electric Tram from Vancouver, and the work that will be done in building the Canadian Northern and the V. V. & E. through Chilliwack is giving real estate a great boom.

Prices are quite high at present. We pay 40c lb. for creamery butter, 60c doz. for fresh eggs; 23c lb. for bacon, 19c lb. for lard, 2c lb. for wheat, $7 bbl. for flour.

We have a merchants' association and a clerks' association.

Geo. R. Ashwell & Son.

Chilliwack, B.C., Feb. 11, 1910.

LIMITING RETAIL CREDITS.

The following notice is being put up in many stores throughout Minnesota where they have organizations. They use a sign 12x18 inches:

"The wholesale grocers, meat, fruit and vegetable houses compel the retail grocers, meat dealers and general merchants to settle their bills in full twice a month, and to meet those conditions the retail grocer, meat dealer and merchant cannot extend credit beyond pay day and in no case for a longer period than thirty days."

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

Meat Sold in Dishes

will increase your sales. Use one to hold it and one to cover it, and the result will please the buyer.

Pin this ad. to your want list.

Graham Bros. & Co., Kinmount, Ont.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

Nation's Celebrated

CUSTARD POWDER

THE BIG 5c. PACKAGE

Just the thing

WHEN EGGS ARE SCARCE

We stock it. Write.

W. H. ESCOTT

Broker

Winnipeg, - - Man.

This Kid is

"Spreading Out" and fully realizes that he is "the coming man."

LEITCH ANCHOR BRAND OAK LAKE

Don't let precedent and prejudice hold you in a rut so that progress turns out and goes around you! Buy

ANCHOR BRAND FLOUR

Manfd. by Leitch Brothers Flour Mills, Oak Lake, Manitoba, Canada. 6

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON

Pot and Pearl Barley
Split Peas and Feed

John MacKay, Limited
BOWMANVILLE, - ONTARIO

When writing advertisers kindly mention having seen the advertisement in this paper.

BISCUITS THAT SELL

It pays you best to sell groceries that make possible a quick turnover. Our lines have two features to recommend them—quality and price. So you need never worry over a possible "sticking" of our biscuits. They sell quickly.

Free sample and prices from

THE CANADIAN BISCUIT COMPANY, LIMITED

LA PERADE, QUE.

The causes which lie behind Christie reputation.

For over half a century our whole efforts have been concentrated in the making of better biscuits.

We have paid no attention to any side issue—all the ability we possess and every hour of our experience has been utilized for the purpose of bettering Christie biscuits.

Every ounce of raw materials is selected and tested—the flour used is a blend of the best flours milled—butter, eggs, sugar and lard must all be high-grade table quality.

Our factory is the biggest, brightest and cleanest in all Canada. Our employees are all healthy and happy and imbued heart and soul with Christie ideals.

Christie ideals—that's the real source of Christie reputation. It's this constant effort to better the product of yesterday—this striving after excellence that has made the name *Christie* a household word all over the Dominion.

Are you making the most of Christie reputation?

Remember, *"Christie biscuits do sell more than biscuits."*

CHRISTIE, BROWN & CO., Ltd.

GEO. KEMP, LTD.

LONDON, ENGLAND.

BISCUITS

Do not miss these good selling lines.

Satisfaction on all points.

Repeat orders with every mail.

$ $ $ $ in these dainty goods.

FOR QUALITY

Export Agents:

H. COLLINGS & CO.,

16 Philpot Lane London, England

PROGRESSIVE GROWERS HANDLE THIS MONEY-MAKER

Our VILLAGE Biscuit retails 3 lbs. for 25c.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,

ST. GEORGE, - ONT.

Canadian made Licorice

Y&S BRAND

All Druggists.

Grocers, Confectioners and Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

Send To-day

AGENTS

ONTARIO S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES, W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
PROVINCE OF ALBERTA, Tees & Persse Calgary and Edmonton

There's profit in handling

WHITE LILY BRAND

Havelock Lunch Biscuit!

A popular favorite which has created a big demand for itself at its retail price of 15c. a pound. It is made of the purest ingredients only, and is mixed and baked in a modern, sanitary plant. Just the line to influence more of the family trade to your store. We also recommend "WHITE LILY" BRAND Cream Sodas, People's Fancy Cottage Mixed. In bulk, boxes and tins.

WRITE FOR PRICES

J. A. MARVEN, Ltd., Moncton, N.B.

By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Flour Unchanged in Spite of Wheat Wanderings

Demand Not Extra Good—British Market Using Large Quantities of Russian Flour—Rolled Wheat Shows Advancing Tendency.

Since our last week's issue the wheat market had their usual flutterings, and the price reached the highest point since the last crop went on the market, although 2c below last year at the same date.

The fight seems to be a fairly even one, although gradually but slowly making it more hopeless for those who have to supply cheaper wheat. In this constant, never-ceasing, strenuous battle, every change in the weather, every condition of the growing crops and every supposed or real change in the total wheat supply is watched with an intense keenness, and manipulations follow according to the views big millers take of these changing conditions. Damage to the growing crops is closely watched and made use of in bulling the price.

Under all this high tension in the wheat market, the millers are slow in buying, and are selling their flour at practically the same price, and working on slightly smaller margins as the wheat slowly advances. Russia continues to pour out its enormous crop, which keeps the flour market in England too well supplied to suit our millers.

MONTREAL.

Flour—A good domestic trade is being done at unchanged prices. The market is steady.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 80
Glenora, bbl	5 30
Manitoba spring wheat patents, bbl	5 80
" strong bakers, bbl	5 30
Five Roses, bbl	5 80
Harvest Queen, bbl	5 30

Oatmeal—Prices remain unchanged, with business but fair.

Fine oatmeal, bags	2 62½
Standard oatmeal, bags	2 62½
Granulated " "	2 62½
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
Rolled oats, bags	2 40
" barrels	5 05

TORONTO.

Flour—The local flour market is a fixture. For several months the prices have remained at the same figure. Millers have been looking for an advance, but on account of the small demand, competition would not admit the raise that all would like to make.

Manitoba Wheat.	
1st Patent	5 70
2nd Patent	5 30
Strong bakers	5 10
Winter Wheat.	
Straight roller	5 10
Patents	5 30
Blended	5 30

Cereals—The market is firm, but further than that nothing of any interest has developed this week. It is, however, claimed that some rolled wheat had been sold at an advance of 15c a barrel. The tendency is upward.

Rolled oats, small lots, 90 lb. sacks	2 40
" " 25 bags to car lots	2 25
Rolled wheat, small lots, 100 lb. brls	3 10
" " 25 brls. to car lots	2 80
Standard and granulated oatmeal, 98 lb. sacks	2 65

DETAILS OF CEREAL MERGER.

The Firms Which Will be Included in the New Concern—J. G. Flavelle the President.

Montreal, March 3.—Promoters of the cereal merger announce this week the names of the mills which will be taken over by the newly-incorporated company, and give some facts regarding the stock and bond issue.

Eight leading firms will merge: The Tillson Co., Tillsonburg; the Flavelle Milling Co., Lindsay; P. McIntosh & Son, Toronto; James Wilson & Sons, Fergus; Walter Thomson & Son, London; Woodstock Cereal Co., Woodstock; D. R. Ross, Embro, and Martin Bros., Mount Forest.

These mills turn out oatmeal, rolled oats and flour, chiefly.

J. G. Flavelle will be president of the new concern.

Authorized capitalization will be $1,500,000, 7 per cent. preferred stock, and $1,500,000 common stock. There will be left in the treasury $500,000 preferred and $500,000 common stock, while there will be an authorized issue of $1,000,000 6 per cent. first mortgage bonds.

A. J. Nesbitt, managing director of the Investment Trust Co., Montreal, has been responsible for the bringing together of the firms.

When P. McIntosh & Son were spoken to in reference to the above report, they disclaimed connection with the merger. They had heard nothing definite in reference to the matter, although they knew it had been talked of now for some time.

NEW COMPANIES.

The Glengarry Match Co., Alexandria, Ont., has been granted an Ontario charter. Among the provisional directors are R. B. McArthur, T. H. G. McCrodan and R. W. Adams.

Notice is given that under the Act respecting the licensing of extra provincial corporations, authority has been granted the Laing Packing and Provision Co., Quebec province, to do business in Ontario.

Victor Archambault, Sherbrooke, Que., was in Montreal on a short business trip last Saturday.

Fortify Your Position

as a Grocer, by only handling lines that meet the public demand.

In the line of crackers, you can't go wrong if you are handling

Mooney's "Perfection" Cream Soda Crackers

The kind that always reach you in the same crisp and fresh condition as they leave our ovens.

A little extra care in the selection of the materials, and a little extra skill in mixing and baking have made the "Mooney" the best flavoured cracker and the most profitable to handle.

Cox's Gelatine

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co. "
A. P. Tippet & Co., "

J & G. Cox Ltd.
Gorgie Mills
EDINBURGH.

Sages tell us experience teaches! Wise men profit by that of others. If one firm handled a certain line for 25 years very successfully, would not you be inclined to take it up?

It is over a quarter of a century since we launched our now famous

"CHOCOLATE BORDO"

(Registered)

Each succeeding year has been a record-breaker. The confection is a winner, a money-maker, a success in every sense of the word.

For 25 years we have profited. You can share in the success by featuring the brand.

The Montreal Biscuit Company

Manufacturing Confectioners

MONTREAL

TRUMILK

— AND —

MILKSTOCK

The only milk powders manufactured in Canada that are perfectly soluble in cold water.

Always sweet, safe, pure and nourishing. Will keep after the cans have been opened.

Manufactured and packed under the most sanitary conditions.

For Further Information Write to

Canadian Milk Products, Limited

Head Office: MAIL BUILDING, TORONTO.

THE Beverage for ALL Weathers

Epps's Cocoa

A Cup of "Epps's" at breakfast **Warms** and **Sustains** you for hours. As a supper beverage it is perfect.

Grateful ***Comforting***

Special Agents: C. E. COLSON & SON, Montreal

Nova Scotia: E. B. ADAMS, Halifax. **Manitoba: BUCHANAN & GORDON, Winnipeg.**

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street **MONTREAL**

WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments. Write us for prices. Phone order our expense.

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, MANAGER

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance.

WRITE TO

P. POULIN & CO.

39 Bonsecours Market, - Montreal

WE SELL FEATHERS TOO

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

When writing advertisers kindly mention having seen the advertisement in this paper.

MAPLE SYRUP

"Your syrup is superior to anything I have seen on the market."—H. Mockford, Charlmond Road, London

It is STANDARD. Get Prices.

CANADA MAPLE EXCHANGE

Montreal

TRADE MARK. Smalls

THE NEW FLAVOR

MAPLEINE

Better Than Maple

The Crescent Mfg. Co., Seattle, Wash.

THICK, SWOLLEN GLANDS

that make a horse Wheeze, Roar, have Thick Wind, or Choke-down, can be removed with

ABSORBINE

or any Bunch or Swelling. No blister, no hair gone, and horse kept at work. $2.00 per bottle, delivered. Book 3 D free.

ABSORBINE, JR., for mankind, $1.00, delivered. Reduces Goitre, Tumors, Wens, Varicose Veins, Ulcers, Hydrocele, Varicocele. Book free. Made only by

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.

LYMANS Ltd., Montreal, Canadian Agents.

I'VE JUST overheard a conversation, Brother Grocer. Between the President and Mr. L., one of the FIVE ROSES men.

The President: "What's doing?"

Mr. L.: "Heard a woman complaining."

The President: "How very unusual!"

Mr. L.: "Complaining on FIVE ROSES, sir."

The Pres.: "Eh!"

Mr. L.: "Yes, sir. Called on Jones 'smorning. While discuss-"ing the wheat market, Mrs. B. comes in all flustered. Said "she'd used FIVE ROSES twenty years without "bad luck.' "But the *last* barrel was a dose of disappointment—couldn't "do anything with it. Quite sore, she was, sir. Yes, sir."

The President: "That's nice. What did YOU do?"

Mr. L.: "Why, nothing. I didn't let on."

"What, you don't mean to tell me you stood there and let a "woman work herself up into a frenzy over a cooking failure "without finding out what's what."

"But, sir, what could I do? She wasn't MY customer."

"Yes, sir; she *was*. You trot right back to Jones's as quick "as you can get there. Ask him, with my compliments, to see "Mrs. B. and get that flour back. You must send her another "barrel, or her money, all of it, together with our most abject "apologies—and do it NOW."

He did.

You see, Brother Grocer, the results of an accident in transit, flour damaged somehow.

We surely *love* complaints, because to rectify them makes us all the stronger with our customers.

And the President, quite indirectly, gave me a lesson in salesmanship, drawn from his own vast experience.

He believes, like all successful merchandizers, that Marshall Field was right when he said—*"The customer is always right."*

But the crucial point, Brother Grocer, is this:

If FIVE ROSES ever causes a disappointment, whatever the cause (for mistakes will happen in the best regulated families, you know), *take the flour back* as cheerfully as you can or care to and *replace the sale, or refund full purchase money, no matter how much flour has been used.*

We'll stand the *whole* loss, Brother Grocer, thanking YOU gratefully for the opportunity of living up to our guarantee.

Do that, and we'll be friends for life.

For, you see, the FIVE ROSES guarantee is in *no way worm bitten.*

—E. M. F.

LAKE OF THE WOODS MILLING COMPANY

LIMITED

MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES

Merchants' Obligations in Trade Reformation

True Co-operation With the Farmers Needed, Says Writer, to Clear Atmosphere of Trade Troubles—Up to Merchants to Take Initiative—Would Tend to Eliminate Buying From Mail Order Houses.

By M. Moyer.

The discussions of the high cost of living have brought out a good many interesting points, apart from the solution of the problem. The one most conspicuous is the fact that people engaged in different occupations, know so little about one another.

That foodstuffs, particularly farmers' products, are unusually high, all admit, but when some tried to put the blame on the retailer, it showed how little they knew of his business.

C. C. James, Deputy Minister of Agriculture for Ontario, in a very few words showed up the situation as it really exists. The whole trouble he said was the fact that the production was not keeping pace with the rapidly increasing consumption, and this explained itself when he demonstrated how the rural population was decreasing while the city population was rapidly increasing.

But he made another remark which should be interesting to retail merchants. He said that "farmers need not only co-operation among themselves, but they also needed the proper co-operation of the town and city people." By this I suppose he meant particularly those who handle the goods they produce and also what they have to buy. True co-operation is not to combine together for the purpose of gaining any special benefit at the expense of others, and is never right nor fair unless it works out in harmony with the best interests of all the people.

There are fundamental principles underlying the network of the world's activities, and to discover these and to work them out is the work of co-operation. Only a few years ago farmers were kind to each other in giving assistance to their neighbors and friends when they were in need, but true helpfulness was better understood when they started, through the assistance of the government, to help one another to get better results from their labor, through a clearer understanding of the principles that work for right and greater success.

To open the way to make it easier to succeed was not by producing anything that did not exist, but merely by learning how to utilize and harmonize the means at their disposal.

Merchants Should Break the Ice.

Wonderful has been the work accomplished, but the co-operation with the people who are not farmers, to which Mr. James refers, has not yet been attempted and it remains for the merchants to take the initiative in this work. A good deal is said just now about "co-operative" societies, but when the aims and objects are carefully investigated; it is nothing else than "combination," which means advantages for a certain class at the expense of others. The Co-operative Bill now before parliament is of this character, because it has features in it which aim for profit entirely separate from its intended purpose.

The agricultural industry has been greatly benefited through co-operation among farmers; and so have the merchants, but now is the time when co-operation between the two should be developed.

Taking it for granted that the retail and the wholesale trades are necessary for the convenience of the people and the only system known to the world that can render cheap and complete service, therefore, to bring out the best results for the entire community there should be "true co-operation." Combination destroys individuality but co-operation in its true sense means full individual liberty under the best possible conditions.

What True Co-operation Is.

If the farmer does his very best to produce the highest quality of goods for the dealer to handle and the dealer does his best to give good service in return, that is co-operation, and the best results can only be attained through united effort. Being both in the same locality, the profit accruing from both will, to that extent, improve the value of the property in that neighborhood.

It is estimated that some of the choicest lots in Toronto are worth 4 or 5 million dollars an acre, and as this is made so valuable principally through the products of the farm, an agricultural paper recently claimed that such land does not pay its proper proportion of

Tell Your Customers That :

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When out never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

McDOUGALL

Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scotland.

CLAY PIPES

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO ILL., U.S.A.

TANGLEFOOT

The Original Fly Paper

For 25 years the Standard in quality

All others are Imitations

Black Watch

The Big Black Plug Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade

taxes and that part of them should go back to reduce the taxes of the farmers. But why should the farmer make this land so valuable and impoverish his own property at home, from which he is deriving the taxes in the natural way?

We hear much complaint about people sending their money to the large department stores. This is admitted to be a hindrance to the natural growth of our country. The people would not do it if they understood the true principles of co-operation. It remains for the merchants to get busy.

SOME USEFUL HINTS.

The following hints are useful to the general merchant in two ways. He may use them himself and may advise his customers thus giving a better service:

Candles, dried meats, hams, bacon, and tongue all keep best in a cold but not damp place.

All rice, oatmeal, sago, etc., should be kept carefully covered from the air.

Dirty windows show untidy and careless storekeeping or housekeeping sooner than anything else.

For barley water small pearl barley should not be used. Use only the larger sort ground small.

If ribbon has splashes of mud on it, it should be allowed to dry, then brush it off gently, and lightly sponge the stain with sal-volatile and water.

TRADE NOTES.

Assets of the Montreal Industrial Co-operative Co., Montreal, have been sold.

The Retail Grocers' Association of London, Ont., has offered $50 towards the purchase of factory sites.

A despatch from Sydney, C.B., tells of the following trade changes: A. R. McLeod, of Harrington, Ltd., Whitney Pier store, has accepted a position with Geo. Armstrong & Co., Ferry St.; M. W. Wherry, collector and order solicitor for Harrington Ltd., is now manager of the grocery department in the Harrington department store, Whitney Pier; W. A. L. Vash, who has conducted a large grocery business on Dorchester St. during the past four years has sold to Daniel A. McLean.

One minute spent in reading this 'ad.' will mean many dollars in your pocket, that is if you are wise and feature the

7-20-4
CIGAR

in your Tobacco Department. It's a steady and ready seller, and leaves a 'worth-while' profit for you. Write for prices.

Sherbrooke Cigar Co., Sherbrooke, Que.

Are You Keeping Your Tobacco Stock Up-to-Date?

IF NOT, WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from Imported Leaf Exclusively

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, CANADA.

FLORIDA

Strawberries, Celery Head Lettuce

Supplies now coming along regularly in quantities. Demand increasing from day to day.

Also—Tomatoes Egg Plant Green Peppers

We can supply your wants with strictly fresh stock at reasonable market prices.

FULL LINES

Oranges Lemons Bananas

McWILLIAM Mc. AND E. EVERIST

25-27 CHURCH ST. - TORONTO

Always

Take time to think

Don't be misled by any wild, breezy, February-March assertions. They usually amount to about as much as the goods they refer to.

MORAL

In Lemons pin your colors to the old reliable St. Nicholas and Home Guard. They'll make you money.

J. J. McCABE

AGENT

32 Church Street, Toronto.

Advance of 25 Cents on California Navel Oranges

Firm Market This Week—Dealers Lose Heavily in Apples—Supply Appears to be Too Great for Demand — Good Call for Vegetables all Winter—Fish Market Firm With Some Advances.

MONTREAL.

Green Fruits—Fruit men who have handled apples as extensively as in the past have been keenly disappointed in the outcome of the year's business. It has been a most discouraging season, due largely to the high prices asked and paid for apples early in the fall, when contracts were made with orchard owners. Good prices which were at the time anticipated failed to materialize, and more than one dealer has lost heavily. Many shipments have been consigned to Europe, where the loss has been as great as it would have been here, and, in some instances, greater. There is but slight activity at present. Apple supplies are more than sufficient to take care of all demands, despite Government statistics which prophesied a scarcity. Tallman Sweets are higher. Prices on other varieties have not changed. California navel oranges are firmer, on an advance of 25c, due to a stronger feeling in United States markets. Lemons are stronger, too. Other lines are normal.

Apples—		Lemons—	
Baldwins, bbl.	4 00	Verdillis, box	2 50
Greenings, bbl.	4 00	Maoris, case	3 25
Russets	4 25	Messina bitters, box	2 50
Kings, No. 1	4 00	Limes, per box	1 50
Spies, per bbl.	5 00	Oranges—	
Tallman Sweets	3 50 4 00	Floridas	3 00
Bananas crated, bunch	1 75 2 00	California navels	2 75 3 00
Cranberries, bbl.	6 00 7 00	Porto Ricos	2 50
Cranberries, per bushel box	1 50 2 00	Mexicans	2 25
Cocoanuts, bags	4 25	Jamaica, crate	4 00
Grape fruit—		Pineapples—	
Florida, box	5 00	Floridas, case	4 00 4 50
Grapes, Almeria, per keg	6 50	Strawberries—	
Kumquats, qt.	0 25	Florida, qt.	0 70
		Tangerines, strap	5 75

Vegetables—Roots are active, but there is no special demand for imported stuff. There have been slight fluctuations in several lines, but no appreciable changes in prices. Considerable hot house stuff is being brought into the city from neighboring places and this is selling freely in small lots. Radishes, mushrooms, and parsley are especially salable.

Beets, bag	0 40	0 50	Spanish, cases 150 lbs.	3 00
Brussels sprouts, per qt.	0 23		Spanish, ½ cases	1 50 1 75
Carrots, bag	0 40	0 50	Potatoes—	
Cabbage, bbl	1 00	1 25	Montreal, bag	0 65 0 75
Celery—			Sweet, per bbl.	2 50 3 50
Canadian, doz	0 75	0 90	" basket	1 50
California, crate		5 50	Parsley, dozen	0 30
Florida, crate	3 25	3 50	Parsnips, bag	0 75 0 80
Cauliflowers, cr'te	2 75	3 00	Radishes, dozen bunches	0 40
Cucumbers—			Rhubarb, doz.	1 25
Boston, doz.	1 00	2 00	Spinach, bbl.	4 00
Garlic, per lb.		0 17½	Tomatoes—	
Green Peppers, basket		0 75	Floridas, crate	5 00
Lettuce—			Cubans, crate	2 25 2 50
Curly, box	0 80	1 20	Turnips, bag	0 60
Mushrooms, lb.	0 75	1 00	" Quebec, per ton	12 00 14 00
Onions—				
Red, per bag		0 90		

Fish—A proposal to bring cod fresh from the sea to this and western Canadian markets the year round has been before the trade indefinitely for some time, but active measures are now under way which will result, through the use of the newly discovered Solling wrapping process, in Canadians being able at all times to secure fresh cod from far off Newfoundland, in excellent condition. Trial shipments are now being made. Of course, the new style packing will mean higher expense, but it is thought that the better quality, fresher flavor, will make it easy for dealers to sell to the better class of trade. Haddock continues scarce, with demand active. Halibut is scarce and high. Tomcods are low in price and supplies are plentiful. Dried lines are moving out as usual, Shell fish are being sold freely. Mild weather is affecting sales generally.

FRESH FROZEN			
Codfish	0 04½	0 05	Steak cod, lb.	0 05 0 05½
Dore, winter caught, per lb.	0 07½	0 08	Salmon, B.C., red, per lb.	0 08 0 08½
Haddock	0 05½	0 06	Smelts, 10 lb. boxes	0 10
Halibut, per lb.	0 09½	0 10	Tom cods, per bbl.	1 50
Herring, per 100	1 70	1 80	Whitefish, large, lb.	0 09 0 09½
Mackerel		0 09		
Pike	0 06	0 06½		
SALTED AND PICKLED				
Green cod, small, brl.		4 75	" " bbls., red	14 00
Labrador herring, bbl		5 00	" Labrador, bbl	18 00
" ½ bbl		2 85	" " ½ bbls	9 00
Labrador sea trout, bbls		11 00	" " tros., 300 lb.	26 00
Labrador sea trout, half bbls.		6 00	Salt eels, per lb.	0 07½
No. 1 mackerel, pail		2 00	Salt sardines, ½ lb.	3 00
" " ½ bbls		8 00	Sardines, bbl.	5 50
Salmon, B.C., ½ bbls		8 00	No. 1 Hake, 200 lbs.	3 50
SMOKED				
Bloaters, large, per box				1 10
Herring, new smoked, per box				0 13
Herring, boneless, per lb				0 10
Kippered herring, per box				1 00
SHELL FISH				
Lobsters, live, per lb				0 18
Lobsters, cooked				0 20
Oysters, choice, bulk, Imp. gal				1 40
" "Sealshipt," standards, per carrier 4 Imp. gal				7 40
" " seleot, per carrier 4 Imp. gal				8 00
PREPARED FISH				
Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.				
Boneless fish			0 04½	0 05½
Dry cod in bundles, per bundle				6 00
Skinless cod, 100 lb. case				5 50

TORONTO.

Green Fruits—The apple market is completely demoralized. Some apples have to be sold at a very low figure in order to avoid total loss. All apples have their particular time to be at their best, and those that are past their time are selling as low as $1 a barrel. The very choicest spies bring as high as $4. The apple trade this season, on the whole, was disastrous to the large dealers.

The California navel oranges are now arriving in good shape. They are almost free from frost, and are about 25c a case higher. Strawberries are more plentiful and will likely be lower.

Apples	1 00	4 00	Floridas	2 50	2 75
Bananas	1 75	2 00	Mexican	2 00	2 25
Cranberries, bbl	7 50	8 00	Valentia	3 50	4 00
Grapes, Almeria per keg	6 00	6 50	Marmalade, Seville, per chest		4 50
Grape Fruit	4 50	5 00	Sicily bitter, box		2 50
Lemons—			Pineapples, case	4 50	5 00
Sicily	2 25	2 75	Strawberries, qt.	0 50	0 60
Oranges—					
California navels	3 00	3 25			

Vegetables—The business in fresh vegetables during the winter is increasing from year to year. They do not seem to be a mere luxury, but an every day requirement. Sales are regular and nearly all grocery stores handle them. California celery, which monopolized the market for some time, is almost off the market, but is immediately followed by Florida celery which is now considered superior in quality. Florida celery comes in cases half the size of the California. Cucumbers at $2.50 a dozen and strawberries at 60c a box look a little bit high beside a barrel

of apples at $1, but the people will buy them and continue to talk about the high prices.

Asparagus, bunch	0 40	Valencias, new, crate	3 00 3 25
Beets, bag	0 90	Spanish	2 50 2 75
Beets, new, doz.	1 00	Green, per doz.	0 50 0 60
Beans, green in qt. boxes	0 25	Spanish, ½ cases	1 50
Cauliflower, doz	2 25	Parsnips, bag	0 85 0 90
Cabbage, Canadian, dozen	0 35 0 40	Potatoes— Canadian, bag	0 55 0 60
Cabbage, Can., per barrel	1 35	Bermuda, new, per barrel	8 50
Carrots, bag	0 65 0 75	Sweet, hamper	1 25 1 50
Carrots, new, dz	1 25	" barrel	3 50
Celery, Canadian, dozen	0 30 0 35	Parsley, per doz bunches	0 70
Celery, Cal., per case	5 00 5 50	Radishes, doz	0 35 0 40
Celery, Florida	3 25 3 50	Rhubarb, doz	1 00
Cucumbers, doz.	2 50	Spinach, hamper	1 10
Lettuce, hamper	2 50	Tomatoes, hot house, lb	0 25
Lettuce, per doz	0 30	Tomatoes, case of 6 baskets	3 00 4 00
Mushrooms, lb.	0 90	Turnips, bag	0 40
Onions— Canadian, bag	1 00 1 25		

Fish—The demand for fish is great, but the supply is rather light," was remarked by one of the fish dealers. Another one said: "The fish market is very firm and prices are about 1c higher all round." Fish are scarce and several lines are completely off the market. Fillets are gaining in popularity on this market; they are boneless haddie.

LAKE FISH (FROZEN)

Goldeyes	0 05½	Pike	0 06
Herring, Lake Superior	0 04	Trout	0 10
Pickerel, blue	0 05½	Whitefish	0 10
Pickerel yellow	0 09		

OCEAN FISH (FROZEN)

Steak Cod	0 07	Salmon, pink, per lb.	0 09
Halibut	0 12	" red	0 10
Haddock	0 06½	" sea dressed	0 13
Herring, per 100	2 00	Smelts, No. 1	0 11
Mackerel, each	0 20	" extra	0 15

SMOKED, BONELESS AND PICKLED FISH.

Acadia, per crate	2 40	Fillets, per lb	0 14
" tablets, box	1 60	Haddie, Finnan	0 09
Bloaters, per basket	1 10	Herrings, Digby, bndle	0 60
Codfish, shredded, box	1 80	Herrings, Imported Loch Fyne, per kit	1 10
" Bluenose, "	1 40	Kippers, per box	1 25
Cod steak, per lb.	0 07	Quail on toast, per lb.	0 05½
Cod, Imperial, per lb.	0 05		
Ciscoes, per basket	1 25		

SHELL FISH.

Oysters, standards, per gal	1 65	Oysters, selects, per gal	1 85
		Oysters, extra selects	2 00

TO DEVELOP FISH BUSINESS.

Montreal, March 3.—A. H. Brittain, Montreal, has returned from a short business trip to Digby, N.S., where he was for a day engaged in connection with preliminary steps incidental to the making of definite arrangements which are expected to result in the greater development of the fish business in that Nova Scotian fishing town. A large smoked fish business is done from Digby every year, and it has been felt for some time that this could be made of larger volume, while the fresh fish industry might be profitably developed as well.

LEMONS

OUR EXTRA FANCY BRANDS:

HOME GUARD and LORD BERESFORD

OUR EXTRA CHOICE BRANDS:

"DOMINION" and MAPLE LEAF

These Brands represent perfection in Sicilian Lemons. Put up under our own exclusive Brands by two of the best Italian packers.

Everybody swears by these Brands who have once used them.

Same prices as ordinary Brands packed by second raters.

WHITE & CO., Limited

Toronto's Premier Fancy Fruit House

Phone Main 6565 **Toronto and Hamilton**

Fresh Arrivals

THIS WEEK

Car BANANAS—Fancy Fruit

Car CALIFORNIA NAVELS

Extra Fancy Heavy Juicy Fruit. "GOLDEN ORANGE" Brand.

Car DOMESTIC CABBAGE

FINE SOLID HEADS

Fancy Ripe Pineapples. Extra Fancy Florida Celery

PRICE AND QUALITY ALWAYS RIGHT

HUGH WALKER & SON

(Established 1861) GUELPH, ONTARIO

A FACT

Market reports from the largest cities in America: New York, Philadelphia, Chicago, Pittsburg, Boston, etc., state that Florida Oranges are selling for more money than any others. The quality is better; that is the reason. Why more of you do not handle Floridas is because you have not seen or tasted the finest oranges grown. Those you are buying you think are good enough, but the best markets are buying Florida Oranges, because they know they are the best. Order Floridas for full-flavored, sweet, juicy fruit. Our pack is carefully handled and graded.

W. B. Stringer

District Manager, Toronto

FLORIDA CITRUS EXCHANGE

FISH and OYSTERS

EXPERIENCE and Efficiency is the keynote of success in our business. We buy only what is RIGHT and are not compelled to unload second-class stocks at different seasons of the year.

"That means "THAT you are selling the Best."

Fish is scarce, but we have a large assortment, even under difficulties.

If you want information, WRITE

The F. T. JAMES CO., Limited

Church and Colborne Sts. **TORONTO**

"Epicure" Lobsters

The surest proof of quality is a repeat order.

This famous brand has sold—and repeated—so often that buyers never ask a question as to quality.

They know the brand represents highest excellence—choicest fish, only.

Early booking is advisable. Stocks are light and the catch may be small, so prices are likely to advance.

Order to-day from your jobber or direct, and specify "Epicure" Brand Lobsters. Every can guaranteed.

C. H. Mitton, Port Elgin, N.B.

Broker Agents Wanted.

It is a Genuine Satisfaction

CCC
Norwegian Canned Goods

to sell an article with a guarantee behind it. Are you stocking

Concord Norwegian Sardines ?

The brand with a guarantee on each tin. The extra care taken in the packing of these sardines preserves their natural delicate flavor in a remarkable manner. There is an extra cover for use after the tin has once been opened.

This high-class sardine will appeal strongly to your better-class customers. Send your order to any wholesale grocer.

AGENTS :

R. S. McIndoe, Toronto. A. H. Brittain & Co., Montreal. W. A. Simonds, St. John, N. B. Watson & Truesdale, Winnipeg. Radiger & Janion, Vancouver and Victoria, B.C.

FISH FOR LENT

Seasonable Sellers—Some Special Suggestions

LARGE FROZEN SEA HERRING

Halibut ***Mackerel*** ***Haddock***
Salmon ***Smelts*** ***Cod***

We have all other kinds, too. Full supply of Prepared, Pickled, Salted and Smoked always on hand.

Our stock is carried in our own large, new cold stor ge plant, up-to-date in every respect.

Ask us to mail you our latest price list

LARGEST FISH AND OYSTER WAREHOUSE IN CANADA

BRANCHES:
Montreal
St. John
Grand River
Gaspe

LEONARD BROS.

20 to 26 Youville Square (Near Customs House) Montreal

P. O. Box 639
4 Long Distance Telephones

Nova Scotia Haddies are good
New Brunswick Haddies are good
Portland Haddies are good

We know because we handle them all, but the best Haddies known are the

Wachusett Haddies

packed by Freeman & Cobb of Boston, Mass. Why ? Because only fat, plump and perfectly fresh fish are selected before going to the smoke house ; because they are smoked by a professional; because they are so cleanly and carefully put up; because they possess a flavor which always pleases.

We are sole agents for Canada. For prices, ask for our booklet, last edition.

D. HATTON CO.
Montreal

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.

SEALSHIPTICASE
SEALSHIPT OYSTERS
Direct from the Oyster bed free from water ice or preservative
A PURE FOOD natural flavor and freshness guaranteed
THE SEALSHIPT OYSTER SYSTEM INC.
SOUTH NORWALK, CONN

The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

The Sealshipt Oyster System, Inc.
SOUTH NORWALK, Connecticut.

METHODS OF FRUIT GROWERS.

What Does Their System of Co-operation Mean?—How Jobbers Will be Affected.

A report comes from St. Catharines, Ont., to the effect that with the co-operation of all the fruit growers in connection with the Niagara District Fruit Growers' Association, three commission houses each in Montreal, Toronto and Winnipeg, and one each in Quebec, Ottawa and London, will be established to handle the fruit from that vicinity, and a stock company to cover the district formed in connection therewith. The distribution committee of the association has taken the initiative in forming the grape growers of Ontario into one large company, with central management, and to include all existing co-operative companies and societies.

In discussing this matter, P. T. Peterson, of the Peterson Fruit Co., Montreal, said: "The establishment of three commission fruit houses in Montreal by the Niagara District Fruit Growers' Association, will not affect the business of the local houses to any extent.

"If these commission houses are established it will be for the purpose of handling small fruits, such as pears, peaches and grapes. These goods are of a perishable nature, and already some of the large wholesale firms have gone out of that special line of the trade, for the reason that the goods were sent here and sold on a commission, and the losses, owing to the perishable nature of the fruits, made the business unprofitable.

"Commission houses of the nature considered will be better able to handle this kind of trade, and they will also be able to make more money for themselves."

The fruit jobbers in Toronto give a different version of the above report, and claim that it is altogether misleading. The Fruit Growers' Association, they claim, do not intend to have their own houses to handle their fruit, but instead of shipping their goods to a large number of commission houses in one city, they are considering the advisability of consigning their shipments to about three in the largest cities and to one or two in smaller places. The growers claim that often the same fruit sold by different firms will come into competition with itself, and result in confusion and also in a loss. In doing this they consider that they can keep the few commission men better posted as to the quantity of fruit they may expect to receive.

The matter, however, is still under friendly consideration between the growers and the jobbers.

CHEAP POTATOES IN N.B.

In Carleton county, New Brunswick, potatoes are being sold by the farmers for 50 cents a barrel. At this price they are secured by shippers and after being culled over are sent to the Cuban market. A number of the farmers are going to share the risks of potato planting this year with the fertilizer men, putting in on halves. In Maine the farmers have asked the boards of trade throughout the eastern part of the state to co-operate in a movement to assist them in selling their crop, a large part of which is still on their hands.

GROCERY TRADE CHANGES.

Business Transfers in all Parts of Dominion, Assignments, Deaths, Fires, Etc.

Ontario.

A. W. Dalglish, grocer, Vernon, Ont., has assigned.

Cardilla P. Powell, grocer, Essex, Ont., has sold to Miller & Wigle.

Guymer & Son, wholesale fruiterers, London, Ont., have been closed out.

W. M. Abbot & Son, grocers, Iroquois, Ont., have sustained loss by fire.

Frank Smith, general merchant, Vittoria, Ont., has sustained loss by fire.

Geo. Watt, Sr., of Geo. Watt & Sons, wholesale grocers, Brantford, Ont., died recently.

The Armstrong Co., wholesale tea merchants, Toronto, sustained loss by fire last week.

Quebec.

Duquette & Falcon, grocers, Montreal, have dissolved.

Fortier & Frere, grocers, Montreal, have registered.

L. R. Bourbeau, general merchant, Danville, Que., has assigned.

Assets of S. E. Adam, general merchant, D'Israeli, Que., are sold.

J. B. Ouellet, general merchant, Arthabaska, Que., are offering a compromise.

The Mollins Food Co., Montreal, has dissolved, Henry and Philippe Auclair, registered.

J. E. Couteur, has been appointed curator for Jos. Villeneuve, grocer, Pointe Gatineau.

Aime Benoit, general merchant, Notre Dame de bon Conseil, Que., is succeeded by L. P. Leclerc.

The Dominion Wafer Co., Montreal, has dissolved, Henry Auclair & Philippe Auclair, registered.

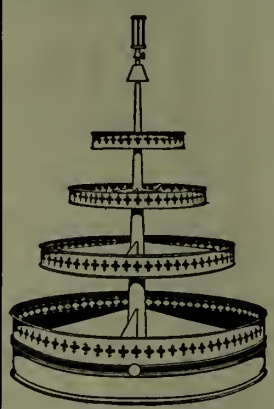
Demand of assignment has been made on A. Gauthier & Co., general merchants, Labelle, Que.

Western Canada.

C. H. Seitters, general merchant, Coaldale, Alta., advertises his business for sale.

Sinclair & Co., general merchants, Prince Albert, Sask., are succeeded by W. O. Lloyd Davis.

F. D. Cockburn, who has for some years had charge of the Montreal branch of Pugsley, Dingman & Co., has gone to Winnipeg to assume the management of the branch recently opened there by the company.



Increase Your Sales and Profits on Vegetables

¶ You can do both with our **Vegetable Display Stand,** because it not only reduces spoilage of vegetables and green truck, but makes them look so attractive they almost sell themselves. When writing to us state whether you have a city water supply.

GALESBURG CORNICE WORKS
93 Cox Street, Galesburg, Illinois

TRY LEARD'S LOBSTERS and CANNED CHICKEN
Write for Prices
W. A. LEARD
Summerside, - P.E.I.

Lemon Bros.
Owen Sound, Ont., and Sault Ste. Marie
Wholesale FRUIT, FISH and PRODUCE
Commission Merchants, and
Dealers in HIDES, WOOL and RAW FURS

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

To The Fruit Trade

One way of increasing your fruit trade and your profits is to keep your stock cleaned up. A dozen oranges left to dry out and spoil in the bottom of a box reduces the profits on a whole case. Fruit that doesn't move in a reasonable time is bound to deteriorate in value and will not do your fruit trade any good. Again, if you can double your sales you double your profits, and your stock is always fresh and clean. Its very appearance is an added incentive to your customers to buy.

Every orange and lemon packed in the "Sunkist" wrappers passes the most rigid inspection ever given fruit. Every piece must be well colored, juicy and full flavored. As we ship entire train loads of fruit from California, we have the advantage over all traffic lines, thus bringing to you the best fruit of California in prime condition. "Sunkist" brand is fruit you can recommend, fruit your trade will appreciate, and you can build up a fresh fruit business that will make you more clear money than any other line of goods you handle. "Sunkist" on the wrappers of oranges and lemons means quality insurance.

We are taking special care with our Canadian shipments and believe every jobber can supply you with "Sunkist" oranges and lemons. If you have any trouble in having your order filled, we will be glad to hear from you.

CALIFORNIA FRUIT GROWERS' EXCHANGE

Distributing Points: TORONTO WINNIPEG MONTREAL CALGARY

PERFECTION IN PACKING

POPULAR AND PALATABLE

BRUNSWICK BRAND SEA FOODS

THE LINES YOU CAN HANDLE WITH PROFIT

¼ OIL SARDINES
KIPPERED HERRING
FINNAN HADDIES
¾ MUSTARD SARDINES
HERRING IN TOMATO SAUCE
CLAMS
SCALLOPS

Are your shelves stocked with these splendid sellers and satisfaction givers?

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons. Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

How a Clerk's Savings Can Start Him in Business

Advantages of an Apprenticeship to the Grocer and to the Trade Pointed Out—The Future in the Grocery Business for Energetic Young Men With Business Acumen.

By A. H. Harvey.

While there are some grocers who succeeded without having served an apprenticeship, it is, however, safe to say that in some way or other they had to pay for want of experience and training. There is no getting away from the fact that in order to sueeeed in the grocery business with the keen competition and small profits now-a-days, a man requires a thorough knowledge of every detail of his business.

Unfortunately for the grocery trade, too many drift into it without any fitness for it, and without any training or knowledge of the business. On account of their failures and of their ignorant mistakes in putting the blame on the business, instead of on themselves, the groeery business is seemingly offering very few inducements to clever young men to prepare themselves for the groeery trade.

At the same time, if all the abuses could be eliminated, the groeery business would loom up and eompare favorably with anything a young man could find to do. Like everything elsc the grocery business becomes pleasant and interesting in proportion as it is understood and mastered, and unless it is learned in the natural way by starting young in life, and learning it step by step one will never enjoy the full satisfaction which the grocery business has in store for him.

Therefore to become a successful grocer and one who will enjoy the business, it will be necessary to start as a boy and serve an apprenticeship.

His Natural Appearance.

Before deciding to do this he should first consider whether he is naturally adapted for it. As the grocer handles the goods which the people buy to eat, he should have a good appearance. Any deformity, such as mis-shaped hands, rough skin, imperfect speech, is a handicap in the grocery business.

Possessed of good qualities and with active and industrious habits the grocery business is open for a young man without any other means, to make a success, and gain the respect and confidence of the people. Not only must he learn to do the work in the store, but he must acquire the habits of saving, carefulness, promptness, accuraey, etc., which are all necessary and must be developed to the highest degree.

In making his agreement for his apprenticeship he must begin on business principles, and right from the start make up his mind to save some money even if his earnings are small. The first year he should save at least $1 per week. This will mean that he has to deny himself many things, but as a rule, only those which are of no value to him. As his wages advance from year to year, his bank deposits should correspondingly increase. The second year he should save at least $2 a week, the third $3, the fourth $6, the fifth $8, and the sixth $10.

Capital Enough in Six Years.

If the boy starts at 17 years of age, and is faithful and diligent, he will have $1,560 deposited in the bank when he is 23, in addition to interest accrued, besides his valuable training, which is worth infinitely more. With this capital, good habits, and the training and consequent knowledge of the business, he can begin a business of his own with every chance of sucess.

As said before, through incompetent men, who never learned the business, and who do not even know enough about it to know that there is something to learn, the grocery business is regarded as a slavish business—a business of abuse and no thanks.

THE LATE D. HATTON,

Head of D. Hatton & Co., Montreal, Que., Who Passed Away a Short Time Ago.

This is a mistake and is the outcome of ignorance and suspicion. First, such a merchant does not know his business, then he gets his jealous eye on his neighbor, and he acknowledges his inability to hold his own with his neighbor. With this combination he is a burden to himself and in his narrowness puts the blame on the business.

The groeery business offers opportunities for young men who will serve their apprenticeship and thoroughly learn the trade. The old way, without any qualification or fitness practised by so many of our grocers has run its course, and the people demand a higher and better service. They are willing to pay for it, hence the opportunities for the right kind of boys.

VALUE OF A GOOD NATURE.

"In my opinion about the greatest natural asset a man can have," said a retailer a few days ago, "is that of good nature. And I am speaking entirely from a business point of view, too. Aside from the happiness that good nature brings to the individual himself, it has distinct business advantages that should not be lost sight of for an instant.

"In the first place, the good-natured man has lots of friends, and the value of friends who may be made customers, or who may be depended upon to give one the benefit of any good thing they may have is in itself a good thing. Then, too, the good-natured man is one who is confident, optimistic and willing to take a bigger chance in the course of his daily work than the suspicious and ill-tempered individual, and since all business is the taking of a chance to a greater or less extent, this is another resource that should be taken into account.

"Now it is easy enough to say be good-natured, but perhaps for some of us it is not the easiest thing in the world to become. To get away from the grouch habit, if we have it, is undoubtedly difficult, but it can be done, and all of us know of people who have overcome it. What I do want to say, and it applies to the merchant and his clerk with equal force, is that the result is worth the effort, not alone in making life more worth living, but in putting a larger cash balance on the right side of the account, and that is what all of us who are in business are striving to accomplish."

GENERAL STORE OPENINGS.

Among the business openings for general stores in western Canada as reported by the G.T.R. are the following: Cabot, Deer, Harte, Justice, Rivers, Pope and Uno in Manitoba; Zeneta, Good Eve, Venn, Young and Tako in Saskatchewan, and Ryley in Alberta. In writing to Cabot, correspondence should be addressed to President, Town Council; to Deer, Justice, Rivers, Pope, Good Eve, Venn and Ryley, the Secretary of the Board of Trade should be addressed; to Harte, M. Collins, Carberry, Man.; to Uno, Zeneta, Young, the mayor of each; and to Tako, the Secretary of the Business Men's Association there.

Fred Ryan, of Sackville; A. Gordon Mills, N. W. Eveleigh, W. A. Kierstead, Joseph Coughlan and E. P. Vanwart, of Sussex, N.B., are applying for incorporation as Mills-Eveleigh, Limited, to carry on a general mercantile business in Sussex. The capital stock of the company is $19,000. The concern has purchased a building and expects to be ready for business in May.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

Young man with good retail experience to travel for our circulation department—Good chance for promotion.

MACLEAN PUB. CO.

TORONTO AND MONTREAL

SPRING ORDERS NOW

Anticipate your house-cleaning-time needs by ordering requirements in good time. We are booking daily large orders, and want yours as quickly as possible. You know ROYAL POLISHES—what they will do, their popularity—and you have before now realized the profit they carry for you.

ROYAL POLISHES COMPANY

MONTREAL

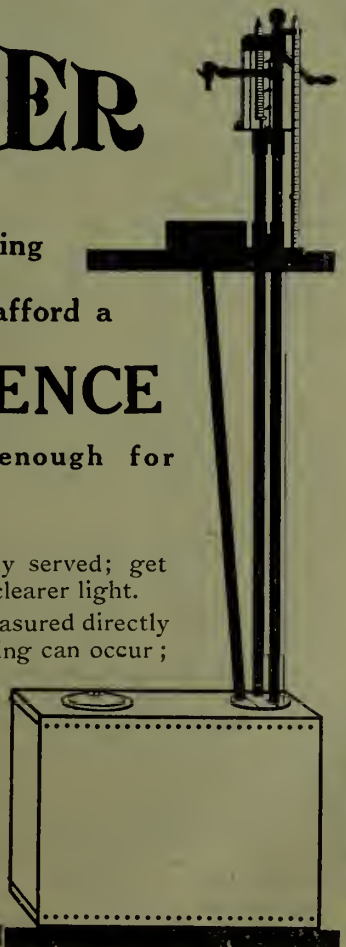
BOWSER

Self-Measuring

OIL TANKS afford a

CONVENIENCE

that alone is reason enough for installing the system.



"The convenience is mutual.

My customers are better and more quickly served; get clean oil of better quality that gives a firmer, clearer light.

The barrels are easily emptied; the oil is measured directly into the customer's can; no slopping nor spilling can occur; the odor of oil is not found in the store.

Modern CONVENIENCES mean time and money. They draw and hold trade."

Catalog 5-K contains full information regarding Bowser Outfits.

S. F. Bowser & Co., Ltd.

66-68 Fraser Ave., Toronto, Can.

MR. GROCER,

Try the Better Way

That credit customer should not give you trouble at all. His business is as good as the cash customer's, and he will pay just as well if you use the right tactics on him. Don't jump all over him—don't be too loose with him. Just use the good, old, safe, sensible plan that has been tried and proved successful by thousands of grocers all over America.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK

A man wants credit
You think he is good
Give him a $10 Allison Coupon Book
Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by

ALLISON COUPON CO., Indianapolis, Ind.

Classified Advertising

AGENCIES WANTED.

AGENT, with good connections, open to represent wholesale firm or manufacturer in city of Quebec. Highest references. "L," 75 Peter St., Quebec. (9p)

A WHOLESALE FIRM in Vancouver, B.C., with an established connection is open to handle one or two first-class agencies in the grocery and confectionery line. Highest references. Box 349, Vancouver, B.C. (9p)

ADDING MACHINE.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

AGENT. WANTED.

AGENTS WANTED IN CANADA by Manchester Manufacturer of Bottled Jams. An attractive line that should sell well. Address—Duerr & Sons, Old Trafford, Manchester. (tf)

BUSINESS CHANCE

FOR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover $20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

COUNTER CHECK BOOKS.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

FOR SALE — Automatic Computing Scale. S. H. Fagan, Windsor, Ont. (13p)

SITUATIONS VACANT.

GREAT OPPORTUNITY FOR SALESMAN visiting the drug or grocery trade in and west of Winnipeg. Firm established on eastern market several years wants salesman who can invest $300. All profits from his territory will be turned over to him until his investment is paid back. Commission and half the profits thereafter. Profits very large. L.C.M. Co., 506 Union Trust Building, Detroit, Mich.

WANTED—Salesman for Montreal with established trade in grocers' and druggists' specialties and confectionery. Replies confidential. State salary expected. Address "Confectionery," CANADIAN GROCER, Toronto.

WANTED—Salesman for Western Ontario with good connection for confectionery, grocers' and druggists' specialties. Reply with full particulars and salary expected. Address "Importers," CANADIAN GROCER, Toronto.

SITUATIONS WANTED.

COMPETENT MALE GROCERY STENOGRAPHER (employed) wants position offering better opportunity for advancement. A worker. "Steno," care H. Hodgson, 11 Hartney Chambers, Vancouver, B.C. (9p)

MISCELLANEOUS.

AT LAST—A really practical pencil sharpener. The "Spiro" sharpener built on a new principle, positively does not break the lead. Ten blades. Sharpener lasts lifetime. Every pencil user needs one. Pencil sharp in a second. Ask your stationer or write us direct. A. R. MacDougall Co., Canadian Agents, Toronto.

ANY man who has ever lost money in the mails has had occasion to learn by painful experiance that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom handpower elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

DOES YOUR FIRE INSURANCE POLICY protect you? There are points in connection with fire insurance policies that need expert handling to secure proper protection. We are Fire Insurance Experts. We can safeguard your interests, and procure the lowest rates. Mitchell & Ryerson, Confederation Life Bldg., Toronto.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

CUT DOWN THE COST of your fire insurance. Our illustrated catalog "O" on fire-proof windows, doors, etc., contains full information as to how you can save money on your insurance. You will find it interesting. Write for it to-day. A. B. Ormsby Co., Ltd., Toronto. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

FREE TEST—Prove our claim that "Klear Copy" Carbon gives the best, clearest, unsmudged copies of all typed matter at our expense. Send for sample package "K," free. Peerless Carbon and Ribbon Mfg. Co. of Canada, Ltd., 180 Richmond St. West, Toronto. (tf)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

INSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive. All foul air in room expelled through special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co., Saturday Night Building, Toronto; Board of Trade Building, Montreal. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MISCELLANEOUS.

A BOOK-KEEPING STAFF IN ITSELF—DOING the work with machine-precision and accuracy. The National Cash Register Co., 285 Yonge St., Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

$75 buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit: Acme Duplicating Machine, one tubular stand fitted with type cases, compartments plainly lettered and arranged like universal keyboard of the standard make of typewriters, one drawer for accessories and forms, 20 lb. font of typewriter type, one chase, one Acme ribbon any color with typewriter ribbon to match, one pair tweezers, two quoins, one key, one oil can and one set of regiets. Sold with a guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

725,000 LIVE MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams		Peach	1 80
	Per doz	Pear	1 70
Strawberry	1 90	Jellies	
Raspberry	1 90	Red currant	2 40
Black currant	1 80	Black currant	2 40
Red currant	1 80	Crabapple	1 70
Raspberry & red currant	1 80	Plum	1 70
		Grape	1 70
Raspberry and gooseberry	1 80	Marmalade	
Damson plum, stoneless	1 70	Scotch	1 40
		Orange Jelly	1 75
Greengage plum, stoneless	1 70	Green Fig	2 25
		Lemon	1 80
Gooseberry	1 80	Pineapple	2 25
		Ginger	2 25

Pure Preserves—Bulk

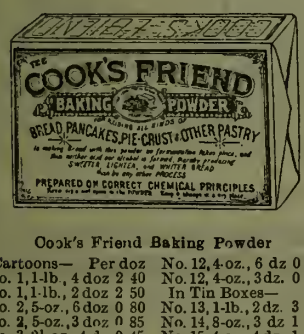
	5's & 7's per lb.	14's & 30's per lb
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

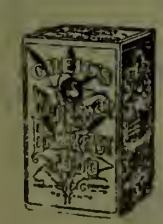
1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

Cartoons—	Per doz	No. 12, 4-oz., 6 dz	0 70
No. 1, 1-lb., 4 doz	2 40	No. 12, 4-oz., 3 dz.	0 75
No. 1, 1-lb., 2 doz	2 50	In Tin Boxes—	
No. 2, 5-oz., 6 doz	0 80	No. 13, 1-lb., 2 dz.	3 00
No. 2, 5-oz., 3 doz	0 85	No. 14, 8-oz., 3 dz	1 75
No. 3, 2½-oz., 4 dz	0 45	No. 15, 4-oz., 4 dz.	1 10
No. 10, 12-oz., 4 dz	2 10	No. 16, 2½-lbs.	7 25
No. 10, 12-oz., 2 dz	2 20	No. 17, 5-lbs.	14 00

Cereals



WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case $3.00.

The King's Food, 2-doz. in case, per case $4.80.

White Swan Barley Crisps, per doz. $1.

White Swan Self-rising Buckwheat Flour, per doz. $1.

White Swan Self-rising Pancake Flour, per doz. $1.

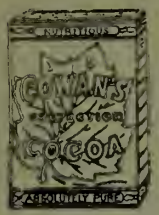
White Swan Wheat Kernels, per doz.. $1 40
White Swan Flaked Rice, per doz..... 1 00
White Swan Flaked Peas, per doz..... 1 00

Blue

Keen's Oxford, per lb..... 0 17
In 10-box lots or case..... 0 16
Gillett's Mammoth, ½ gross box..... 3 00

Chocolates and Cocoas

THE COWAN CO., LIMITED



Cocoa—	
Perfection, 1-lb. tins, per doz.	$4 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz.	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb.	0 37
Soluble, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18
London Pearl, per lb.	0 22

Special quotations or Cocoa in bbls. kegs, etc.

	Per lb.
Unsweetened Chocolate—	
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb.	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90
Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, " "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

EPPS'S.

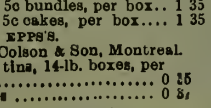
Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 5/

JOHN P. MOTT & CO.'S.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz 0 90



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ¼'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 35
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 32
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 32
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases. Per lb

1-lb. packages	0 26
½-lb. packages	0 27
¼-lb. packages	0 28
1 and ½ lb. packages, assorted	0 26½
½ and ¼ lb. packages, assorted	0 27½
¼ lb. packages, assorted, in 5 lb. boxes	0 28
½ lb. packages, assorted, in 5 lb. boxes	0 29
¼ lb. packages, assorted, 5,10,15 lb. cas.	0 30

Bulk—

In 15 lb. tins, 15 lb pails and 10, 25 and 50 lb. boxes.

	Pails.	Tins.	Bbls.
White moss, fine strip	0 12	0 21	0 17
Best Shredded	0 18	....	0 1
Special Shred	0 17	....	0 16
Ribbon	0 19	.. .	0 15
Macaroon	0 17	....	0 17
Desiccated	16	....	0
White Moss in 5 and 10 lb. square tins, 21o.			

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 1-oz., 4 oz., 8-oz., lb.	0 18

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

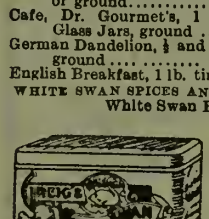
Club House	$0 32	Ambrosia	0 25
Nectar	0 30	Plantation	0 22
Empress	0 28	Fancy Bourbon	0 20
Duchess	0 26	Bourbon	0 18
Crushed Java and Mocha, whole			0 17
" " " ground			0 17½
Golden Rio			0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

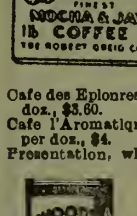
WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Eplonres—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers), $10 per dor

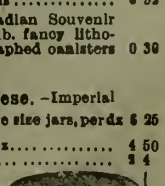


THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese. -Imperial

Large size jars, per dz. $ 6 25
Medium size jars, per doz. 4 50
Small size jars, per doz. 2 4
Individual size jars, per doz. 1 00



Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size. "	1 40

Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o b. Toronto.

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95 dozen
Medium, cases 2 dozen	1 80 "
Large, cases 1 dozen	2 75 "
Tumblers, cases 2 dozen	1 35 "
25-lb. pails	0 15 lb.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Extract of Beef

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz., case of 2 doz	$3 20
" 2 "	" 1 "	3 00
" 4 "	" 1 "	4 50
" 20 "	" ½ "	4 75
" 20 "	" 1 "	9 00

Infants' Food

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors),	doz.	1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.

CRESCENT MFG. CO.

	Per doz
2 oz. bottles (retail at 50c.)	4 25
4 oz. bottles (retail at 90c.)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	14 50

Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. $2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7 lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails, per lb.	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
7 wood pails, 5 pails in crate, per lb.	0 07

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds, doz. $1.20. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. $1.40. Tomato Ketchup—Bottles (10c. size only) doz. $1.40. Tabasco-Ketchup—Bottles (10c size only) doz. $1.40 Chili Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (new) doz. $1.40; No. 80 jars, doz. $1 40.

W. CLARK'S SPECIALTIES

S.S. Beef (Inglass Brand), 3 sizes—⅛s, $1.5; ¼s, $2.25; 1s, $3.35 dozen. Ox Tongue (Paragou), 4 sizes—⅛s, $7.50; 2s, $8.50; 2½s, $9.50; 3s, $12 doz. Stewed Ox Tail—1s, $1.60 dozen. Stewed Kidney—1s, $1.5; 2s, $2.65 dozen. Minced Collops 1s, $1.40, 2s, $2.50 dozen.

ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

WALKER PATENTED —BINS— M

If Interested in Modern Grocery Equipment write for Our Illustrated Catalogue.

The Walker Bin & Store Fixture Co., Ltd.
Berlin, - - Ontario

An exclusive special feature of THE

Elgin National Coffee Mills

is the adjuster by means of which the mill can be regulated, when running, to grind coarsely or finely. Every ELGIN NATIONAL has steel girders, and is a very attractive piece of furniture (apart from its profitableness) in any store.

A high-grade mill at a LOW COST

Ask any of the following Jobbers for our Catalogue:
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY
Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

Tea Lead,

Best Incorrodible

"Pride of the Island"

Manufactured by BRAND

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C. Codes used 4th and 5th Editions. LONDON, E., ENG.

Canadian Agents ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants,

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

LAMBE & MacDOUGAL, London
H. & A. B. LAMBE, Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax

GREEK CURRANT CO.
95 Broad Street - NEW YORK
THE LARGEST CURRANT HOUSE IN GREECE

Butter Tubs and Boxes

Best White Spruce
STEEL WIRE HOOP

F.O.B. Factories at Manufacturers' Prices

CAR LOTS or SMALLS

Walter Woods & Co.
Hamilton and Winnipeg

OCEAN MILLS
Montreal

Chinese starch, 48 1-lb., per case $4.00; Ocean Baking Powder, 48 3-oz., $1.40; 48 4-oz., $1.80; 60 8 oz., $4.50; 36 1-lb.-$3.75; 48 1-lb. pkg., $4; 10 1-lb. tins, $5; loose 25 lbs., $1.75; Ocean blancmange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-ounce, $7.20; Ocean corn starch, 48 1-lb. $3.60

Jam

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

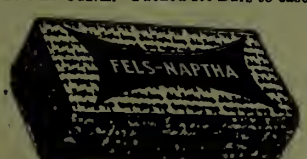
Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95

List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 12¾
½-bbls.	0 12¾
Tubs, 60 lbs.	0 12¾
20-lb. Pails.	2 63
20-lb. tins	2 53
Cases 3-lb.	0 13¾
" 5-lb.	0 13¾
" 10-lb.	0 13¾

F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12½
Tubs	0 12½
20-lb. palls.	0 12¾
20-lb. tins.	0 12½
10-lb. "	0 13
5-lb. "	0 13½
3-lb. "	0 13½
1-lb. cartons	13½

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, -lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz $1 00
16-oz. glass jars, 2 doz in case	" 1 40
In 5 and 7-lb. tins and 7-lb. pails	per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz.	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz.	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00

ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream family size, per case	$3.50
Baby size, per case	2.00
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F.	¼-lb. tins per doz.	$ 1 40
"	½-lb tins "	2 50
"	1-lb. tins "	5 00
Durham	4-lb. jar per jar	0 75
"	1-lb. jar "	0 25
F.D.	¼-lb. tins per doz.	0 85
"	½-lb. tins "	1 45

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen	0 45 dozen
Medium, cases 2 dozen	0 90 "
Large, cases 1 dozen	1 35 "

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—

Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda

COW BRAND

Case of 1-lb. containing 60 packages, per box, $3.00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	1 25
5 cases	5 75

Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. Montreal

Soap and Washing Powders

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	$10 20
Maypole soap, black, per gross	15 30
Oriole soap, per gross	10 20
Gloriola soap, per gross	12 00
Straw hat polish, per gross	18 20

3 doz. to box..... $3 60
6 doz. to box..... $7 20
30 days.

1 Box Price $4.00
5 Box Price $3.90
Freight paid on 5 box lot

Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	Per lb
No. 1 white or blue, 4-lb. carton	$0 07
No. 1 white or blue, 2-lb. carton	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada white gloss, 1-lb. pkgs	0 06½
Benson's enamel, per box	1 50 to 3 00
Culinary Starch	
Benson & Co's. Prepared Corn	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue	0

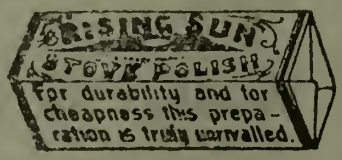
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lb	0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb	0 06½
Finest Quality White Laundry	
3-lb. canisters, cases of 48 lb	0 07
Barrels, 200 lb	0 06½
Kegs, 100 lb	0 06½
Lily White Gloss	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	0 08
Kegs, ex. crystals, 100 lb	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 35 lb.	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish

	Per gro
Rising Sun, No. 1 cakes, ½ & ¼ grs. bxs.	$8 50s
Rising Sun, No. 3 cakes, gross boxes	4 50
Sun Paste, 10c. size, ¼ gross boxes	10 00
Sun Paste, 5c. size, ¼ gross boxes	5 0
	0



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03¾ per lb.
Half-barrels, 350 lbs	0 03½ "
¼-barrels, 175 lbs	0 03⅝ "
Pails 25 lbs	1 30 each
" 88½ lbs	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 25
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas

THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

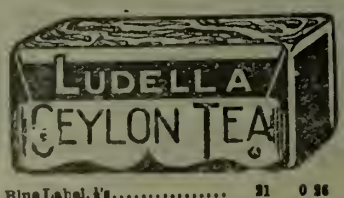
GEO. E. BRISTOL & CO., Hamilton, Ont.

EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ⅛s, 21c.
30c	1s and ⅛s, 23c.
40c	1s and ⅛s, 28c.
50c	1s and ⅛s, 35c.
75c	1s and ⅛s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ¼'s	21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, 1's and ½'s	0 55	0 80
Embossed, 1's and ½'s	007	1 00

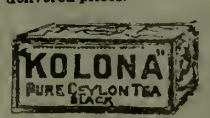
	Wholesale	Retail
Pink Label 1's and ½'s	80c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1.00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.

MELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ¼s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
Black Label, ½-lb., retail at 25c	0 21
Blue Label, retail at 0c	0 23
Green Label, retail at 40c	0 30
Red Label, retail at 50c	0 35
Orange Label, retail at 60c	0 42
Gold Label, retail at 80c	0 55

Pure Gold Jelly Powder } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.

THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ¼-lb. tins. All grades—either black, green or mixed.

GILLETT'S CREAM TARTAR

	Per doz
¼-lb. paper pkgs., 4 doz. in case	0 90
½-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ¼-lb. paper pkgs. / 2 doz. ½-lb. paper pkgs. } assorted	7 20
	Per doz
¼-lb. cans with screw covers, 4 doz. in case	1 95
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ¼ doz. in case	0 28½
10-lb. wooden boxes	0 26½
25-lb. wooden pails	0 26½
100-lb. kegs	0 25
360-lb. barrels	0 24½

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 6 2-5s	46
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s., plug or bar.	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	59

Veterinary Remedies

W. F. YOUNG

Absorbine, per dozen	$18 00
Absorbine Jr., per dozen	9 00

Yeast

Royal Yeast, 3 doz. 5 cent pkgs.	1 10
Gillett's Cream Yeast, 3 doz. in case.	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Tell your Doggy Customers that you Stock

Spratt's MEAT "FIBRINE" Dog Cakes

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch: 13 St. Therese Street, St. Gabriel's, Montreal.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, · · Ontario

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

SALT SURETIES:

Service
Shipment
Satisfaction

FROM

VERRET, STEWART & CO.
LIMITED
MONTREAL

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

WETHEY'S CONDENSED MINCE MEAT

Wrapped and packed
in sanitary packages

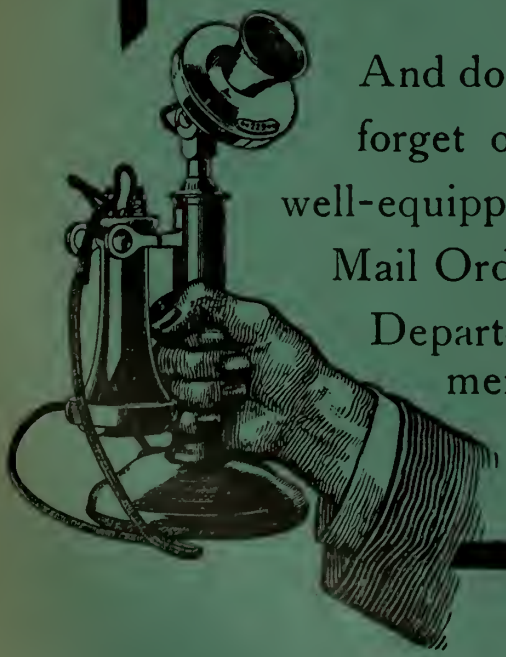
SOLVES THIS QUESTION

Quality Unexcelled.
Three dozen to a case.
Absolutely Dust-proof.
All jobbers.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.

4 Free Phones

for you. Use them.



And don't forget our well-equipped Mail Order Department.

1000 Salesmen

in the form of Long Distance Telephones keep us in immediate touch with all our customers. Try the plan of phoning your rush orders at our expense. Ask "Central" to reverse the charge and we will do the rest. We want you to feel that we are at the other end of the line and only a few minutes away.

Geo. E. Bristol & Co.
Wholesale Grocers HAMILTON
Specials in Tea this month. What are you open for?

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building
London, Eng.: 88 Fleet St., E.C. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV. PUBLICATION OFFICE: TORONTO, MARCH 11, 1910. NO. 10.

Keen's Oxford Blue

To recommend this Laundry Blue to your customers is to advocate the very best Laundry Blue made.

Other makers may claim the same superiority, but the **world** has approved of **Keen's.**

Buy it from your jobber.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

Syrup and Syrup

There's more than the mere name to be thought of when buying Syrup for your trade.
There are lots of so-called Syrups on the market but they lack the essential qualities of true goods.

"Crown Brand" Table Syrup

is absolutely the most perfect production of pure white corn, is rich in color, of full body, delicious flavor, proper consistency, and is healthful and nourishing.

Order "Crown Brand" from your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. **Works, Cardinal, Ont.** **164 St. James St., Montreal**

BUY

MACONOCHIE'S

If you want to stock Rapid-selling, Profit-paying, Satisfaction-giving

PICKLES
PEELS
SAUCES
JAMS, JELLIES
FISH

Which Give

BEST VALUE

Samples and Particulars from Agents:

MacLaren Imperial Cheese Co., Ltd., Toronto

For Sale by All Wholesale Jobbers in Canada, as a rule.

Currants

Of High Repute

Aside from their high quality, the evenness of the packing is a feature that will appeal instantly in currants shipped by

THE
GREEK
CURRANT
COMPANY

Fine, selected, high grade in every respect and well deserving of the place they occupy in the front rank of popular estimation. The Greek Currant Co. has a reputation to conserve and that's why their product never varies.

Fruits

Dried or Canned

The "Griffin" Brand of dried and other fruits established the standard of quality from which all other brands are judged, years and years ago. *Comparisons* are made from the "Griffin" Brand.

GRIFFIN &
SKELLEY

Their seeded and seedless Raisins, Canned Fruits, white and green Asparagus, Sterilized Prunes, Cured Fruits, are steady sellers to the most particular people —people who make a hobby out of "Quality." Best because no others are quite so good.

Gelatine

The Best There Is

Cox's Gelatine (in powdered form) is as staple as sugar, tea or salt. It is as safe to stock up with as sugar, tea or salt. No other gelatine claims superiority, because it involves wasted effort so to do.

COX'S

It is the absolutely pure gelatine. It never disappoints the cook. It never fails to accomplish the desired and expected result. And it maintains its unsullied reputation for quality steadily year in and year out.

ARTHUR P. TIPPET & CO., Agents
Montreal

Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

Winnipeg Office

Face-to-Face Business

Are you satisfactorily represented in this district.? If not, write

G. WALLACE WEESE

Manufacturers' Representative 30-32 Main East

HAMILTON

R. B. Colwell

BROKER HALIFAX, N.S.

REPRESENTING LEADING MANUFACTURERS, SUCH AS

E. D. Smith Lowneys Toblers

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

—

27 St. Sacrament Street, Montreal

TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

Representing Morris Packing Co.

Pork and Lard—Finest Quality

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.

52 Nicholas Street, - Ottawa

J. R. Routh, Manager.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON,

Western Canada

E. H. BOWEN

Manufacturers' Agent and Broker

SHERBROOKE, QUE.

Solicits representation of another first class firm putting up high grade goods. Eastern Townships thoroughly covered by three travellers. Highest references. Write immediately if you desire to have your line well introduced.

E. T. BUSINESS.

You, Mr. Manufacturer, can do a good deal larger business in the Eastern Townships, if your lines are pushed by a live representative right on the ground You want someone who thoroughly knows the field and to whom grocery business is not a Chinese puzzle.

15 Years on the Ground

S. ROBITAILLE & CO., Sherbrooke

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

We are Buyers and Sellers of

White Beans

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

77 York Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

JUST ARRIVED IN STORE

Shipment from John Gray & Co., Limited, Scotland, of their celebrated Jams and Marmalade. 1's, glass, black currant, strawberry and raspberry jam 1's, stone jars, black currant, strawberry and raspberry jam. 1's, glass, marmalade. 7lb. tins Marmalade. We will gladly furnish prices.

DOMINION BROKERAGE CO.

73 Front St. E., Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

J. W. SNOWDON

Manufacturers' Agent

413 ST. PAUL STREET

MONTREAL

Canadian Manufacturers and Exporters

Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods?

Don't you want some of this business?

You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG PROVISION and GENERAL TRADES' JOURNAL the best known general store and grocery paper in Ireland. Write for sample copy and particulars to

10, Garfield Chambers, Belfast, Ireland

TO

Brokers and Manufacturers' Agents

—Your business card on this page will keep
—your name and field of operations before
—Manufacturers, Importers and others
—looking for responsible representatives.

It costs you little and means much to you if you are looking for agencies.

Write for particulars to

The Canadian Grocer

Montreal Toronto Winnipeg

"The magic of a name"

When you see the word

"PICKANINNY"

on a package of

BUCKWHEAT or PANCAKE FLOUR

you can rest assured of the quality. None other as good.

Sell "PICKANINNY" and add to your reputation for selling reliable goods.

The Western Milling Co.

Toronto

ANCHOR BRAND TRADE MARK REGISTERED

JELLY POWDERS

Are put up in attractive cartons.

Make a delicious jelly of just the right consistency.

Are so true to name that they are a revelation to all users.

Are the right kind to sell.

Their high quality will create and maintain a very large sale.

IT IS ADVISABLE TO ORDER EARLY.

EBY-BLAIN, LIMITED

Wholesale Grocers Toronto

What do consumers want when buying

TEA?

FLAVOUR! PURITY!!!

FRAGRANCE!! STRENGTH!!!!

Those are and have always been the characteristics of RAM LAL'S PURE TEA, which constantly justifies the guarantee given with it. If you don't carry it, send to us for samples and particulars.

RAM LAL'S PURE TEA COMPANY, Limited

MONTREAL, CANADA

Why not handle flour that will make permanent customers for you?

You will find it profitable to say to every housewife:

"Madam, I can heartily recommend PURITY flour."

You can certainly recommend PURITY flour very strongly, for it has the quality that assures success on baking day.

PURITY FLOUR CONSISTS EXCLUSIVELY OF THE HIGH-GRADE CONSTITUENTS OF THE HARD WHEAT BERRY. There is no low-grade hard wheat flour in it. No soft wheat flour in it, either.

You know the reason now why PURITY flour makes

"More Bread and Better Bread"

You can now understand why a woman who once buys PURITY flour becomes a PURITY enthusiast — why nothing but PURITY flour is good enough for her.

Now, why not handle a flour that will make your customers enthusiastic?—that will make PERMANENT customers for you.

We know it will pay you well to let us co-operate with you in building up a big flour trade in your town. Just mail us a post card and ask us for more information. Send the card by next mail. The sooner it reaches us the better for you.

PURITY FLOUR

Western Canada Flour Mills Co., Limited

Toronto, Montreal, Winnipeg, St. John, N.B., Brandon

"AYLMER" JAMS, JELLIES PRESERVES, etc.

Every Glass Jar or other package of "AYLMER" Jams, Jellies or Marmalades is Guaranteed Absolutely Pure, put up from FRESH FRUIT when in season and FINEST GRANULATED SUGAR.

The flavor and high quality of "AYLMER" Preserves cannot be obtained in preserves made from pulp.

NO PRESERVATIVES
NO COLORING

At every process cleanliness is reduced to a science.

"AYLMER" New Season's Scotch Marmalade and Orange Jelly Marmalade now ready. Send in your orders at once for stocks of these fine goods.

CANADIAN CANNERS
Limited

HAMILTON, - CANADA

Borden's Brands are standard—

IT takes goods of known quality - standard goods like Borden's---to build strength into a retail business---the sort of strength that endures throughout the years, and by means of which a large volume of profitable trade is attracted---and held.

Always give prominent display to Borden's Brands. They'll repay you handsomely for your attention.

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of BORDEN'S CONDENSED MILK CO.
GAIL BORDEN
EAGLE
BRAND
By which their PRESERVED MILK will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

UNSWEETENED

Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Mason & Hickey, Winnipeg, Man.

Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

MAPLE SEASON IS HERE

LINES YOU SHOULD FEATURE:

DIAMOND BRAND MAPLE SYRUP—Has that true maple flavor which only pure goods possess. Known and appreciated by the consumer, ***Diamond Brand*** is ever a ready seller.

TWIN BLOCK MAPLE SUGAR—Enjoys an equally high reputation. Made from the pure sap of the maple. A particularly seasonable line just now. Price is attractive.

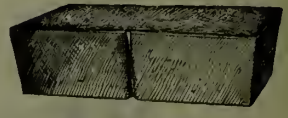
CONFECTIONERY—Note quotations. Several maple lines, which sell freely at this season, are mentioned. Goods all neatly put up, are of highest quality, lend themselves to display, and sell readily.

Walnutine Blocks (about ½-lb.) 30 to case		$2.00
Maple Cream Blocks " "		2.00
	Net weight per pail.	per pail
Maple Cream Hearts	18-lb.	$2.25
Maple Buttons	20-lb.	2.40
Maple Smacks	15-lb.	2.00
Mint Buttons	17-lb.	2.00
Nutty Creams	17-lb.	2.25
Fruity Creams	17-lb.	2.25
Butter Beans	12½-lb.	1.75
Assorted Cream Caramels	25-lb.	3.25

Also Full Line of Gross Goods

SUGARS & CANNERS, LIMITED, MONTREAL

TWIN BLOCK PURE MAPLE SYRUP



$3.00 A CASE

A "Between Seasons" Opportunity

Now comes the time when the housekeeper---your customer---must cudgel her brains to think up attractive and varying menus. The winter things have about run out---the spring things haven't yet come in.

This is *your* opportunity. A little effort---a little diplomacy---a few words of recommendation will be appreciated by the housewife. It will make many, many sales for you that would not ordinarily turn your way. In other words, suggest that

Pure Gold Products

(Trade Mark Registered)

offer opportunity for an endless variety of desserts, salads and similar table delicacies. For instance, suggest the salad made with canned tomatoes, Pure Gold Gelatine and Pure Gold Salad Dressing Powder.

Some of the deliciously simple desserts---made either with Pure Gold Quick Puddings alone or with staple fruits.

You can see how you can divert many, many sales to your store by such suggestions.

And don't forget our guarantee to you---no matter how large or how small a stock of Pure Gold goods you put in, if any one or all of the articles prove unsatisfactory as sellers or with your trade all you have to do is to return the unsold stock and get your money back---every penny of it.

If you don't carry the goods now write for information and a salesman's call (should you wish it).

These goods can be had of all jobbers and can be shipped from Pure Gold stocks at Victoria, Vancouver, Winnipeg, Montreal, Toronto and Calgary.

PURE GOLD MANUFACTURING CO., Limited, Toronto

The Government's Opinion of Our Factory Is Well Worth Considering—

Here is what the Dominion Government Inspector of Canned Fruits and Vegetables had to say about our factory—as reported in the St. John Standard of Wednesday, December 22nd, 1909 :

"———found everything in excellent shape. He "said that they were doing a very good business "and that the class of canned goods put up was "of the best quality."

It is in this factory that **BOSTON BAKED BEANS** and **BALAKLAVA BRAND SARDINES** are packed.

Quality Will Out — and a Government Inspector is Certainly a Disinterested Party.

The Eastern Canning Co., Port Canada, N.B.

CANADIAN AGENTS—O. A. Chouillou & Cie., Montreal; Green & Co., 25 Front Street East, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.; Martin & Robertson, Vancouver, B.C.

Quality Clean Through

Many lines possess a quality package—only. Our cartons are neat—high class,—but they "are not a patch" as compared with the goods they hold.

W. P. DOWNEY, Montreal

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

CHINESE STARCH

Money Maker
Known Everywhere
Repeat Seller
Best Value

Get Prices

OCEAN MILLS
MONTREAL

It dries them up **Common Sense**
KILLS { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

The New Kind of Soda Biscuits

WHAT every grocer knows will sell like hot cakes—soda biscuits in a real dainty design. Here they are—McCormick's FANCY Jersey Cream Sodas. Much thinner, smaller and neater than ordinary sodas. Wonderfully crisp, flaky and tasty!

The demand is already large. In a couple of months it will be tremendous! Mail orders will be filled promptly!

Put up only in 5c. and 10c. Blue Label Packages.

McCORMICKS FANCY JERSEY CREAM SODAS BISCUITS

Factory at London. Warehouses: Montreal Ottawa Hamilton Kingston Winnipeg and Calgary.

Hobart Electrical Meat Choppers

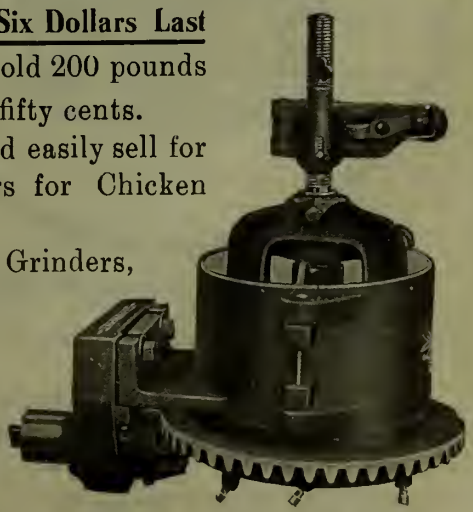
Are the Standard of Quality from the Atlantic to the Pacific.

Bone Grinder Attachment

You Lost Six Dollars Last Week if you sold 200 pounds of bones for fifty cents.

They would easily sell for Seven Dollars for Chicken Feed.

Hobart Bone Grinders, attachable to Hobart Choppers, are making big money for Butchers everywhere.



CANADIAN SALES AGENTS: **The W. A. FREEMAN CO., Limited, Hamilton, Ont.**

"Keep up with the Twins"

"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

NOTHING YOU HANDLE

gives more genuine satisfaction to the user than the magic hand cleaner

SNAP

For chasing paint, tar, dirt or grease from soiled hands it is absolutely unequalled.

A liberal profit for you in selling "SNAP."

SNAP CO., LIMITED - Montreal, Que.

The Commercial Account Register

Enables you to do a Bigger Business at Less Cost.

FITS ANY SAFE

Besides practically cutting out book-keeping, it prevents disputes with customers, does away with the old-time pass books, collects your accounts, increases your business, absolutely prevents forgotten charges, pays for itself within a few months.

DROP A POSTAL FOR FULL INFORMATION

Commercial Register Co.

Successors to R. B. Belden & Co.

178-180 Victoria Street - - Toronto, Ont.

PERRIN'S

Our latest delicacy

ORANGE NECTAR BISCUITS

LONDON Ask traveler for sample CANADA

Question

If you have been retailing about 12 ounces (net) tins of lye at 10 cents and now find you can give your customers 16 ounces net at the same price with a better profit to yourself, which will you handle provided the goods are equal in quality?

White Swan 100% Perfumed Powdered Lye

is packed in sifting top tins, averaging 18 ounces gross—16 ounces net. Weigh any other brand you may have—if it weighs 14 ounces gross allow 2 ounces for the tin and you have only 12 ounces net.

Protect your customers from high prices—and watch your profits.

"100% Lye Can Be Equalled But Not Surpassed."

White Swan Spices & Cereals, Ltd., Toronto

THESE ARE OUR

"PRIDE OF CANADA"

MAPLE SYRUP PACKAGES

It is high time that you should order your 1910 maple syrup and maple sugar.

Usually, sap runs about the end of this month.

The run may be large or small—that rests entirely with Nature.

YOU cannot afford to take chances on getting a supply of maple goods **DURING THE SEASON.** So do not procrastinate, but order at once.

If you book with us now, we will fill your order immediately new syrup and sugar are obtainable.

You **KNOW** "Pride of Canada" Brand, from past experience, and can depend upon its purity.

Government tests found **EVERY** sample Absolutely Pure.

SPECIFY WHAT QUANTITY OF SYRUP AND WHAT AMOUNT OF SUGAR YOU WANT.

THE MAPLE TREE PRODUCERS' ASSOCIATION, LIMITED

WATERLOO, - QUE.

Montreal Office—58 Wellington Street
Toronto Office—512 Dundas Street

They Both Speak

For Themselves

PROPRIETORS:

ROWAT & CO. GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:—Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, and Ontario; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.; Nicholson & Bain, Winnipeg, Edmonton, Calgary.

THE SPRING IS COMING FAST

AND YOU WILL NEED CLEANING

DON'T FAIL TO ASK FOR

THE CELEBRATED DISINFECTANT

GREENBANK CHLORIDE OF LIME

Put up in sealed tins, 1-4 lb., 1-2 lb., 1 lb. and 25 lbs.

This is the Best Article on the Market without exception

SPECIAL PRICE TO JOBBERS

L. CHAPUT, FILS & CIE.

Distributing Agents - - - - - MONTREAL

The most profitable stock for the average grocer is the stock the public asks for. By our large advertising campaign we are telling millions of people in Canada why they should ask for Chase & Sanborn's High Grade Coffees.

CHASE & SANBORN,
Montreal.

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

Manzanillas, Queens, Club House, Nutoliv
Pitted, Celery Stuffed, Pimento Stuffed

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON — LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE. — WINNIPEG

MADE IN CANADA

Some Day, Why Not Now ?

You have been thinking of installing THE McCASKEY for a long time. The longer you think about it without writing us for information, the more money you are losing through forgotten charges, disputed accounts, poor collections, rebates to customers and in a hundred other ways.

We'll be glad to point out to you, without any obligation on your side, just how THE McCASKEY SYSTEM will save you time, labor and money.

Will you do your part—drop us a line and say: "Tell me something about your System of saving time, money and labor."

A postal card is just as cheap now as it will be in a year, buy one and ask us.

DOMINION REGISTER CO., Limited
Successor to The McCaskey Register Co. in Canada
96-104 Spadina Avenue TORONTO, CANADA

Do you use

Redpath

Extra Granulated and other grades of Refined Sugar? They represent perfection in Sugar Refining.

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

PURITY AND STRENGTH Combined Have Made

SHIRRIFF'S FLAVORING ESSENCES

prime favorites with the economical housewife! This is a profitable line to handle, and SHIRRIFF'S goods will help you to get and retain the best of the family trade.

Imperial Extract Co., 8-10-12 Matilda Street TORONTO

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR

LONDON, ENGLAND
Commands a Preference over all others.

IS THE BEST
Made from the finest malted barley.

AGENTS
W. S. Clawson & Co., South Wharf, St. John, N.B.
Green & Co., 25 Front Street East, Toronto
J. W. Snowdon, 413 St. Paul
W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
St., Montreal

We are open to do business on easy consignment terms
Write our Agents for Particulars

ATTENTION!

We can help you in your profit-making if you will handle

ASEPTO SOAP POWDER

"The enemy of dirt."

ASEPTO is a pure economical washing powder, which does away with half the "elbow grease." It is a firm favorite with the women, and means repeat orders for you.

Agents: ROSE & LAFLAMME, Limited
Montreal and Toronto

Order from your wholesaler.

ASEPTO SOAP COMPANY
ST. JOHN, N.B.

Thurston & Braidich

128 William Street — NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott
Wholesale Grocery Broker
141 Bannatyne Ave., East

Repeat Orders is the story of all Grocers who handle

Canada First Evaporated Cream

There is nothing to equal it as a pure, healthful substitute for fresh cow's milk. Every can guaranteed absolutely pure and thoroughly sterilized. Order from your wholesaler.

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

1910

CHICKEN THAT IS CHICKEN

Tartan BRAND

Sole Agents for Leard's famous Canned Chicken. The finest ever packed. 5-pound whole birds dressed and roasted and ready for the table. 9 tins in case.

Leard's one-pound tall tins packed 4 dozen and all solid chicken.

SEE OUR TRAVELLERS OR 'PHONE 596 FREE TO BUYERS

BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**

St. Lawrence

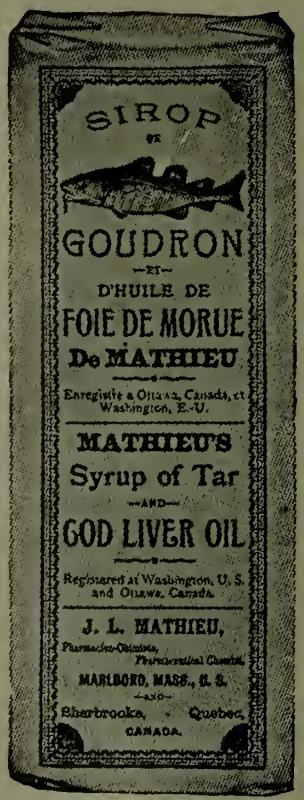
GRANULATED

and

GOLDEN YELLOWS

Made only from Pure Cane Sugar

The St. Lawrence Sugar Refining Co., Ltd.,
Montreal



A COLD CURE EVERY Dealer Can Recommend

To be able to recommend an article because of its success in the past makes selling easy.

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

has been a wonderful success.
The testimonials received by the proprietors tell of marvellous cures Thousands of households are never without it.
Its sales have multiplied in every community where it is sold.
Dealers never find it a slow seller.
During the Fall and Winter seasons large sales are assured.
Keep a good supply on hand and when ordering order also

MATHIEU'S NERVINE POWDERS

which are necessary to reduce fever and remove pains in connection with colds.

J.L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

PURE SPICES!

It does not pay any grocer to trifle with his trade in the matter of spices. Absolute purity must be the always-present feature of the line he handles or he will lose business.

Be on the safe side and sell

"PRINCE OF WALES" BRAND PURE SPICES

S. H. EWING & SONS

Montreal **Toronto**

EMPRESS BRAND JAMS

20-oz. Glass Jars—1909 Fruit

The attractive appearance sells them. Their delicious taste brings the customers back for more. TRY THEM. That's all we want. We are sure of your future orders once you have had the

EMPRESS BRAND

WRITE US FOR PRICES

Empress Manufacturing Co.
Limited

VANCOUVER, B.C.

QUALITY COUNTS

Of course, cheapness appeals to some of your trade, but your most profitable customers are those who want the best. You can supply the demands of the most exacting by handling

HEINZ
57 VARIETIES
Pure Food Products

(The kind that contain no preservatives)

They are made in the largest, cleanest and best equipped kitchens in the world and represent the highest attainable perfection in food preparation.

Furthermore, you run no risk in selling Heinz goods. They meet the requirements of all pure food laws and are sold under the guarantee of money back to your customer if they ever fail to please.

Anything that's HEINZ is safe to sell.

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

Kandy Kid

MEANS:

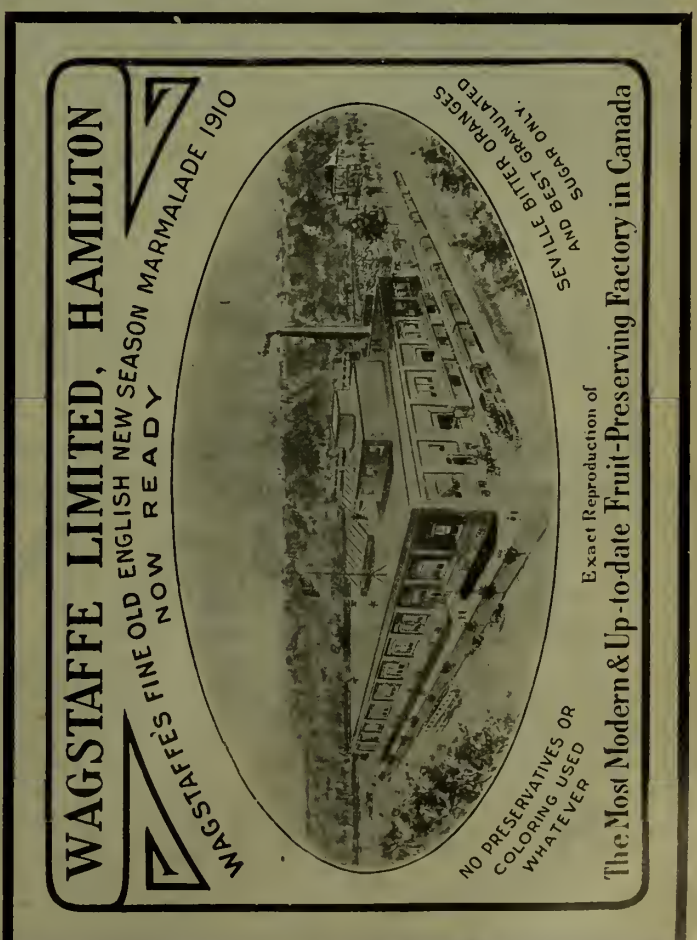
Popcorn
Peanuts
Prizes
and
Profits
TO YOU

YOUR WHOLESALE GROCER
HAS IT, OR WRITE US
FOR SAMPLE

Made Only By

Clyde Fuller & Bro.

WINDSOR : : : ONTARIO



The Choicest Salmon comes from the Fraser and Skeena Rivers, in British Columbia

Such Fish, only, are packed in tins bearing that well known label—

QUAKER BRAND SALMON

MATHEWSON'S SONS

WHOLESALE GROCERS

202 McGILL STREET, MONTREAL

THE

"Eureka" Patented System

of Refrigeration is an absolute guarantee against DAMPNESS and FOUL AIR; goods will keep fresh longer in the

"EUREKA" Refrigerator

than in anything else made Used by leading merchants throughout the Dominion. No GROCER or BUTCHER should be without one. Economy assured and satisfaction guaranteed.

Write for Catalogue.

Eureka Refrigerator Co., Ltd.
56 Noble Street (Near Queen St. Subway)
TORONTO

Every Grocer Needs This Line—

You need Holland Rusk because you must have more goods that pay a worth-while profit.

Holland Rusk

The dainty Dutch delicacy

The novelty of Holland Rusk—nothing else like it on the market—combined with a little salesmanship on your part, will make it one of the biggest sellers in your stock.

Order a case to-day.

MacGREEGOR SPECIALTY CO.
Canadian Importers, TORONTO
Holland Rusk Co, Holland, Michigan, Sole Makers in America

JAPAN TEAS

WE ARE NOW SOLICITING
IMPORT ORDERS FOR
THE COMING SEASON

S. T. NISHIMURA & CO.

MONTREAL AND JAPAN

IT'S A SHORT-SIGHTED POLICY

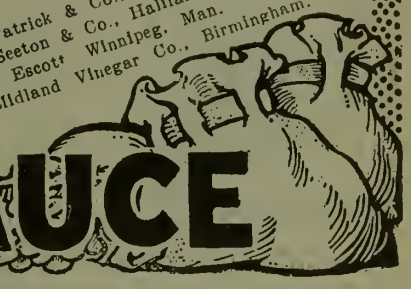
to send good customers elsewhere.

Your customers are buying H.P.—SOMEWHERE

ARE YOU SUPPLYING THEM WITH

H.P. SAUCE

W. G. Patrick & Co., Toronto and Montreal.
R. B. Seeton & Co., Halifax, N. S.
W. H. Escott Winnipeg, Man.
The Midland Vinegar Co., Birmingham, Eng.



COUNTER CHECK BOOKS

F. N. BURT COMPANY, Limited

Successors to

THE CARTER-CRUME COMPANY, LIMITED

Better Service. **No Advance in Price.**

Write for samples, or telephone repeat orders at our expense.

TORONTO and MONTREAL

Phone Main 2511 Phone Main 2512

Not "just as good"—but a GREAT DEAL BETTER. That's the claim we make for "STERLING" MARMALADE—that it is better than most other Brands.

Sterling Brand Marmalade

is made from the finest bitter Seville Oranges and pure sugar only. It contains no preservatives or other additions whatsoever. Keep a liberal supply in stock. You'll find it a rapid seller.

The T. A. Lytle Co., Limited

Sterling Road, Toronto, Can.

You'll Hit the Bull's Eye

on the "Popular Taste" Target if you are selling

AURORA COFFEE!

The distinctive quality, aroma and flavor of "AURORA" Coffee have made it a prime public favorite, and its retailing price of **40c.** leaves you a "well-worth-while" profit. See to your stocks.

W. H. GILLARD & CO., Hamilton, Ont.

BRANCH—SAULT STE. MARIE

BRITAIN'S BEST JAM.

£250 CHALLENGE

Issued in "The Grocer" (London), August 14 1909, (repeated October 2, 1909), which did not elicit a single response.

"We are prepared to deposit £250 against a like amount that our New Season's Vacuum-Bottled Jams, as sold by grocers to the public, will surpass in excellence of quality and flavor any Jams made by any other firm in the United Kingdom, as sold by grocers to the public, which are free from Chemical Preservatives, artificial flavoring or coloring matters.

"Samples to be drawn from actual stocks held by grocers.

"This challenge remains open until Saturday, October 9th, 1909."

First British Vacuum Jam Factory.

Duerr & Sons, Old Trafford, Manchester, Eng.

PRESERVE your PERISHABLES

during the hot summer months by installing an

ARCTIC Refrigerator

The 'Arctic' will keep your stock in tip-top condition, and will not swamp your profits by excessive ice consumption.

Made for all purposes.

JOHN HILLOCK & CO.
Queen and George Sts., TORONTO

HAVE YOU TRIED

MOLASSINE DOG and PUPPY CAKES?

MARVELLOUS FOR ERADICATING WORMS and Keeping Dogs in Splendid General Health

The "MOLASSINE" Dog Foods are the only Foods on the market which besides feeding, keep dogs healthy and improve their coats.

QUOTATIONS AND SAMPLES FROM

ANDREW WATSON, - Sole Importer
91 PLACE YOUVILLE MONTREAL

The White Mop Wringer

SELLS AND KEEPS SELLING

Because it never disappoints.
Because it does what we say it will.
Because it does what no other machine does.
Because it does perfect work; wrings drier and easier than any other device.
Each one sold is YOUR advertisement, creating more sales.

Every one knows this TRADE MARK, and that it stands for par excellence.

Write for particulars.

Made in Canada.

WHITE MOP WRINGER CO., : Fultonville, N.Y.

—Looking For Gold—

Prospectors, miners, when away from civilization, find our famous "BLUENOSE BUTTER" indispensable, for it is always in perfect condition, and ready to use. Put up in 1 lb. and 2 lb. tins, which do not impart a "tinny" taste. Keeps indefinitely in any clime.

You will find "BLUENOSE BUTTER" a good seller to hunters as well.

Order One Case at Least.

Smith & Proctor, Halifax, N.S.
SOLE PACKERS.

The Name Talks!

"White Moss" tells you just what delicious, scientifically prepared cocoanut you get when you order this brand. Mossy, perfectly shredded cocoanut, absolutely pure, and white as new-fallen snow.

It's the Brand to sell to please your critical customers.

The Canadian Cocoanut Co.
MONTREAL

YOU can influence a large volume of the family trade to your store if you are handling and pushing

Richards Pure Soap

Stock our full line—Quick Naptha Soap, Snow Flake Soap Chips, Ammonia Powder, 100% Pure Lye, Toilet Soaps

Satisfied customers are the result of selling

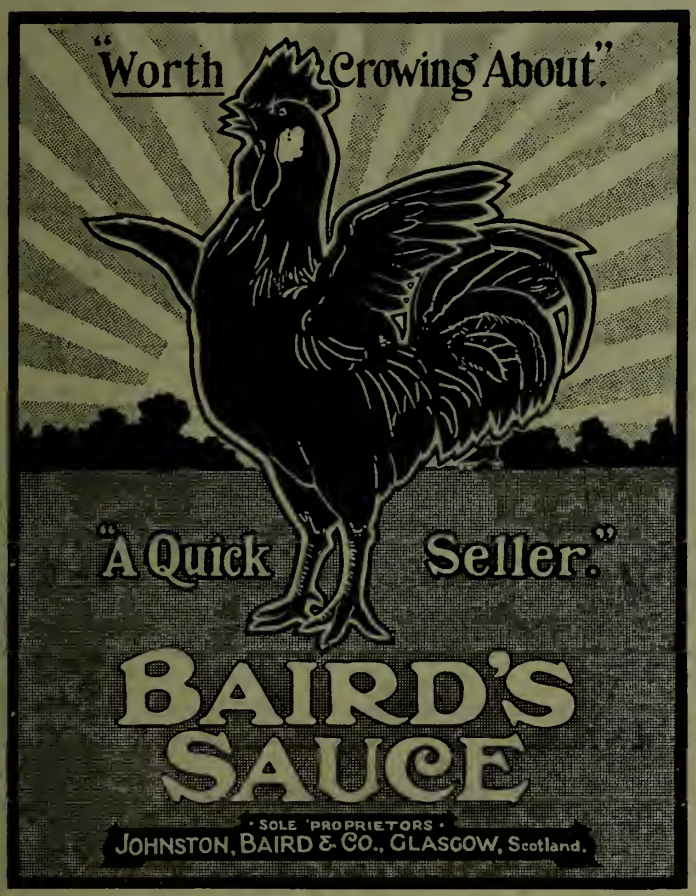
"MELAGAMA" THE TASTY TEA AND COFFEE

Satisfied customers add others to the list and increase your business.

Keep your shelves well filled with "MELAGAMA"—the Tea and Coffee that sell themselves They show you good profits.

BULK TEAS and COFFEES—We are acknowledged leaders. Samples and prices cheerfully submitted.

MINTO BROS. - TORONTO and BUFFALO



GINGERBREAD

BRAND

MOLASSES

THE KIND THAT SELLS

This well-known Molasses is packed in tins—2's, 3's, 5's, 10's and 20's; in pails—1's, 2's, 3's and 5's, 10 gallon kegs, half-barrels and barrels.

When ordering from your wholesaler mention the above brand.

The Dominion Molasses Co., Limited

HALIFAX - NOVA SCOTIA

It Pays to Sell Goods That Give Satisfaction

A LEADER FOR 50 YEARS

COOK'S FRIEND

Baking Powder has been giving satisfaction for the past 50 years. If you want purity and known quality without the fancy price, you should order Cook's Friend at once.

"IT CONTAINS NO ALUM"

W. D. McLAREN, LIMITED

BAKING POWDER SPECIALISTS - - - - - - MONTREAL

We Actually Guarantee Each Individual Tin

The fact that we do should be evidence to you of our absolute faith in

Golden Crown Lobsters

and

Golden Key Lobsters

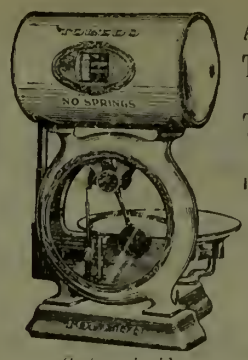
We are **sure** of the quality of each and every tin, because the lobsters are all selected.

Secure a trial order from your jobber. There is no element of risk for you under our guarantee offer.

The People Like Them and Ask For Them

W. S. Loggie Co., Limited

Chatham, - N.B.



Customer's Side

ATTRACT TRADE TO YOUR STORE

BY USING

TOLEDO SCALES

NO SPRINGS

HONEST WEIGHT GUARANTEED

Customer's Side

Made in Canada
105 Styles and Sizes
Adapted to all kinds Stores
PRICES $40 UP

THE HIGH PRICES OF EATABLES

Have caused the consuming public more closely than ever to observe the scales used by the grocer and butcher. People lack confidence in Spring Scales, Beam and Even-Balance Scales. But they like to buy over Toledo Scales, because they can see the beautiful *Toledo Springless Mechanism* which automatically does the weighing; the scales show them the exact weight of their purchase; they see on the scales the signs, "No Springs," "Honest Weight," and have full confidence that their purchases are weighed correctly.

NO WAITING—NO ERRORS

There is no waiting for a salesman to find a balance or to figure what to charge. The Toledo itself does the weighing and calculates the exact value mechanically, instantly and accurately. Thus time is saved, errors avoided, profits assured, customers pleased. Any customer prefers to trade where his purchases are weighed by the most modern, automatic, reliable weighing machine than to buy supplies over old-style scales.

YOU CAN GET THESE ADVANTAGES

Write us and learn how profitable it would be to you to get a *profit-increasing* and *trade-bringing* Toledo Scale. We make allowances for some scales in part payment for Toledos. Tell us what you have. We guarantee a better computing scale for less money than you can get from any other source. Write for our Book 3, showing scales and prices.

TOLEDO COMPUTING SCALE CO.
Makers of Honest Scales, TOLEDO, O., U.S.A.

Offices in all Large Cities
Look in Telephone Directory

It is a genuine satisfaction

to sell an article with a guarantee behind it. Are you stocking

CONCORD NORWEGIAN SARDINES?

CCC
Norwegian Canned Goods

The brand with a guarantee on each tin. The extra care taken in the packing of these sardines preserves their natural delicate flavor in a remarkable manner. There is an extra cover for use after the tin has once been opened. This high-class sardine will appeal strongly to your better-class customers. Send your order to any wholesale grocer.

AGENTS :—R. S. McIndoe, Toronto. A. H. Brittain & Co, Montreal. W. A. Simonds, St. John, N. B. Watson & Truesdale, Winnipeg. Radiger & Janion, Vancouver and Victoria, B.C.

KEEP WIDE AWAKE

Here's a chance you shouldn't miss. Stock up with

KITCHENER BRAND
PORK AND BEANS

In 1, 2 and 3-lb. sizes in plain or Tomato Sauce. A line of splendid sellers!

If your wholesaler cannot supply you, write us direct.

The OSHAWA CANNING CO., Ltd.
OSHAWA, ONT.

THE RETAILERS class the houses who advertise in their trade papers as the most progressive in their line—the houses out hard after business, appreciative when they get it, and always trying to give a little better service than anyone else.

These figures speak of the progress we are making from week to week. They tell a story of the increasing confidence the public have in the reliability of

"SALADA"

Our Canadian business alone (our nine American branches excluded) has shown the following increases from week to week this year :

For week ending			January	8th	our sales	Decreased	2,559 lbs.
"	"	"	"	15th	"	"	Increased	8,447 lbs.
"	"	"	"	22nd	"	"	"	6,540 lbs.
"	"	"	"	29th	"	"	"	9,404 lbs.
"	"	"	February	5th	"	"	"	9,074 lbs.
"	"	"	"	12th	"	"	"	7,167 lbs.
"	"	"	"	19th	"	"	"	22,813 lbs.
"	"	"	"	26th	"	"	Decreased	2,678 lbs.
"	"	"	March	5th	"	"	Increased	5,747 lbs.

over the corresponding weeks of 1909.

Our sales continue to increase only because it pays—and pays well to sell "SALADA." The finest tea we can buy and the best that we know is always at your disposal.

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The Wholesale Grocers' Guild Found Not Guilty

The First Complete Report of Justice Glenholme Falconbridge's Judgment in Important Case Which Closed In January of 1909—History of The Guild and What Defendants Were Charged With—No Violation of the Law or no Restraint of Trade Says His Lordship—Memorable Cases Cited in Justification of Decision.

This is a prosecution for an alleged conspiracy connected with trade and commerce, laid under Section 498 of the Code.

The indictment was found by a Grand Jury at Hamilton, before me at the Autumn Assizes of 1907.

The persons and corporations against whom such indictment was found exercised the option given by Section 581, and elected to be tried before me without the intervention of a jury, and by consent the venue was changed to Toronto.

Partly owing to the fact that witnesses had to be brought from great distances, and from the United States, and partly because regard was necessarily had to the other engagements of myself and counsel, the case was not immediately proceeded with, but it was tried on 21st September, 19th, 20th,, 22nd and 23rd October, 11th and 12th November. The evidence was closed on 7th January, 1909, and the argument at once proceeded, and occupied three days (the 7th, 8th and 9th). The evidence was then extended and copies made of certain exhibits, and after I became (some weeks later) finally seized of the case by the delivery to me of the papers necessary to complete the record, various circumstances of a personal nature from time to time interfered with my disposition of the case.

There are over 1,000 pages of typewritten evidence. The exhibits number 112—two of them being letter-books from which hundreds of letters were read—and other individual exhibits, each comprising in several instances bundles of 30 or 40 letters and documents.

The indictment charges, "that Henry C. Beckett, George E. Bristol, John I. Davidson, Thomas B. Escott, W. G. Craig, Joseph E. Eby and Thomas Kinnear, The Dominion Wholsale Grocers' Guild and the Ontario Wholesale Grocers' Guild, did in and during the years 1898, 1899, 1900, 1901, 1902, 1903, 1904 and 1905 at the City of Hamilton in the County of Wentworth and elsewhere in the province unlawfully conspire and agree and arrange one with the other and others of them and with "some 208 named persons, firms and corporations," and with the several members during the years aforesaid, of such as are corporations and with the several officers and members of committees of the Dominion Wholesale Grocers' Guild, and of each of the Provincial Guilds, during the years aforesaid, and other persons, firms and corporations at present unknown:

(1) To unduly limit the facilities in producing, manufacturing, supplying and dealing in sugar, tobacco, starch, canned goods, salt and cereals and other articles and commodities, being articles and commodities which are the subject of trade and commerce.

(2) And to restrain and injure trade and commerce in relation to such articles and commodities.

(3) And to unduly prevent, limit and lessen the manufacture and production of such articles and commodities.

(4) And to unreasonably enhance the price of such articles and commodities.

(5) And to unduly prevent and lessen competition in the production, manufacture, purchase, barter, sale and supply of such articles and commodities, against the form of the Statute in such case made and provided and against the peace of Our Lord the King.

Counsel for the Crown admitted that no case had been made out against defendants under section one of the indictment corresponding to sub-section (a) of Section 498 of the Code (for unduly limiting facilities for transportation, production, etc.), and that the case would have to be maintained, if at all, under the remaining charges corresponding to sub-sections (b) (c) and (d) of the said section.

I have, of course, always been seized of the principal features of the case, and having carefully considered the numerous authorities cited to me and others, I have been for some time in a position to say that I had made up my mind and was prepared to render a general verdict, but I was anxious, in a case of so much importance, to give a very full and elaborate statement of the facts. But, as I have indicated above, every time that I thought I saw before me the two or three weeks necessary for that purpose, illness or some other intimate disabling cause came in the way. And I now realize that it is unfair to all parties concerned further to delay judgment, and I must do so, leaving the details to be filled in hereafter, if considered necessary or desirable.

Origin of The Guild.

The history of the guild has to be gathered from the evidence of defendants and the letters and documents. It appears that the Wholesale Grocers' Guild had its origin in the year 1883.

Prior to the formation of any association of wholesale grocers, the conditions of the trade in tobacco, starch and staple articles, sugar, canned goods and matters of that kind and cereals are proved to have been very unsatisfactory. The wholesale grocers were making a very small profit altogether, and not even a living profit on staples. Price-cutting was prevalent. Defendants claim that it was owing to the unfortunate and unsatisfactory conditions that existed that some steps had to be taken to preserve their existence in trade.

The evils of which the wholesale grocers were complaining and for which they sought a remedy, were that a great many lines of goods were being sold at a less price than they thought they ought to be, and business conditions were not fairly understood, and enforced as the grocers thought they should be. It is sworn that the object of the guild in seeing the manufacturers was to try and get, if possible, sufficient profit to deliver or market their goods without drawing upon the profit of other portions of the business—(Kinnear).

The guild's origin was due to the fact that conditions of the trade were very bad, and it was found necessary in order to prevent disaster amongst those engaged in wholesale business to meet and confer with a view of seeing what measures might be arrived at to improve such conditions—(Beckett).

Mr. Kittson says, that what gave rise to the guild was this. the wholesale trade came together for the purpose of forming an association for their mutual helpfulness, to educate each other as to the conditions of trade, to endeavor to promote legislation when necessary, for the purpose of consulting with regard to the standing of customers, for the general purpose of throwing light on better methods of doing business and to increase the profit if possible.

Colonel Davidson states in his evidence, that the origin of the guild was about 1883, when Mr. Blain and he went east to Montreal to arrange a tobacco price.

Mr. Blain relates, that Colonel Davidson and he went to Montreal with a view of discussing the situation of the trade on the question of tobacco and on that occasion they succeeded in making an arrangement among the wholesale grocers to sell tobacco at an advance of two cents a pound. This arrangement was subsequently made between most of the wholesale grocers.

The next move was in the reduction of time terms given to the trade. Shortly afterwards they devoted their attention to the sugar business. This was the first time any united action had been taken by the wholesale grocers to see what could be done with the refiners. Negotiations with the refiners extended over three or four years, and finally resulted in the wholesalers getting a dis-

count on the price which the refiners were charging, becoming able thereby to make a little profit on sales.

Mr. Blain further says that the bone of contention between the wholesalers and refiners was that the refiners could not afford the wholesalers a profit between the wholesale and retail trade, and the wholesalers' contention on the other hand was that they could not exist without it. The refiners contended that they could not sell the goods themselves for the profit they were getting. In short the wholesalers wanted more profit on sugar from the refiners; the price to the retail trade was to remain the same.

Mr. Blain says that the next move was further to reduce the terms on sugar to the retail trade. Sugar was reduced to thirty days, and other goods gradually came to be put on a thirty days basis, but these negotiations extended over quite a series of years.

Colonel Davidson says, that after his trip to Montreal with Mr. Blain, the wholesalers met occasionally and discussed matters, but for some time there was no regular constitution and no by-laws or anything of the kind.

Mr. Beckett in his evidence, states that the organization was at first rather a "go-as-you-please" affair. There was no system about it, and only a part of the wholesalers appear to have acted in the conference in the early stages. Some took no interest in the matter. The wholesale grocers had what they called a guild, but they did not even have a list of the members. No guild member could tell or knew who the other guild members were, and apparently they had no opportunity of knowing from any records or books of the so-called guild.

No Funds Prior to 1903.

Mr. Blain, says that the guild did not have many meetings during the presidency of Mr. Gillard, and that the guild was never organized upon what might be called a regular system, until 1903. Mr. Gillard seems to have acted largely on his own responsibility, and he did not consult with or represent the guild officially.

Mr. Beckett says that prior to 1903 there were no funds in the possession of the Guild, and no membership fees. That Mr. Gillard or anyone else who was active in the Guild's interests paid his own expenses and that the Guild did not contribute anything towards them.

Colonel Davidson says that the Dominion Guild was the outcome of the local guilds, but they were not at that time called local guilds, but local associations, and then afterwards provincial guilds were formed.

Mr. Cook says that the first and only by-laws of the guild were adopted on January 22nd, 1903; that the Dominion Guild consisted of nearly all the wholesale grocers in the Dominion; that there are also provincial and local associations. Each city where there are wholesale grocers has a guild; each province has a guild. By becoming a member of the local guilds, members also become eligible for the Dominion Guild. A member in good standing on 31st December, 1902, of the local guilds was made member of the Dominion Guild.

Mr. Blain says that the object of forming a constitution was to have a proper system of looking after the wholesale grocery business, and to have it properly organized. The condition of membership in the guild was that the applicant must be a wholesale grocer. The guild was formed for the purpose of giving to its members a reasonable profit for handling the trade in staple commodities of general consumption.

Colonel Davidson says that the guild was not formed for the purpose of enhancing the price to the retailer or consumer, but the guild had the reverse effect; that it had not destroyed competition nor enhanced the price of any article, but on the contrary it has reduced the price, and that there is no difference between the method of conducting business now under the guild and as it was conducted thirty years ago, before any guild was thought of.

Things That Shouldn't Be

Grocers should see that their clerks should not carry fish in their hands from boxes outside the door. It does not look well and they are apt to handle other foodstuffs without washing the hands.

Mr. Beckett says that the guild was not formed at all for the purpose of regulating prices; that the method adopted was to prevent the demoralization of the trade continning, and to remedy existing grievances.

Mr. Kittson says the guild simply endeavored to get the manufacturers to fix their prices of their goods independently of the grocers and the wholesale people then asked the manufacturer to pay the wholesale grocer so much out of the price as his remuneration for handling the goods.

Mr. Cook in his evidence says that the loss of membership was the only penalty known in the Dominion Wholesale Grocers' Guild.

Consideration of Public Policy.

The history and proceedings of the guild are set out in the exhibits filed. They are too lengthy to be transcribed here, but if this case should come to be reported, some of them must be set forth:

(See Mr. Washington's argument, pp. 1-16).

This prosecution is under the statute, but it is instructive to consider the common law on the subject, as defined by several leading cases and authorities:—"The doctrine that certain contracts are void as being in restraint of trade is founded upon considerations of public policy. According to a well-known dictum of Mr. Justice Burrough, 'public policy is a very unruly horse, and when once you get astride it you never know where it will carry you.'" "To determine what is and what is not prejudicial to the interests of trade requires very exceptional insight into economic conditions and the nature of commercial transactions, and consequently, as the late Mr. Justice Cave once remarked, 'Judges are more to be trusted as interpreters of the law than as expounders of what is called public policy.'"

(Jolly on Contracts in Restraint of Trade, 2nd Edition, pages 1 and 2).

In Nordenfelt v. Nordenfelt-Maxim (1894) A.C. 535, several very eminent law lords discussed the question of contracts in restraint of trade, and pointed out that "the course of policy pursued by a country in relation to and for promoting the interests of its commerce must, as time advances and its commerce thrives, undergo change and development from various causes, which are altogether independent of the action of its courts." (per Lord Watson at page 553) and Lord Ashbourne at page 556 says: "The cases that have been referred to are interesting and important as showing the history, growth and development of an important branch of our law. In considering them it is necessary to bear in mind the vast advances that have since the reign of Queen Elizabeth taken place in science, inventions, political institutions, commerce and the intercourse of nations. Telegraphs, postal systems, railways, steam, have brought all parts of the world into touch. Communication has become easy, rapid and cheap. Commerce has grown with our growth, and trade is ever finding new outlets and methods that cannot be circumscribed by areas or narrowed by the municipal laws of any country. It is not surprising to note that our laws have been also expanded, and that legal principles have been applied and developed so as to suit the exigencies of the age in which we live."

Salt Merger Case Cited.

In the Ontario Salt Company v. Merchants' Salt Company, 13 Gr., Ch. Rep. (1871), 540, that eminent judge, Strong, then Vice-Chancellor, delivered an elaborate judgment, the bill having been demurred to for want of equity; the head-note is as follows: "Several incorporated companies and individuals, engaged in the manufacture and sale of salt, entered into an agreement, whereby it was stipulated that the several parties agreed to combine and amalgamate under the name of 'The Canada Salt Association,' for the purpose of successfully working the business of salt manufacturing, and to further develop and extend the same, and which provided that all the parties to it should sell all salt manufactured by them through the trustees of the association, and should sell none except through the trustees." "Held, on demurrer, that this agreement was not void as contrary to public policy or as tending to a monopoly, or being in undue restraint of trade; that it was not ultra vires of such of the contracting parties as were incorporated companies, but was such in its nature as the court would enforce."

At page 542 he says: "It is out of the question to say that the agreement which is the subject of this bill, had for its object the creation of a monopoly, inasmuch as it appears from the bill that the plaintiffs and defendants are not the only persons engaged in the production of salt in this province, and therefore the trade in salt produced here by other persons, and in salt imported from abroad, will remain unaffected by the agreement, except in so far as prices may be possibly influenced by it. The objection on this head is rather that the agreement has for its object the raising the price of salt, and for that reason is illegal, as constituting the old common law offence of 'engrossing,' or at least is void as being against public policy."

And on page 43: "Were I to hald this agreement void on any such ground I should be laying down a rule which, if applied, would cause great inconvenience in trade, and one the necessity for which would at this day be discountenanced by all public and scientific opinion."

So that it would be dangerous to accept as a settled doctrine of political economy or proposition of law, that under any and all conditions, and at all times, every man or corporation should be declared to have an absolute and inclinable right to buy and sell, trade or barter, with any other person or corporation, without restriction as to quantity or price.

Coal Association Decision.

The case of Rex v. Elliot (1905), 9 O.L.R., 648, has been strongly relied on by the Crown. There the defendant was president of, and took an active interest in the conduct of affairs of the Ontario Coal Association. That association was not formed so as to include a whole class. Dealers in Ontario could not became members of the association as of right, and at least one applicant had been refused because the state of the coal business "would not admit of additional competition."

The main object of the association was to restrict and confine the sale of coal by retail to its own members, and to prevent anyone else from obtaining it for that purpose from the operators and shippers. Here the endeavor is to protect the interest and the welfare of the wholesale grocers of Canada, whether they are members of the guild or not. Article 5 of the constitution of the Ontario Coal Association plainly contemp'ated the fixing of prices by the local organization so that in the two particulars that case is entirely different from the present one, viz., the legitimate coal dealer could not get admission to the Coal Association, whereas here the guilds have invited the membership of legitimate wholesale dealers from the beginning, and secondly, the price has in all cases been fixed by the manufacturers themselves.

The Plumbers' Combine Case.

In the case of Rex v. Master Plumbers' Association (1905) 14 O.L.R., 295, persons in the trade who were not members of the Plumbers' and Steamfitters' Association could not buy supplies except at an advance of from 20 to 25 per cent.; in other words, men who were in the same position as the members, either could not buy at all, or if they could buy could only do so at an advanced rate. On page 300 of his judgment in that case, Clute, J., says: "We find that that system was endeavored to be rigidly carried out. Of course, for the purposes here, it is not necessary that it should be shown that it was carried out or that it was put in force—the mere combination was sufficient; but as a matter of fact it was so enforced, and so rigidly enforced, that numbers of plumbers who were not members of the association found it is impossible to obtain goods except by a roundabout way through other members of the association or by importing them from the United States."

And at page 302: "During all this time I find that the existence of this combination continued, that it was being observed as well as it could be under the circumstances, that both parties relied upon it, and that while making a pretence, for use at Ottawa, that they were selling to everyone equally, as a matter of fact, the very firms that were engaged in this business, and who formed the association of plumbers' supplies,

were refusing applications of persons who sought to purchase their goods because they were not members of the Plumbers' Association." And then an ingenious scheme was devised whereby through the medium of a supply Association it was thought that the scheme could be carried out without danger.

In the present case any wholesale merchant could buy exactly on the same terms as members of the association. I note on page 309, an observation of Osler J A., which applies to some of the evidence given in this case: "The prosecution, however, went very far afield, introducing evidence, which comprises the bulk of the record, of unlawful acts committed by individuals, members of old unincorporated associations, years before these defendants came into existence. This, in my opinion was absolutely wrong."

A Rage for Writing.

This remark applies very specially to the indiscretions of some individuals, notably of the late Mr. Gillard, who was badly afflicted with the cacoesthes scribendi (a rage for scribbling), and defendant, Beckett, has more than a slight attack of the same malady. In this connection I may cite the extremely fair and reasonable pronouncement of the senior counsel for the prosecution, p. 51, lines 21 to 30: "I apprehend that I am within the judgment of Your Lordship, in saying that if these arrangements, as we have them exposed in evidence now, were on the whole reasonable, satisfactory and free in the main from objectionable features, that Your Lordship would not think it fair or reasonable that these defendants should be pursued into some details of their conduct, which seem perhaps more or less objectionable, but after said and done, which are perhaps out of harmony with the general idea which they have in their mind."

And again at page 82, lines 17 to 27: "Now, My Lord, I shall only conclude, as I commenced, by saying that if Your Lordship reaches the conclusion on this evidence that the general arrangements made by these defendants, are on the whole free from objection, informed by a proper spirit, conceived with proper idea, and aimed at the accomplishment of proper results, then on the part of the Crown I should not desire to see some details of their conduct, which are objectionable, fastened upon for the purpose of finding them guilty of the charges preferred against them."

In the Mogul S. S. Co. vs. McGregor, Cow & Co., 1892, A.C., Lord Halsbury says at page 36: "There are doubtless to be found phrases in the evidence, which, taken by themselves might be supposed to mean that the associated traders were actuated by a desire to inflict malicious injury upon their rivals; but when one analyses what is the real meaning of such phrases, it is manifest that all that is intended to be implied by them is that any rival trading which shall be started against the association will be rendered unprofitable by the more favorable terms, that is to say, the reduced freights, discounts, and the like, which will be given to customers who will exclusively trade with the associated body."

And in Allen vs. Flood, 1898, A. C., p. 138: "I now proceed to consider on principle the proposition advanced by the respondents, the alleged authorities for which I have been discussing. I do not doubt that everyone has a right to pursue his trade without 'molestation' or 'obstruction,' if those terms are used to simply imply some act in itself wrongful. This is only a branch of a much wider proposition, namely, that everyone has a right to do any lawful act he pleases without molestation or obstruction. If it be intended to assert that an act not otherwise wrongful always becomes so, if it interferes with another's trade or employment, and needs to be excused or justified, I say that such a proposition in my opinion has no solid foundation in reason to rest upon."

The case of Wampole vs. Karn, 11 Q. R., 619, deals with a proprietary article, and it is a civil action. It does not appear that any criminal prosecution was founded on it. See Quinn vs. Leathem, 1901, A. C., 506: "Every judgment must be read as applicable to the particular facts proved, or assumed to be proved, since the generality of the expressions which may be found there are not intended to be expositions of the whole law, but governed and qualified by the particular facts of the case in which such expressions are to be found." And at page 512: "In Allan vs. Flood, (1) the purpose of the defendant was by the acts complained of to promote his own trade interest, which it was held he was entitled to do, although injurious to his competitors."

The case of Rex vs. Clark, 14 Can. Cr. cases 46, and, in appeal, 57, was that of an association composed of retail dealers in lumber, and they assumed to fix the price. Eligibility to membership was finally determined by the directors, not as here by the mere fact of being a wholesale dealer, and retailers who dealt directly with the consumers assumed to decree a monoply, and to fix the price at which the monoply should sell.

Protection of the Public.

In the case of the King vs. Gage, 13 Can. Cr. cases, 415, the head-note is as follows:—

1. A conspiracy 'to restrain or injure trade' in relation to any commodity under Code, Section 498, sub-sec. (b) must from the context be taken to refer to 'undue' restraints of trade, such as malicious restraints or those not justified by any personal interest for the protection of which the trade arrangement is made."

2. Traders may legally organize for the protection and advancement of their common interests, provided that the interests of the public are not to be unduly impaired.

3. A regulation of a grain buyers' association, which required that its members on purchasing wheat from producers should pay therefor not more than one cent per bushel below the export market price, and so allow a fixed profit of one cent per bushel on the trade done by members of the association on its own exchange or market, does not constitute an undue restraint of trade, if it appears that such profit is a fair and reasonable one.

It was tried by Phippen, J. A., who adopted the view taken by Killam, C. J., in Gibbons vs. Medcalf, 15 Man., L.R., 583—that sub-section (b) relates to those restraints which are not justified by any personal interests of the contracting parties, but which are mere malicious restraints unconnected with any business relations of the accused. It was held in that case that the combination which the defendants there had entered into, though resulting in damage to some person or persons, is actionable only in cases where its object is unlawful, or where, if lawful, such object is obtained by unlawful means.

In "Eddy on Combinations," volume 1, Section 556, the author says: "Every combination, whether a partnership, an association, a corporation, or a combination of these various factors, is presumed legal until the contrary is shown by affirmative evidence."

"In accordance with the views hereinbefore expressed, it is submitted that the correct doctrine is that all agreements underlying combinations are presumed valid, unless they show upon their face that the object of the agreement is to do that which is unlawful, injurious or oppressive. However, the presumption of validity which attaches to an agreement apparently legal in its terms and upon its face may be overcome by proof that, as a matter of fact, the agreement was entered into and the combination formed for unlawful, injurious or oppressive objects." In section 560 he says: "The right of a combination of dealers to advance their own interests by mutually agreeing that they would not deal with any manufacturer or wholesale dealer who should sell directly to customers has been broadly upheld." For this contention the author cites Bohn Mfg. Co. vs. Hollis et al (1893) 54 Minn. 223, 55 N.W.R., 1119.

When Lawful and Laudable.

I cite the following extracts from a judgment of Mitchell, J., in this case, page 1120:

"The case presents one phase of a subject which is likely to be one of the most important and difficult which will confront the courts during the next quarter of a century. This is the age of associations and unions, in all departments of labor and business, for purposes of mutual benefit and protection. Confined to proper limits, both as to

end and means, they are not only lawful, but laudable. Carried beyond these limits, they are liable to become dangerous agencies for wrong and oppression. Beyond what limits these associations or combinations cannot go, without interfering with the legal rights of others, is the problem which, in various phases, the courts will doubtless be frequently asked to pass upon.

"There is, perhaps, danger that, influenced by such terms of illusive meaning as 'monopolies,' 'trusts,' 'strikes,' and the like, they may be led to transcend the limits of their jurisdiction, and, like the Court of King's Bench in Bagg's case, 11 Coke, 98a, assume that, on general principles, they have authority to correct or reform everything which they may deem wrong, or, as Lord Ellsmere puts it, 'to manage the state.' But whatever doubts or difficulties may arise in other cases, presenting other phases of the general subject involved here, it seems to us that there can be none on the facts of the preseut case. Both the affidavits and brief in behalf of the plaintiff indulge in a great deal of strong, and even exaggerated, assertion, and in many words and expressions of very indefinite and illusive meaning, such as 'wreck,' 'coerce,' 'extort,' 'conspiracy,' 'monopoly,' 'drive out of business,' and the like." (This sounds very like the present case).

Selling Direct to Consumer.

"This looks very formidable, but in law as well as in mathematics, it simplifies things very much to reduce them to their lowest terms. It is conceded that retail lumber yards in the various cities, towns and villages are not only a public convenience, but a public necessity; also, that, to enable the owners to maintain these yards, they must sell their lumber at a reasonable profit.

"It also goes without saying that to have manufacturers or wholesale dealers sell at retail, directly to consumers, in the territory upon which the retail dealer depends for his customers, injuriously affects and demoralizes his trade. This is so well recognized as a rule of trade, in every department, that generally wholesale dealers refrain from selling at retail within the territory from which their customers obtain their trade. Now, when reduced to its ultimate analysis, all that the retail lumber dealers, in this case, have done, is to form an association to protect themselves from sales by wholesale dealers or manufacturers, directly to consumers or other non-dealers, at points where a member of the association is engaged in the retail business.

"The means adopted to affect this object are simply these: They agree among themselves that they will not deal with any wholesale dealer or manufacturer who sells directly to customers, not dealers, at a point where a member of the association is doing business, and provide for notice being given to all their members whenever a wholesale dealer or manufacturer makes any such sale. That is the head and front of the defendants' offence."

The Fixed Price Problem.

I refer to the case of the Comonwealth v. Grimstead (1900) 108 Kentucky, 59, affirmed in appeal in 1901, 111 Ken., 203, where it was held that an agreement by one who buys goods from a manufacturer not to resell them for less than a certain price, does not violate section 3915, Kentucky statutes. The Kentucky statute in question provided that "any corporation or individual who shall become a member of, or a party to, or in any way interested in any pool, trust, combination or agreement, for the purpose of regulating the price, or limiting the production of any article of property, shall be deemed guilty," etc.

There is a decision of the Supreme Court of California sitting in banc, in the case of Grogan v. Chaffee, wherein it is held that fixed prices are not in restraint of trade.

The court sustains the manufacturer and holds that price-cutters are liable if they do not maintain prices fixed by the maker of goods.

I cite the following extracts: "The tendency of the modern decisions has been to view with greater liberality contracts claimed to be in restraint of trade. It is not every limitation on absolute freedom that is prohibited. As is held by the Supreme Court of the United States in Gibbs v. Consolidated Gas Co., 130, United States, 396, 409, 'Public welfare is first considered, and if it be not involved, and the restraint upon one party is not greater than protection to the other requires, the contract may be sustained. The question is whether, under the particular circumstances of the case, and the nature of the particular contract involved in it, the contract is or is not unreasonable.' So, in People's Gas Light Company v. Chicago Gas Light Co., 20 Ill., App., 492, the court says: 'The tendency of the courts is to regard contracts in partial restraint of competition with less disfavor than formerly, and the strictness of the ancient rule has been greatly modified by the modern decisions.'"

"It is suggested rather than argued by respondent that the agreement relied on by appellant is unlawful under the provisions of the statute of 1907, entitled, 'An Act to define trusts and to provide for criminal penalties and civil damages, and punishment of corporations, persons, firms and associations, or persons connected with them, and to promote free competition in commerce and all classes of business in this state; approved March 23rd, 1907, commonly known as the Cartwright Act.'

In the present case there has been no evidence of the enhancing of prices, no complaint by any consumer, no complaint by any retail dealer, but rather approbation.

Most Economical Method.

It is conceded that the proper method of distribution of goods from the manufacturer is through the wholesale dealer to the retailer and then to the consumer, because this is the most economical method. For if the manufacturer attempts to deal directly with the consumer, or even with the retailer, he must in a country like Canada, sparsely settled and of enormous area, maintain a staff of travelers and also establish depots for his goods at important points.

These are great outlets of expenditure, for the traveler carrying only one line of samples gets possibly as large a salary, and certainly spends as much in traveling expenses, as the traveler for a wholesale house who sells, we are told, three or four hundred different articles.

This is one reason why the wholesaler undertaking the sole distribution gets a larger profit, and yet the price is not enhanced to the consumer.

The various cases of alleged oppression and "driving out of trade" of persons who either openly, or by some ingenious device, aim to belong to the wholesale trade, and at the same time sell at retail, are thus easily understood. If this system were to be practised, it would injuriously affect and demoralize the trade, not only of the wholesaler, but of the retailer, and the consumer would certainly not be the better off in the long run.

The same remarks apply to the efforts made to put a stop to the "cutting" of prices.

Equalization of Rates.

There was some complaint about the system known as the "equalization of rates," it being contended that it bore unequally and oppressively as against certain towns or districts. This statement was entirely disproved, and it was shown that the "equalization" was based strictly upon the freight rates of the different railways, so that the retail merchants got their goods at the different points at practically the same prices.

The Court's Decision.

I find the facts then to be as follows:

1. The defendants have not, nor has any of them, intended to violate the law.
2. Nor have they, nor has any of them, intended maliciously to injure any persons, firms or corporations, nor to compass any restraint of trade unconnected with their own business relations.
3. They have been actuated by a bona fide desire to protect their own interests and that of the wholesale grocery trade in general.

As far as intention and good faith or the want of it are elements in the of fence with which they are charged, the evidence is entirely in their favor.

Have they then been guilty of a technical breach of law?

This question is answered by the citations which I have given above and which cover every branch of the case.

I, therefore, say that the defendants are not, nor is any of them, guilty as charged.

There are minor matters as to which I, sitting as a jury, give the defendants (as I am bound to do) the benefit of the doubt; and as to which I warn the de-

fendants and those in like case to be careful, e.g., as to alleged efforts to coerce wholesale dealers into joining the guild.

It is of the essence of the innocence of defendants that the privileges which they seek to enjoy should be extended to all persons and corporations who are strictly wholesalers, whether they choose to join the guild or not.

To Re-enact Extra Provincial Corporations Law

Manitoba Premier Says Act Was Made in Retaliation to Other Provinces—Cabinet Would Not Consider Its Abolition — The Licensing of Travelers.

Winnipeg, March 9.—The last word has been said between the deputation from the board of trade in Winnipeg, and the provincial cabinet of Manitoba, over the extra Provincial Corporations Act, which went into effect on March 10, 1909.

It may seem that the inquiry into the matter of restriction has not been a success on the part of those more vitally interested in the Act, since the Act has been taken up again by the Legislature and will be put through the house in practically the same form as it was passed one year ago.

One change has been made in the Act namely, the words "and a copy of the last auditor's report" has been struck out of clause eight (8). That this alteration, though apparently slight, has a far-reaching effect will be seen later, but those points which at one time loomed up most grievously have either been ignored or dissolved.

The Government's Attitude.

The cabinet were extremely courteous to the deputation and listened duly to all the objectionable features brought to their attention. The premier at the outset explained the situation from his standpoint and this did much to clear the atmosphere. It became evident that the whole Act was compiled as a retaliation to other provinces which had instituted similar legislation. He said that in no wise would the cabinet consider the abolition of the Act, since the reputation of the province was at stake. Manufacturers and corporations in Manitoba were not allowed such privileges in other provinces as companies in other provinces have been allowed heretofore in Manitoba. The government, therefore, must retaliate to equalize the justice of the Dominion as represented by action of the other provinces. Every loyal citizen of this province could be appealed to on these grounds, and may be some citizen who might suffer by the operation of the Act would be willing to sacrifice to maintain the integrity of the province in which he lives.

The premier stated further that although the Act could not be nullified, yet such grievances as the deputation could point out would be fairly dealt with, point by point, in the hope that in some degree certain discriminations might be eliminated. This was done with the result that a clause was struck out of the formalities as stated above.

Effect of Change Proposed.

The dismissal of the obligation of the extra-provincial corporations to submit the last auditor's report has the effect of leaving room for the company to place its capitalization at any figure it chooses with the option on the part of the government of inquiring into the accuracy of the statement. It is obvious that this clears the situation somewhat since the rigorous basis upon which the fees were levied was perhaps the most outstanding grievance against the Act.

Already it has been known that an Eastern Canada corporation has paid the tax on a capitalization much less than it is reputed to possess. Should the company be assured that it is proof against all approaches of the government in connection with the production of a fraudulent capitalization figure, then the company has no cause to murmur against the Act on this point. If, however, another point of law could allow the government to inquire into the exact capitalized standing of the company and fraud could be deduced, then the company is not any more exempt than before the clause was erased. Nevertheless under the present circumstances they feel more secure.

Upon examination of the Act it was pointed out that the Act distinctly reads: "The Lieutenant-Governor-in-Council may reduce the fee payable for its license to such sum as he may think just, having regard to the nature and importance of its business in Manitoba." (Sec. 21). This simply means that there is no rigidity in the levy to be imposed, but at the same time such understanding may not be entirely satisfactory to the corporation against which the Act operates, since the matter is one over which the corporation has no control other than drawing the attention of the Lieutenant-Governor to the matter.

It must be admitted that the crude understanding of the Act gave rise to some unwarranted agitation. For instance many were under the impression that the fee was annual, and even the solicitor did not make it clear that the tax was only an introductory fee of corporation within the province.

No Tax on Travelers.

The brokers and extra-provincial corporation representatives resident within the province still maintain, and justly so, that they are unfairly discriminated against in favor of travelers. Their principals have the same cause of complaint. This is an outstanding weakness of the Act and apparently without remedy. An Act respecting the licensing of travelers in the various provinces was introduced in the Dominion House some years ago, but it was dismissed on the advice of Sir Wilfrid Laurier, who thought it wiser for the Dominion Government to grant the provinces sums of money rather than have the individual provinces tax the travelers or the firms they represent. It would seem that the brokers have the same cause for elimination as the travelers, and an appeal to the Dominion Government might have the tendency to make some radical changes in the extra-provincial corporations act.

During the time between the verbal agreement that the government would not penalize any agent or company, and the meeting of the cabinet and deputation for the last time, many companies have paid the required license fee according to their interpretation of the Act, and no penalties have been meted out.

It must be said in conclusion that the inquiry has been justified in that it has greatly cleared the situation, and that one change more or less radical was made, and although all grievances have not been swept away the whole question resolves itself into whether the province as a whole should maintain its integrity among the other provinces in the dominion, to the sacrifice of localized individual rights.

TROUBLES OF PRICE-CUTTING.

Grocers in British Columbia Have Worries Over This Problem.

Vancouver, B.C., March 8.—Retail grocers here, who belong to the Vancouver Retail Grocers' Association, are facing the problem of others not in the organization offering staple articles at cut prices as catches for the new customer.

Such things as flour, which is sold with the understanding that the retail price is fixed at so much, is cut say from $1.90 to $1.75. This would be about cost price, and to the consumer looks as if the ordinary dealer is trying to squeeze out an exorbitant profit. The dealer who cuts, realizes that anything lost on the one article may be made up if a customer is gained, and the loss of profit is practically, or may be charged up to the advertising account.

There is talk of combine prices, but those who know jobbing prices and retail figures in Vancouver are aware that little out of the ordinary is gained by the retailer in profit. He has to sell very close or there is a loud complaint from his customers, who are already feeling the upward trend of prices. It is not the retailer who profits, but the bigger houses, for the retailer has to have the goods, and he is the man who has to shave his prices.

A. P. Tippet, Montreal, has returned from a two months' tour of Europe.

S. G. Caldwell, Barrie, Ont., recently purchased the grocery business of E. J. Armson.

The grocery and crockery business of the Coxall Co., Tamworth, Ont., has been purchased by Reuben Richardson.

Armand Chaput, of Chaput, Fils & Cie., Montreal, is in New York, on a holiday trip. Mrs. Chaput and his sister-in-law accompany him.

The incorporation of the Maritime Fish Corporation has been officially announced with a capital of $1,000,000; head office of the company to be in Montreal.

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CO-OPERATIVE BILL KILLED.

It will be welcome news to merchants in all portions of Canada to learn that the Harris-Monk Co-operative Bill is again a dead letter.

Just at the time of going to press The Canadian Grocer received a despatch from Ottawa stating that the bill came up in committee and that it had been killed.

It did not even get as far as the Senate where it was blocked by a single vote on the last occasion it was introduced.

Merchants who actively opposed the Bill with this paper, will now realize that their labors to prevent the granting of special privileges to a few have not been without fruit. The circumstances connected with the opposition also indicate what can be done by means of organized effort and a good, strong campaign to secure the rights of the trade.

The death-knell of the bill has, therefore once again been sounded and it is not likely that another member of our Dominion government will be foolish enough—at least for some time to come—to bring in such another piece of unfair legislation.

FROM WHOLESALER TO CONSUMER.

The wholesalers and retailers of British Columbia are working along correct lines when they meet together to clear away differences in respect to the wholesale trade selling to the consuming public.

An item to this effect appears elsewhere in this issue, showing the questions at issue and the unfairness of wholesalers selling to consumers at wholesale prices, and at the same time holding the retail trade down to strict terms in making payments, etc.

The retailers in the western province have certainly a good grievance. It is not fair to them that they should act as the special medium between wholesaler and consumer only when the wholesaler does not have an opportunity to sell direct himself to the consumer. The retailer handles his goods for him and has a right to obtain all his business.

But the point is: no permanent arrangements can be made to right this wrong unless the question is jointly discussed by retailers and wholesalers such as was done in the case of the British Columbia merchants.

True co-operation is needed, and the sooner it comes the better will it be for all concerned. It will assist in a better understanding of trade questions and tend to improve existing conditions at a more rapid rate than they are improving at present.

GERMAN AND BRITISH METHODS.

Canadians are experiencing just now a marked difference between British and German methods of extending business. When in 1897 Canada reduced the duties on British goods 25 p.c., but few British exporters were interested. A year later the reduction was made 33 1-3 p.c. without creating any apparent additional interest. Of course there were a number of exceptions and many bright representatives came to Canada, but they represented a very small percentage of the British firms who could have done business with Canada. Canadian agents and brokers were somewhat more enterprising and many of them visited leading manufacturers in England, soliciting representation in Canada, but as a rule they got a discouraging reception.

On February 15th the Canadian surtax on German goods was removed, but British exporters still have an advantage of 33 1-3 p.c. over the Germans. Yet Canadian manufacturers and merchants have had a greater number of visits from salesmen of German firms since then than we see from Britain in the course of six months. Their methods, too, are entirely different from the British. They are ready to meet Canadian wishes in any respect, and already a number of orders have been placed, and indications are that Germans will do an enormous trade in this country. It has been argued that German goods are not as high class as British. This was true a few years ago but leading German firms are now getting into the same class with the best British manufacturers in the quality of their goods. Canadians should study these German missionaries, their goods and their methods and adopt them wherever it is to their advantage to do so, for Germany is to-day the most progressive nation in the world.

Canadians for sentimental reasons would rather do business with British manufacturers, but the latter must bestir themselves if they expect to hold this market and possibly their own market.

Canadians would rather place their orders with British manufacturers, but the latter, as a class, must adopt better factory and selling methods for, even with the advantage of sentiment and preference, these Germans will take the market from them. Where British firms have modernized their methods they are doing and will continue to do a profitable trade here without fear of German or United States competition.

The great question is, will British manufacturers as a whole do so? The invariable answer of the majority is that they are quite satisfied with the business they are doing, and they point out that in spite of all competition they have been holding their own or increasing. With the great increase in the world's consumption, this is to be expected, but Britain's exports have not increased in the same ratio as other competing countries. It is natural too for old established firms to hold their trade for many years because of their reputation and connections, but the turn invariably comes, and when it does the decline is very rapid.

INTEREST ON CAPITAL INVESTED.

A subscriber writes stating that there are two partners in his firm, one of whom invested $3,000 and the other $2,000. He replies to The Canadian Grocer's statement that interest should be charged on capital invested in a business and asks: "Will there be any deduction or addition to present capital or should interest figure only on the expense account?"

Assuming that each partner gave equal service to the business each is entitled to the same salary. But the amounts invested were not equal, so after salary, rent, and other costs are figured and the year's profits arrived at interest on capital must be deducted. Suppose the profits were $5,000 and interest was figured at six per cent., $300 would have to be deducted for interest, $180 of this going to the partner who had invested $3,000 and $120 to the one whose investment had been but $2,000. This interest would figure only in the expense account and would not affect the capital investment.

ADVANTAGES OF A PLATFORM.

Merchants who belong to trade organizations, and who are interested in association work should always have a policy to advance and stand by before each meeting.

There can be no benefit in attending meetings at which no question is before the members for discussion, and it's the man with the policy thought carefully out in every detail who wins in the debate.

Of course, there will always be some weak points in the argument, but it will be up to the others to establish something better. Many men can pull apart a platform, but when it comes to building another they fail. They are destructive, but not constructive.

If a better policy cannot be advanced, that which has been thought out by the man with forethought stands the blasts of the campaign successfully. His is sure to be a winner.

The benefits to a member of an organization who pursues such a course are many. He gets to the bottom of the question aided by the criticisms of his colleagues. He becomes enthused with his subject, since he has to go into it deeply to obtain arguments to offset any adverse criticism that might occur.

Gradually he becomes a debater to be reckoned with and an influence upon the organization of which he is a part. His views are eagerly sought on every question that arises, and in time outsiders begin to realize his sound sense—and all because he was a constructor in his association and because he developed to a great degree his argumentative ability.

With such men as this in an organization, it is bound to be successful, and to become a power in the trade. Men with good sound policies are needed—policies that will stand criticism. It is no use going to a meeting unless you are prepared to intelligently set before your colleagues a proposition that is going to be of value to the association.

A question that is incidentally advanced at a meeting can only meet with a superficial treatment in debate.

It requires the application of good sound common sense at a time when there is plenty of time to get right down to the substance of the thing.

THE ADVANCING HOG MARKET.

If hogs go much higher they will soon be as expensive as broilers—and they show little inclination to take much of a tumble.

While prices in Canada are somewhat behind some United States sections yet they are higher than they have been for years.

For instance they are now quoted around $9 and $9.15 per cwt., live weight in Montreal, Winnipeg and Toronto and difficult to obtain at those prices.

Reports from Cincinnati, O., are to the effect that hogs went over the $10 mark the other day. Some paid $10.05—the highest since the civil war. In St. Louis they are up to $10, while in Pittsburg they have been up to $10.15. Other United States markets are equally strong.

The wonder is, at where are they going to stop? Dressed hogs a year ago about this time were $10.25; in 1908, they were only $7 and in 1904 only $6.20—much less during the last two mentioned than hogs, live weight, are now.

A year ago at this time hogs were quoted on the Canadian markets between $6.50 and $7. They were about the same in 1908 and therefore were more than $2 less than they are to-day.

If the hogs are not to be obtained they will eventually go so high that the finished food product will be beyond the reach of the ordinary consumer.

This will have a serious effect on the industry. It will tend to divert the attention of the consumer to something else that is within easier reach of his finances and to have a demoralizing effect upon the industry when there are signs of its revival among the farming communities.

THE ALUM QUESTION.

A very important question among houses engaged in the manufacture of baking powder at present is that relating to alum. To use it or not to use it, that is the question. In view of the fact that the question of pure food laws is a live topic at the present time, and also the fact that the use of alum in food is prohibited by law in Great Britain, makes it look as if it would only be a question of a short time when the sale of alum baking powders in Canada will be prohibited.

There seems to be a popular prejudice against the use of alum in baking powder or anything that enters into our food.

ELEMENTS NECESSARY TO SUCCESS.

A very important factor in the success of the traveling salesman in his own special work, as well as in the advancement of his employer's interest, are his relations with the trade which he visits.

As a matter of fact, the position he occupies is not a single-headed, but a three-fold one. Employed first of all to extend the acquantance and the business of the house, he is expected also to see that buyers settle their accounts as provided by contract or agreement. Beyond that he is looked to for the adjustment of any difference that may come up, from whatever cause or source.

The requirements are those of a good salesman, a fair accountant and something also of a diplomat. To successfully carry these responsibilities one must be a thorough gentleman. He will find it worth while to keep himself informed on the topics of the day, and particularly on the progress of events in his own trade. Ready at all times to give an opinion if asked for it, he must not force his ideas upon those who are not interested in what he thinks or has to say. It is essential that he will appear well when calling upon his trade so that, no matter what sort of company he is with, he will feel perfectly at ease. Shabbiness is always self-conscious of being out of place.

So far as possible, one should aim to make friends of his customers and encourage them in the same way towards himself. Genial at all times and in all places, he will never indulge in undue familiarity. Remembering that other calls are likely to follow, one should make no promises that can not be fulfilled to the letter. By this means confidence is established and plain statements come to be taken at their face value. Not only is the dealer glad to see such salesmen, but the latter finds his way smoothed with others, and his reputation as a man who can always be depended upon to do the right thing extended where it will do the most good.

WHERE PERSONALITY STANDS

It is interesting to calculate how far personality really influences the fortunes of business. Is the personal element in business gradually being squeezed out by the mechanical? Any merchant within fifty miles of a metropolis is acutely sensible of the competitive pressure exerted against him by large distributors, whose methods operate with the precision of some cleverly constructed machine.

Personality, as he understands the term, has little if anything to do with the reasons why some of his neighbors buy from the big stores instead of from him. The public has no intimate knowledge of the proprietors of these stores; it is apparently satisfied if its orders are filled with promptitude and accuracy.

Can the local man, by the dextrous exercise of his own personality, defend and extend his trade in face of the opposition from without? That is a question well worth studying. Of course, personality devises and permeates the methods of the mammoth stores.

There are surprising possibilities in the power of the personal element in business, if we strive to discover them, and the return should be repayment for the trouble.

Articles Which Go Well Together in Displays

What Easter Suggests in the W ay of Windows—Care Should be Taken Not to Have Too Man y Varieties of Goods.

Every merchant recognizes that there is at least some benefit to him in dressing a window. If he does not, why does he ever place an article in his window or why does he have a window-sill at all where goods can be kept ?

Therefore from the fact that the window is there and that there are always some goods in it, it is an established fact that every merchant recognizes its value.

The question then is : How to give to the window its best selling properties ?

Easter is near at hand and it is a festive season. Here is one opportunity to make it a valuable asset. Easter is a time when everybody thinks of the table and the good things to be had after the closing of Lent, and preparations for appropriate displays should be made as early as possible.

The illustration shown here represents an appetizing scene. Eggs, bacon, lard, ham, pickles, cheese, etc., are suggestive of the Easter season, but the question is are they displayed to the best advantage ? Is the window a good selling one ? That's what counts.

While it is attractive and appropriate it cannot be said that it is dressed to make the most sales possible. The trouble seems to be that there are too many varieties of goods in it. Had ham and eggs been exclusively used with the same amount of attractiveness its selling power might have been better. The gaze would then have been concentrated on those two articles closely associated with each other.

Such a display could have been used a couple of days in the week and changed for say lard and pastry flour; biscuits and cheese or ham and pickles.

The presence of a few Easter lilies lends beauty to the window and are also suggestive of the season.

Easter Window Dressed by Ralph McKenny, Port Hope, Ont.

Good capital can certainly be made out of the coming festive season and grocers should seize the opportunity to obtain their share of new business which the holidays are bound to create.

By all means introduce a few decorative display cards and one or two price tickets — they are in themselves good salesmen.

SELLING TO CONSUMER EVIL.

Vancouver, B.C., March 9.—At a recent meeting of wholesalers and retailers, three important trade question were discussed, namely, wholesalers selling goods to consumers; wholesalers selling to small camps and boats, and wholesalers supplying goods to employes at cost, who in turn were supplying goods to relations and friends.

Among those present or represented at the meeting were W. H. Malkin Co.; Kelly, Douglas & Co.; Hudson's Bay Co.; W. J. McMillan & Co.; Leeson, Dickie, Grosse & Co.; Oscar Brown Co.; Campbell & Muir; F. R. Stewart & Co.; C. B. Bainsford, J. Goddard, M. Oppenheimer, D. Naismith, C. Milne and the directors of the Vancouver Retail Grocers' Association.

It has been no trouble for consumers in most instances to buy direct from wholesalers, which the retailers declare is unfair, and dicussion was along this line. Moreover, goods are supplied in large quantities and at wholesale prices, to, say, managers of companies who might have some business, and these are delivered direct to the private houses.

Complaint has been made that retailers, who are held down to tight prices and prompt payments, are not given a fair show, since at least one-quarter of the trade is supplied by wholesalers which is in the sphere of the retailer.

These and other points were discussed, after being presented by W. Clark, president of the Retail Grocers' Association, and the chairman remarked that he was sure that any wholesaler who had been selling to the consumer in the past would cease from this time forward. Further, he thought a clear arrangement should exist between wholesalers and retailers, as to what camps and boats were in the respective fields. It was decided that forthwith no more goods should be sold to employes.

What the retailer now wants is these conditions lived up to, for although they have been understood in the past, little attention has been paid to them.

"That clerk of yours seems to be a hard worker."

"Yes, that's his specialty."

"What, working?"

"No; seeming to!"

Practical Methods Used in Retail Grocery Stores

What Halifax Grocer Considers to be Unfair Methods in Doing Business—An Exclusive Tea, Coffee and Chinaware Store—Disadvantages of Over-stocking—Catering to Saturday Night Street Walkers Through Window Displays—Are Newspaper Advertisements Read?

Unfairness in the Trade.

Halifax, N.S., March 9.—"There can be no permanent benefit to any man in any undertaking unless that undertaking is fair to all parties concerned."

This was a statement made by a merchant the other day, and it implies some good advice.

He maintained that if a manufacturer in selling goods to the wholesale trade gave one distributor an advantage over another he was doing something which was unfair and which could have no permanent advantages.

Also if a jobber in selling goods to the retail trade gave to one merchant an advantage that his "across-the-street" competitor did not receive, he claimed that that jobber was not acting squarely. The undertaking was not fair to all concerned and therefore he claimed there could be no permanent trade benefits in it, considering the trade as a whole.

Such a transaction gave to one person a preference a competitor did not receive, thus giving to the one selling advantages over the other. It meant loss of trade to the retailer who did not get the preference because he could not sell the article and make a fair profit.

The tendency was for him to eliminate that article from his selling list and substitute another. That meant loss to the jobber, he claimed, and therefore to the manufacturer.

A Tea and Coffee Store.

Windsor, Ont., March 9.—The retail tea and coffee stores, though not numerous, bear evidence of the importance to the grocery trade of these staple beverages. Some one has yet to start a retail sugar store, or cereal store, or canned goods store. C. T. Bourbeau has a tea and coffee and spice store in Windsor. Mr. Bourbeau carries also a fine stock of crockery, glassware and fancy china. The decorations include oriental umbreallas, fans and lanterns.

Mr. Bourbeau calls his place the Central Tea Store. It is located on the market square. He began his career as a tea and coffee merchant six years ago in a small way utilizing a room in his house. Later he built an extension and about a year ago moved into the present premises which are 25 feet by 45 feet. Before starting for himself Mr. Bourbeau was clerk for a number of years with Geo. Nairn, Windsor, and had charge of the tea and coffee department.

The Central Tea Store is modernly equipped, with silent salesmen, computing scales, and cash registers. The tea and coffee bins are of Mr. Bourbeau's own design. He has installed an electric coffee grinder, and he has taken special care to have his store brilliantly lighted at night. Mr. Bourbeau has two clerks and two delivery wagons. At the start he adopted the policy of giving good value and prompt delivery and he attributes his success to having lived up to it.

The Evils of Over-stocking.

Victoria, B.C., March 8.—"There are too many retailers to-day," claims a local merchant, "suffering from too large a stock.

"A large stock," he says, "is all right, of course, if the trade demands it; but as a general principle it is poor policy to overstock, even if prices seem particularly attractive. It is an easy matter for a dealer to allow a smooth salesman to overload him, and no matter if the dealer really knows that his trade will not warrant it, he finds it hard to resist the argument of price, when he should know better.

"The quick turning of stock, even at only a fair net profit, is one of the great requirements in the retail business. Figure it out. Take, for example, $10,000 invested in stock, turned over once a year with a net profit of 25 per cent—that means $2,500. One-fourth that amount, or $2,500, turned four times a year at a net profit of only 20 per cent., would yield a profit of $2,000, or four-fifths the amount returned by a capital four times as large, while interest at six per cent. on the difference in capital invested would bring the difference in the net returns very close together, the volume of business remaining the same.

"Then, the tying up of so much capital as is frequently invested in what is virtually dead stock often prevents a man from doing that which would add materially to his profits.

"Another advantage in favor of the smaller and better selected stock, to my mind, is the smaller space required and consequently smaller rental, less insurance premiums and smaller taxes, and a proportionately smaller risk all around. It requires a thorough knowledge of local business conditions, excellent judgment of goods and of the trade, a determination not to allow the salesman to unload on one a lot of unsalable stock, or too much of stock that would be salable if given time enough.

"In other words, it requires a man who knows his business throughly and who has the backbone to stand by what he knows to be his own best interests."

Caters to Saturday Night Wayfarers.

Lindsay, Ont., March 10.—The advantage of catering to the Saturday night buyers was illustrated by a Kent St. grocer the other day. In Lindsay the working men, their wives and children, and also men and women of other occupations, who are lucky enough to cease work at the hours of five and six on Saturday's, number in the hundreds. The one popular pastime in the evening is to take a walk down town and perhaps do some shopping. Saturday night is the busiest of times for the grocer. One grocer in particular every Saturday makes it a point to dress up a new window with something special which he wishes to dispose of and something which he thinks will catch the eye. In this way he has made many large sales of some particular line of groceries on a Saturday evening.

Do People Read the Papers?

Chatham, March 10.—"Do people read the advertisements?" echoed a grocer the other day, in response to a query. "Just let me give you an instance.

"We have been regular advertisers for many years. Some time ago, we advertised a certain line of goods as a Saturday feature, and one of the items was cooked ham. The price should have been 30c a pound or thereabouts, but inadvertently we put it in at 25c.

"You should have seen the rush. Our entire stock of cooked ham, and it was a pretty large one, was cleaned out long before 12 o'clock on Saturday, and all afternoon and evening we had people clamoring for cooked ham at 25c. The mistake was ours, and of course we made good, though it involved a dead loss; but it was really worth the money to see that stream of customers.

"Before that, I used to have my doubts as to the efficiency of advertising, but after the ham episode I didn't want any more convincing.

"It showed that our advertisements were being read—how, otherwise, could the people know? It proved that the efficiency of advertising depended solely upon the skill of the advertiser; and that, as long as I wrote the kind of advertising that appealed to buyers, the newspaper would do its part in placing my propositions where they would be read. Now, if a certain advertisement does not seem to bring results, I proceed to pick flaws in my own wprk as an ad. writer instead of wasting time worrying whether or not the paper is doing its part."

Watching the Slow Pays.

Berlin, Ont., March 9.—A change will be made in the collection department of the Berlin Retail Merchants' Association, with a view to having the best results possible. The Guelph Association has placed their collection department in the hands of the Canadian Mercantile Agency, and on the invitation of President Hessenaur, of the Berlin Association, Mr. Vanderburg, their representative came down and addressed the members at their regular monthly meeting on the advantages of the system. After his address, a committee was appointed to investigate thoroughly into all details of the system, and report at the next meeting on April 12, which is also the annual meeting. The members were confident that the present system would be much improved if there was an officer placed in charge.

New Tariffs on Canadian Exports to Germany

Recent Adjustment Which Went Into Effect March 1st Places Our Goods Going to Germany on Conventional Tariff Basis—Schedule Showing Reductions That Have Been Made.

The rearrangement of the tariffs between Germany and Canada can be best exemplified by giving in detail how our exports are affected and by how much the duty has been lowered.

The agreement took place on March 1st and, broadly speaking, removed the Canadian surtax to allow German goods to be admitted into Canada on the General Tariff basis, while Canadian goods going to Germany will be admitted into that country on what is known as the Conventional Tariff rate of duty.

A kilogram mentioned in the accompanying table is equal to about 2.203 lbs. and a mark is equal to 23.8 cents. This schedule shows the Canadian foodstuffs which will now be admitted into Germany at Conventional Tariff rates, the unit of quantity on which the tariff is based, and the general and conventional tariffs.

Goods.	Unit of Quantity.	German Tariff. General	Conventional
Apricot pulp, without addition of sugar or syrup, in tins weighing at least 5 kilogs. (11 lbs.)	100 kilogs.	75 marks	5 marks
	100 kilogs.	$17.85	$1.19
	100 lbs.	$8.10	54 cts.
Condensed milk (syrup, but not milk in a dry state) without addition of sugar	100 kllogs.	75 marks	20 marks
	100 kilogs.	$17.85	$4.76
	100 lbs.	$8.10	$2.16
Milk and cream, sterilized or peptonized	100 kllogs.	75 marks	Free
	100 kilogs.	$17.85	Free
	100 lbs.	$8.10	Free
Preserved tomatoes; olives, whether in vinegar, oil or brine or not	100 kllogs.	75 marks	30 marks
	100 kilogs.	$17.85	$7.14
	100 lbs.	$8.10	$3.24
Fish—			
Marine crustaceous, living or not, including those merely boiled or salted, whether shelled or not—			
Lobsters and cray fish (gross weights)	100 kilogs.	100 marks	65 marks
	100 kilogs.	$23.80	$15.47
	100 lbs.	$10.80	$ 7.02
Other (gross weight)	100 kllogs.	24 marks	
	100 kilogs.	$5.71	
	100 lbs.	$2.59	
Fruits—			
Fresh—			
Apples, pears, quinces—			
Unpacked—			
From September 25 to November 25		Free	Free
From November 26 to September 24	100 kllogs	2.5 marks	
	100 kllogs.	59.5 cts	
	100 lbs.	27 cts.	
From September 1 to November 30			Free
From December 1 to August 31	100 kilogs.		2 marks
	100 kllogs.		47.6 cts.
	100 lbs.		21.6 cts.
Packed—			
Sent by post in packages weighing not more than 5 kllogs. (11 lbs.)	100 kllogs.	10 marks	Free
	100 kilogs.	$2.38	Free
	100 lbs.	$1.08	Free
Imported otherwise—			
Only in bags of at least 50 kilogs. (110 lbs.) gross weight—			
From September 1 to November 30	100 kilogs.	10 marks	Free
	100 kilogs.	$2.38	Free
	100 lbs.	$1.08	Free
From December 1 to August 31	100 kilogs.	10 marks	2 marks
	100 kilogs.	$2.38	47.6 cts.
	100 lbs.	$1.08	21.6 cts.
Otherwise packed—			
In a single wrapper	100 kilogs.	10 marks	3.2 marks
	100 kilogs.	$2.38	76.2 cts.
	100 lbs.	$1.08	34.6 cts.
In more than one wrapper	100 kilogs.	10 marks	5 marks
	100 kilogs.	$2.38	$1.19
	100 lbs.	$1.08	54 cts.

DEATH OF W. H. SEYLER.

Former Advertising Manager of The Canadian Grocer—The Passing of a "Good Fellow."

The Canadian Grocer regrets to annouce the death of its former advertising manager, W. H. Seyler. His death took place on Tuesday, the 8th inst., at Victoria Memorial Hospital, Toronto. Mr. Seyler had been unwell for nearly a year. His illness began in May of last year with an attack of pleurisy, and although he spent some five months away from the office he never fully recovered. Nerve and kidney trouble was the immediate cause of his death.

The late Mr. Seyler was one of the best known men in the grocery trade. He was with Eby, Blain Ltd. for eleven years, part of which time he was manager of the sample room. Subsequent to this he was for a short time in business for himself as a broker. He was with the F. F. Dally Co. as traveler for a year or two and later still with the E. W. Gillett Co. He came with the MacLean Publishing Co. in 1903, representing The Canadian Grocer in Montreal, and becoming advertising manager about three years ago. His association with The Canadian Grocer has really extended almost from the time of its inception, for while he was not directly employed on its staff until 1903, for years he was a frequent contributor to its columns.

W. H. SEYLER,
Former Advertising Manager of The Canadian Grocer, Whose Death Occurred on Tuesday.

He was a whole-souled fellow, warm hearted and with a kindly greeting for everybody. This was the secret of his popularity, and in his death there are many in the grocery trade—retailers,

wholesalers, and travelers—who will mourn the loss of a friend.

None will miss him more than the publishers of The Canadian Grocer. He was a valued counselor and an enthusiastic and hard worker, and the publishers lose a warm friend as well as a faithful employe.

His remains were interred in Waterloo, Ont., yesterday, the 10th inst.

MAKING A STARCH WINDOW.

Grocer Finds That Special Displays Sell The Goods.

Jas. Vair, an Orillia, Ont., merchant, recently got in a large shipment of starch. He made a window display of starch only, and in describing it says:

"Having received a large shipment of starch amounting to over 1,000 pounds, we thounght it best to make a good display, so we displayed it in our front window.

"By filling in the centre of the window with loose starch, then placing the package starch all round and building up pyramids of packages for a background, we found it showed off all the different kinds of starch to perfection.

"We always find that these special displays sell a lot of goods."

AMENDMENTS TO BREAD ACT.

The new bread bill that has occupied so much time in the committee of the Ontario Legislature goes into effect on July 1st. It provides for every baker equipping his bread wagons with scales to weigh the bread. One other important amendment was made making it imperative upon villages and towns to appoint inspectors. The clause providing for a fine of $5 in the case of any person who makes for sale or sells bread in contravention of the provisions of the act was passed without comment. The clauses providing for a fine of $25 against any person who uses or keeps any adulterant or deleterious material which may be used in the manufacture of bread were also passed.

The weighing of bread at the point of sale instead of at the factory was another amendment that passed.

TRADE NOTES.

Solomon Allen, of the Norwich Cider & Vinegar Works, died in a Toronto hospital on March 8th. He was 64 years of age.

W. H. Todd has opened a new grocery at 1052 Queen St. West, Toronto, with everything entirely new. It has a good appearance. It is attractive in many ways and the goods are of superior quality.

I have always believed that people are satisfied with what they get only just as long as they do not know there is something better to be had—I always stand for quality and it has always been my aim to improve on everything that could be improved upon.—C. H. Bolster, manager of the foreign and fancy grocery department of Sprague, Warner & Co., Chicago.

(Continued from page 34.)

Apricots, peaches—				
Apricots	100	kilogs.	8 marks	Free
	100	kilogs.	$1.90	Free
	100	lbs.	86.4 cts.	Free
Peaches—				
Sent by post in packages weighing not more than 5 kilogs. (11 lb.)	100	kilogs.	8 marks	Free
	100	kilogs.	$1.90	Free
	100	lbs.	86.4 cts.	Free
Imported otherwise	100	kilogs.	8 marks	2 marks
	100	kilogs.	$1.90	47.6 cts.
	100	kilogs.	86.4 cts.	21.6 cts.
Plums of all kinds, cherries, mazards, medlars—				
Cherries—				
Fresh for use in the distillation of spirits by permission and with control over their use	100	kilogs.	6 marks	Free
	100	kilogs.	$1.43	Free
	100	lbs.	64.8 cts.	Free
Other cherries, mazards	100	kilogs.	6 marks	1 mark
	100	kilogs.	$1.43	23.8 cts.
	100	lbs.	64.8 cts.	10.8 cts.
Medlars	100	kilogs.	6 marks	Free
	100	kilogs.	$1.43	Free
	100	lbs.	64.8 cts.	Free
Plums of all kinds, cherries, mazards, sent by post in packages weighing not more than 5 kilogs. (11 lbs.)	100	kilogs.	6 marks	Free
	100	kilogs.	$1.43	Free
	100	lbs.	64.8 cts.	Free
Plums of all kinds—				
Damsons—From September 1 to November 30	100	kilogs.	6 marks	Free
	100	kilogs.	$1.43	Free
	100	lbs.	64.8 cts.	Free
Damsons—From December 1 to August 31	100	kilogs.	6 marks	2 marks
	100	kilogs.	$1.43	47.6 cts.
	100	lbs.	64.8 cts.	21.6 cts.
Other plums	100	kilogs.	6 marks	2 marks
	100	kilogs.	$1.43	47.6 cts.
	100	lbs.	64.8 cts.	21.6 cts.
Hips and haws, sloes and other stone or kernel fruit not separately mentioned above			Free	Free
Raspberries, currants, gooseberries, blackberries, myrtles, elderberries, red bilberries, juniper berries, and other edible berries	100	kilogs.	5 marks	
	100	kilogs.	$1.19	
	100	lbs.	54 cts.	
Except red bilberries				Free
Red bilberries—				
Sent by post in packages weighing not more than 5 kilogs. (11 lbs.)				Free
Sent in any other manner, coming from the Austrian frontier zone and imported into the German frontier zone subject to special conditions being complied with				Free
Grocer CCC				
Strawberries—				
Sent by post in packages weighing not more than 5 kilogs. (11 lbs.)	100	kilogs.	20 marks	Free
	100	kilogs.	$4.76	Free
	100	lbs.	$2.16	Free
Imported otherwise	100	kilogs.	20 marks	10 marks
	100	kilogs.	$4.76	$2.38
	100	lbs.	$2.16	$1.08
Dried or kiln-dried (cut up and peeled or not)				
Apples and pears including waste capable of use	100	kilogs.	10 marks	4 marks
	100	kilogs.	$2.38	95.2 cts.
	100	lbs.	$1.08	43.2 cts.
Apricots and peaches	100	kilogs.	10 marks	4 marks
	100	kilogs.	$2.38	95.2 cts.
	100	lbs.	$1.08	43.2 cts.
Plums of all kinds—				
Loose or in sacks weighing at least 80 kilogs. (176 lbs.) gross weight.	100	kilogs.	10 marks	4 marks
	100	kilogs.	$2.38	95.2 cts.
	100	lbs.	$1.08	43.2 cts.
Loose or in casks weighing at least 50 kilogs. (110 lbs.) gross weight.	100	kilogs.		4 marks
	100	kilogs.		95.2 cts.
	100	lbs.		43.2 cts.
Packed in other ways—				
In boxes weighing at least 10 kilogs. (22 lbs.) gross weight	100	kilogs.	15 marks	5 marks
	100	kilogs.	$3.57	$1.19
	100	lbs.	$1.62	54 cts.
Packed in other ways	100	kilogs.	15 marks	6 marks
	100	kilogs.	$3.57	$1.43
	100	lbs.	$1.62	64.8 cts.

The Markets—Has Sugar Reached its Climax Yet?

Demand Has Been Heavy Recently—Some Think It Will Again Advance While Others are Doubtful in View of so Many Orders Being Filled Recently—Firm Market in Nuts.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Sugar—Advance probable.
White Pepper—Firm.
Valencia Raisins—Low stocks.

Montreal, March 10, 1910.

Sugar is interesting at present, and appears likely to advance again, unless something unforeseen happens. Demand has been much above average for this season of the year. Ceylon teas continue strong, with Indians following them. Spices, especially white pepper, are firm. Valancia raisins are running low in supply. Figs are in good demand. Castile soaps are reported as sure to advance, owing to the continued high figures asked for oils. Candied peels are also likely to cost more on account of the scarcity of peels and the advances in sugar. Grenoble walnuts are up again.

Trade is good in the city, but rather slack in the country, owing to bad roads. Collections are satisfactory.

Sugar — Considerable strength continues to be displayed in sugar, and a remarkable demand for this season is felt by most wholesalers. The situation appears to be one that will hold for some little time, owing to numerous circumstances which will contribute toward the maintenance of prices—unless the refiners, holding the key to the situation—care to make reductions. There appears to be no reasons to suppose they will. Consumption of sugar during the past few weeks has been surprising, and considerably in excess of anticipations. Refiners, in making their purchases for the close season of navigation, estimated a certain demand, but their figures were too small, and in consequence their supply of cane is running dangerously low, while there is no cessation to the demand. Reports from the West Indies are firm in their nature, advising the taking up of all sugar offering. Beets in Europe are scarce and the markets are strong. Viewing the situation, and considering that several wholesalers have been displaying more interest in refiners' offerings, some rather large sales for the season are reported. With the price over the $5 mark, and supplies of cane likely to be rather short, it would not be surprising to see further advance, especially in view of the fact that there can be little competition from Scotch sugars until the opening of navigation, as holdings of same apparently are not too large.

Granulated, bags	5 05
" 20-lb. bags	5 15
" Imperial	4 80
" Beaver	4 80
Paris lump, boxes, 100 lbs	5 85
" " " 50 lbs	5 95
" " " 25 lbs	6 15
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls	5 75
" " 100 lb. boxes	5 85
" " 50 lb. "	5 95
" " 25 lb. "	6 15
" " 5 lb. cartons, each	0 37½
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37½
Extra ground, bbls	5 50
" " 50-lb. boxes	5 70
" " 25-lb. boxes	5 90
Powdered, bbls	5 30
" 50-lb. boxes	5 50
Phoenix	5 05
Bright coffee	5 00
No. 3 yellow	4 90
No. 2 "	4 80
No. 1 " bags	4 65

Bbls. granulated and yellow may be had at 5c. above bag prices.

Syrups and Molasses—Jobbers are distributing considerable molasses to all parts of the country and report demand good, especially for one and two ton lots. Syrups are still moving out in quantity, at unchanged prices.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 36	0 38
" " " barrels	0 39	0 41
" " " half-barrels	0 41	0 43
New Orleans	0 27	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls	....	0 03½
" ½-bbls	....	0 03½
" ¼-bbls	....	0 03½
" 38½-lb. palls	....	1 80
" 25-lb. palls	....	1 30
Cases, 2-lb. tins, 2 doz. per case	....	2 50
" 5-lb. " 1 doz. "	....	2 85
" 10-lb. " ½ doz. "	....	2 75
" 20-lb. " ¼ doz. "	....	2 70

Tea—Ceylon teas continue to be firm, both black and greens being held for a price by those who are fortunate in having supplies. Indians are more reasonable, but follow Ceylons, as much as usual. Japans are unchanged since last week. Wholesalers report demand for teas generally to be very good, but in almost every instance buyers are taking only small lots.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 25	0 28
Good common	0 21	0 23
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Coffee—Lower grades of Santos are quite firm, the lack of receipts from Brazil, owing to the operation of the valorization scheme, adding strength to the situation. The quickness with which recent lots were disposed of in large markets, at good prices, illustrates the truth of the statement that holdings in the trade are limited. Reports of a short crop in Sumatra have reflected strength to the market generally, too.

Mocha	0 18½	0 25	Santos 0 14 0 17
Rio, No. 7	0 10	0 12	Maracaibo 0 15 0 18

Spices—Spices are firm, white pepper, specially, with demand for all varieties about as usual. Nutmegs, which have been very low all along, are looking up, and higher prices are anticipated. Cloves are unchanged.

	Per lb.			Per lb.	
Allspice	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20
" ground	0 15	0 19	Mace	....	0 75
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 22
Cream of tartar	0 23	0 32	" white	0 22	0 29

Dried Fruits—Stocks of Valencia raisins are running low, reports from Denia also advising small holdings. Demand is fairly good. Californian fruits, speaking generally, are firm, as holdings of reliable grades of raisins are in few hands, and prunes are steady. Demand for California seeded raisins is slack, say the jobbers. Demand for figs is noticeably good, with stocks small. Currants are quiet. Patras reports state that the market for currants there is steady, and recently more active. The bulk of stock remaining is said to be of inferior quality.

Currants, fine filiatras, per lb., not cleaned	....	0 05½
" " " cleaned	....	0 06½
" Patras, per lb	0 07½	0 08
" Vostizzas, per lb	0 08	0 09
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
Old seeded raisins	....	0 06
California, choice seeded, 1-lb. pkgs	....	0 07
" fancy seeded, 1-lb. pkgs	....	0 09
" loose muscatels, 3-crown, per lb	0 07½	0 08
" " 4-crown, per lb	0 08½	0 09
" sultana, per lb	0 07½	0 10
Valencia, fine off stalk, per lb	....	0 05
" select, per lb	....	0 06½
" 4-crown layers, per lb	....	0 06½

Rice and Tapioca—Patna rice is moving freely, sales being above normal. Recent reductions have greatly stimulated demand for all grades. Tapioca is unchanged.

Rice, grade B, bags, 250 pounds		2 75
" " " 100 "		2 75
" " " 50 "		2 75
" " pockets 25 pounds		2 85
" " ½ pockets, 12½ pounds		2 95
" grade c.c., 250 pounds		2 65
" " 100 "		2 65
" " 50 "		2 65
" " pockets, 25 pounds		2 75
" " ½ pockets, 12½ pounds		2 85
Tapioca, medium pearl	0 04½	0 04½

Evaporated Apples—Evaporated apples are reported as being practically unchanged. Jobbers report slim demand.

Evaporated apples, prime	0 08	0 08½

Nuts—Grenoble walnuts are firmer this week, another advance having been recorded. Watt, Scott & Goodacre, in their report of March 2, say, regarding walnuts: "Goods in shell corralled for shelling purposes. Orders placed for storage in ice houss have been much smaller than usual, and for September shipment nil. Next fall there will be a famine in Canada with shelled walnuts bringing whatever 'the traffic will stand'." Shelled almonds are easier. Peanuts are firm, with stock, especially of higher grades, low.

shell—		
Filberts, Sicily, per lb		0 13
" Barcelona, per lb		0 10½
Tarragona Almonds, per lb	0 12	0 13
Walnuts, Grenobles, per lb	0 13	0 14½
" Marbots, per lb		0 12½
" Cornes, per lb		0 11½
Shelled—		
Almonds, ¼-crown selected, per lb	0 32½	0 35
" 3-crown " "	0 31½	0 33
" 2-crown " "		0 30
" (in bags), standards, per lb	0 26	0 27
Cashews	0 15	0 17
Peanuts—		
Spanish, No. 1		0 12
Virginia, No. 1	0 13	0 15
Pecans, per lb		0 65
Pistachios, per lb		0 75
Walnuts—		
Bordeaux halves	0 23	0 30
Brokens	0 23	0 27

Beans and Peas—Bean market is fairly strong with demand about as usual. No developments have occurred in peas.

Ontario prime pea beans, bushel	2 15	2 20
Peas, boiling, bag		2 50

CANNED GOODS

MONTREAL—Good demand for canned vegetables is reported again this week, sales being made of almost all lines, with tomatoes, peas and corn leading in volume. Canned fruits are in fair request. More activity than usual is noticed in canned salmon, due to the added strength of this market. Other canned fish is moving out in usual quantity. Pork and beans is the line which commands most attention in canned meats, but a fair trade is being transacted in other staples.

Peas, standard, dozen	$1 05
Peas, early June, dozen	1 07½ 1 10
Peas, sweet wrinkled, dozen	1 10 1 12½
Peas, extra sifted, dozen	1 52½ 1 60
Peas, gallons	3 87½ 3 92½
Beans, dozen	0 85
Corn, dozen	0 80 0 82½
Tomatoes, dozen (Ontario and Quebec)	0 82½ 0 90
Strawberries, dozen	1 37½ 1 40
Raspberries, 2's, dozen	1 75
Peaches, 2's, dozen	1 65
Peaches, 3's, dozen	2 65
Pears, 2's, dozen	1 60
Pears, 3's, dozen	2 30
Plums, Greengage, dozen	1 50 1 55
Plums, Lombard dozen	0 95 1 00
Lawtonberries, 2's, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb tails, per dozen	1 87½
½-lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 02½
Other salmon—	
Humpbacks, dozen	0 95 1 00
Cohoes, dozen	1 35 1 40
Red Spring, dozen	1 60 1 65
Red Sockeye, dozen	1 85 2 00

Compressed corned beef, 1s	1 50	Minced collops, 2s	2 50
Compressed corned beef, 2s	2 70	Corned beef hash, 1s	1 60
English brawn, 2s	3 00	Corned beef hash, 2s	2 80
Boneless pigs' feet, 2s	3 00	Jellied hocks, 2s	3 50
Ready lunch veal loaf ½s	1 20	Jellied hocks, 6s	10 00
Ready lunch veal loaf 1s	2 35	Paragon ox tongue, 1½s	7 50
Roast beef, 1s	1 50	Paragon ox tongue, 2s	8 50
Roast beef, 2s	2 70	Paragon ox tongue, 2½s	9 50
Stewed ox tail, 1s	1 60	Parsgon lunch tongue 1s	4 00
Stewed kidney, 1s	1 50	Tongue lunch, 1s	3 00
Stewed kidney, 2s	2 65	Sliced smoked beef, ½s	1 60
Minced collops, 1s	1 40	Sliced smoked beef, 1s	2 60

TORONTO—There is a decided improvement in the canned goods trade this week, but prices are not affected. Vegetables are moving fairly well with tomatoes in the lead. Canned salmon is strong in view of the shortage in the best lines.

Beans	0 85	0 90	Red pitted cherries, 2's	1 75
Corn	0 80	0 85	Gallon apples	2 45 2 75
Peas	1 10	1 60	Bartlett pears—	
Pumpkins	0 80	0 85	Heavy syrups, 2's	1 65
Tomatoes, 3's	0 80	0 85	Light " 2's	1 15
Strawberries, 2's	1 40	1 50	Raspberries, 2's	1 60 1 67½
Peaches, 2's		1 65	Heavy " 3's	2 40
" 3's		2 65	Light " 3's	1 70
Lawtonberries		1 65	Lombard plums, 2's	0 80 0 85

Clover Leaf and Horseshoe brands salmon:			
1-lb. tails, dozen	1 90	Red Spring, doz.	1 55 1 65
½-lb. flats, dozen	1 25	Red Sockeye, dz.	1 65 1 70
1-lb. flats, dozen	2 12½	Lobsters, halves, per dozen	1 85 2 20
Other salmon prices are:		Lobsters, quarters, per dozen	1 40
Humpbacks, doz	0 95 1 00		
Cohoes, per doz.	1 45 1 50		

ONTARIO MARKETS

POINTERS—

Sugar—Raws very strong.
Tapioca—Advance of ½c.
Evaporated Apples—Weak market.

Toronto, March 10, 1910.

The wholesale trade is active, with almost everything either looking or actually moving upwards.

Sugar is still very strong, but on account of recent heavy purchases has somewhat quieted, but the prices of raw sugar would still warrant higher prices than are obtained now.

Canned goods are in better demand. Dried fruits are slow, except prunes, which are in fairly good demand. Trade on the whole is satisfactory.

Sugar—The sugar market is still excited and although no change has taken place in refined since last week, the raw sugar situation still warrants prices higher than are obtained at the present time. Some dealers look for another advance, but others conclude that owing to the extraordinary heavy transactions, a lull will follow.

St. Lawrence "Crystal Diamonds," barrels	5 85
" " " ½ barrels	5 95
" " " 100 lb. boxes	6 05
" " " 50 lb. boxes	6 15
" " " 25 lb. boxes	6 35
" " " cases, 20-5 boxes	7 60
" " Dominos, cases, 20-5 boxes	7 60
Paris lumps, in 100-lb. boxes	6 05
" in 50-lb. "	6 15
" in 25-lb. "	6 35
Red Seal	7 10
St. Lawrence granulated, barrels	5 20
Beaver granulated, bags only	4 90
Redpath extra granulated	5 20
Imperial granulated	4 90
Acadia granulated (bags and barrels)	5 10
Wallaceburg	5 10
St. Lawrence golden, bbls	4 80
Bright coffee	5 10
No. 3 yellow	5 00
No. 2 "	4 90
No. 1 "	4 75
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

Syrup and Molasses—These goods are quiet with a regular demand to meet the ordinary requirements.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz. in case	2 50	Gallons, 6 to case	4 80
5 lb. tins, 2 doz. in case	2 85	½ " 12 "	5 40
10 lb. tins, ½ doz. in case	2 75	Quarts, 24 "	5 40
20 lb. tins, ¼ doz. in case	2 70	Pints, 24 "	3 00
Barrels, per lb	0 03½	Molasses—	
Half barrels, lb	0 03½	New Orleans, medium	0 31 0 33
Quarter " "	0 03½	New Orleans, bbls	0 29 0 31
Pails, 38½ lbs. ea	1 80	Barbadoes, extra fancy	0 45
" 25 " "	1 30	Porto Rico	0 45 0 62
		Muscovada	0 30

Tea—The tea market remains firm, but at this time of the year there is nothing special to happen in the tea trade.

Coffee—There is nothing outside of the regular demand to report in coffee. Prices of the lower grades are firm.

Rio, roasted	0 12	0 13	Mocha, roasted	0 25 0 28
Santos, roasted	0 15	0 17	Java, roasted	0 27 0 30
Maricaibo, "	0 16	0 18	Rio green	0 08 0 09

Spices—Ginger is scarce and gradually moves upwards, but all other lines are quiet and uninteresting with the probable exception of white pepper, which is firm.

Peppers, black	0 15	0 18	Cloves, whole	0 25 0 35
" white	0 22	0 25	Cream of tartar	0 22 0 25
" whole, black		0 16	Allspice	0 14 0 16
Peppers, whole, white		0 23	" whole	0 14 0 16
Ginger	0 22	0 25	Mace, ground	0 75 0 80
Cinnamon	0 5	0 40	Mixed pickling spices, whole	0 15 0 16
Nutmeg	0 20	0 30	Cassia, whole	0 20 0 25
			Celery seed	0 24

Dried Fruit—All dried fruit are still moving slowly with the exception of prunes which are in good demand. Peaches and apricots seem to be crowded out by the large quantities of fresh fruit put up last summer at low prices and which by all appearance will gradually displace them altogether.

	Per lb
Prunes—	
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 09
50 to 60 " "	0 07½
60 to 70 " "	0 07
70 to 80 " "	0 07
80 to 90 " "	0 06
90 to 100 " "	0 05½
Same fruit in 50-lb. boxes ½ cent less.	
Apricots—	
Standard	0 15
Choice, 25 lb boxes	0 15
Fancy, " "	0 17
Candied and Drained Peels—	
Lemon 0 09 0 11 Citron	14 17
Orange 0 11½ 0 12½	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag figs	0 03½ 0 04
Dried peaches	0 08 0 08½
Dried apples	0 07½
Currants—	
Fine Filiatras 0 06 0 07 Vostizzas	0 08½ 0 09
Patras 0 07½ 0 08	
Uncleaned ½c less.	
Raisins—	
Sultana	0 05 0 05½
" fancy	0 06 0 07
" extra fancy	0 08½ 0 09
Valencias, new	0 06 0 06½
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07½
" 12 oz. " "	0 06
Dates—	
Hallowees 0 05 0 05½ Fards choicest	0 08½
Sairs 0 05	

Rice and Tapioca—Rice is quiet, but tapioca has gone up about ½c a lb., and seed tapioca is hard to get.

	Per lb.
Rice, stand. B	0 03 0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed taploca	0 06
Taploca, medium pearl	0 04½ 0 05

Nuts—Shelled walnuts are scarce and hard to get. This is said to be owing to the floods in France which destroyed large quantities. Brazil nuts are all sold out, but new stock will be in, in a few weeks.

Almonds, Formigetta		0 11½
" Tarragona		0 12
" shelled	0 32	0 35
Walnuts, Grenoble		0 13½
" Bordeaux		0 11
" Marbots		0 12
" shelled	0 29	0 30
Filberts	0 12	0 13½
Pecans	0 16	0 18
Brazils		0 15
Peanuts, roasted	0 08	0 12

Evaporated Apples — Considerable quantities have changed hands lately, not so much because they were wanted but because they were offered at very low prices ,and are taken on spec.

Evaporated apples	0 07½ 0 08

Beans—Beans are a staple article of food and the demand is increasing yearly. They are quickly picked up wherever they are offered at full prices, and the quantity available seems to be all wanted.

Prime beans, per bushel	2 10
Hand-picked beans, per bushel	2 25

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MANITOBA MARKETS

Corrected by Wire.

POINTS—

Advance — Sugar, canned tomatoes, walnuts.

Weaker—Beans, evaporated apples.

Stronger—Prunes, sago.

Winnipeg, March 10, 1910.

The wholesale output is not remarkably large this week, but the special ordering has been particularly a feature of the business. Merchants everywhere are indulging in a wider range of goods than formerly, and are more careful in the quantity of any one line stocked. This is a result of manufacturers advertising their lines, and as literature is more and more finding its way in the remote parts, the public becomes acquainted with a more comprehensive range of goods, and the merchant is the source through which they are received. However, staples are moving well, and as the spring approaches the ordering will bulk up more. Grocers are buying strongly in the advancing lines, such as sugar and prunes.

It will be interesting to watch the markets on many lines in the coming weeks, as some declines are inevitable. It is believed that beans will be down as soon as the large stock in the east is let loose.

Merchants have been particularly fortunate in having no trouble thus far with transportation, and facilities of shipment are improving.

Sugar—It is confidently expected by some here that sugar will reach the $6 mark before it abates. An advance of 10 cents occurred last week, and another boost of 10 cents on the N.Y. market is the latest report. That the Canadian market will be $5.70 within a few days, is believed by many. Merchants generally expect a higher price and are stocking well in anticipation of this result.

Montreal and B.C. granulated, in bbls	5 65
" " in sacks	5 70
" yellow, in bbls	5 25
" " in sacks	5 20
Icing sugar, in bbls	6 00
" " in boxes	6 20
" " in small quantities	6 25
Powdered sugar, in bbls	5 80
" " in boxes	6 00
" " in small quantities	6 65
Lump, hard, in bbls	6 50
" " in ½-bbls	6 60
" " in 100-lb. cases	6 60

Syrup and Molasses—The demand and supply are both abundant in syrup, and prices are quite unchanged, but syrup will likely soon go up, if the present condition continues. Molasses is moving moderately only.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 23
" " 5-lb. tins, per 1 "	2 68
" " 10-lb. tins, per ½ "	2 51
" " 20-lb. tins, per ¼ "	2 57
" " ½ barrel, per lb.	0 04
" " Sugar Syrup, per lb.	0 03½
Beehive Brand, 2-lb. tins, per 2 doz. case	2 23
" 5 " 1 "	2 68
" 10 " ½ "	2 51
" 20 " ¼ "	2 57
Barbadoes molasses in ½-bbls., per gal	0 50
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, 5-gal. tins, per tin	1 95
Challenger, 6 10-lb. tins, per case	2 15

Foreign Dried Fruits—All lines are moving well and there is no change in prices this week. Prunes form the most interesting feature in the list, since stocks are low and supplies at other points are almost exhausted. That they are to have a stronger market is inevitable, particularly the better grades. Dried apricots have a good market and stocks are quite plentiful.

Smyrna Sultana raisins, uncleaned, per lb	0 08
" " cleaned, per lb	0 09½
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 85
" " selects " 28's	1 95
" " layers " 28's	2 05
California raisins, choice seeded in ¼-lb. packages per package	0 06
" " fancy seeded, in ¼-lb. packages per package	0 06½
" choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08½
Raisins, 3 crown muscatels, per lb	0 06½
" ¼ " " "	0 07

Prunes, 90-100, lb	0 05	Prunes, 40-50, lb	0 08½
" 80-90 "	0 05½	" 30-40 "	0 09
" 70-80 "	0 06	Silver prunes, ac. to quality	0 09 0 12
" 60-70 "	0 06½		
" 50-60 "	0 07½		

Currants, uncleaned, loose pack, per lb	0 06½
" dry, cleaned, Filiatras, per lb	0 06½
" wet, cleaned, per lb	0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08½

Pears, per lb	0 09 0 15	Dates, per lb., Hallows, bulk	0 06½
Peaches, standard, per lb	0 08½	Dates, Fard, 9½ lb. boxes	1 30
Peaches, choice	0 09	Dates, packages 30 in case	0 07
Apricots, standard, per lb	0 15	Figs, per lb	0 04½ 0 05
Apricots, choice per lb	0 15½	Peel, lb., lemon	0 09½
Plums, pitted, lb	0 11 0 12½	" orange	0 10
Nectarines, lb	0 09½	" citron	0 13½ 0 18

Honey — At the recent bee-keepers' convention, held in this city, definite steps were taken to materially increase the production in this province. In years to come, the eastern producers will likely have such competition in the west, as will make the market features more interesting than at present. The matter of marketing the product is to occupy the attention of the western associations.

Honey, 2½ lb. tins, per tin	0 37½
" 5 "	0 75
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb	0 12½

Beans—The future of the bean market is uncertain. It has been thought that supplies were scarce until recently, when it became known that producers were holding stocks in expectation of higher prices. Local wholesalers claim that the scheme of holding stocks is played out and no higher prices will be paid. The following prices hold to-day.

3-lb. picker, per bushel	2 40
Hand picked, per bushel	2 50

Tapioca and Sago—These goods continue firm and higher prices may ensue. The trade is excellent in these lines, and the supply is abundant.

Pearl tapioca, per lb	0 05
Sago, per lb	0 05 0 05½

Nuts—Shelled walnuts are up 1 cent, and reports are to the effect that further advances are probable. Wholesalers are ordering freely now, as in the summer season. Walnuts cannot be shipped. Almonds and peanuts are unchanged, but with a good market.

Shelled Walnuts, in boxes, per lb	0 29
" " small lots, per lb	0 30
" Almonds, in boxes, per lb	0 35
" " small lots, per lb	0 36
Peanuts, Japan, per lb	0 11 0 15

Rolled Oats—The market is quiet, and prices are unchanged at last week's quotations. It is rumored that an effort is on foot to raise the price. Only moderate sales are being made.

Rolled oats, 80 lb. sacks, per 80 lbs	1 80
" 40 " " 40	0 95
" 20 " " 20	0 51
" 80 " (8, 10s)	2 20

Barley — Prices are unchanged, but Ontario millers may make an advance to western purchasers at an early date. The output has been quite heavy.

Pot barley, per bag, 100 lbs	2 40
Pearl barley, per bag, 100 lbs	3 50

Evaporated Apples—Practically two prices prevail this week, resulting from two grades of goods on the market. Some stuff is selling as low as 7¾ cents. The No. 1 goods, however, are moving at about 10 cents, and as soon as the inferior lines are exhausted the market is likely to advance.

Canned Goods—A splendid trade is opening up and supplies are coming in abundance. Tomatoes have been advanced and other lines may follow.

Fresh Fruits and Vegetables—Prices hold quite firmly and no changes are recorded this week.

Carrots, per lb	0 02½
Potatoes, per bushel	0 50
Cal. cauliflower, per crate	3 50
Native cabbage, per lb	0 02
Native beets, per bushel	0 75
Native onions, per doz	0 40
Oranges	3 00 3 75
Lemons	5 00
Apples, Ontario, per bol	3 75 5 00
Grape Fruit, per crate	6 00
Grapes, per keg	5 00
Bananas, per lb	0 05
Cranberries, per bbl	9 00 10 00

NOVA SCOTIA MARKETS.

Corrected by Wire.

Halifax, March 10, 1910.

The grocery business is fairly brisk for the season of the year. Prices in all lines are firm and in some lines they have a tendency to go even higher. Among the staples that have been making strong advances this season are onions which are now very high owing to the short crop. The Spanish onions which are imported from Liverpool, and which cost ordinarily from 1½ to 2 cents per pound are now quoted at about equal to 3½ to 3¾ cents delivered here duty paid. The demand in the United States is said to be heavy and the crop is light and late. Liverpool which is the great exporting onion port of England is now importing onions from the United States.

Prices rule about as follows:

Creamery prints per lb	0 26	0 27	
Creamery solids per lb	0 27	0 28	
Dairy, tubs, lb	0 23	0 24	
Fresh eggs, doz		0 25	
Case eggs "		0 23	
Sugars—			
Extra Standard, granulated		5 15	
Austrian, bags, granulated		5 05	
Bright yellow		4 85	
No. 1 yellow		4 75	
Flour h. wheat per bbl	6 40	6 50	
Flour, Ontario blends, bbl	5 75	5 85	
Cornmeal, bag	1 70	1 75	
Oats	0 54	0 55	
Pork, American per bbl		28 00	
Pork, clear bbl	31 50	32 00	
Beef, American plate per bbl		18 25	
Beef, Canadian per bbl		18 00	
Hams smoked		0 16½	
Pork, fresh	0 10	0 11½	
Codfish, quintal		5 50	
Herring, pickled per bbl		5 00	
Apples, per bbl	1 50	3 00	
Potatoes—			
P.E. Island, bag		1 35	
Nova Scotia		1 60	
Onions, Spanish per lb		0 02½	
Onions, American, per lb		0 02½	
Onions, Canadian, per bag	1 60	1 75	
Molasses, fancy Barbados, bbl		0 38	
Molasses, fancy Barbados, gal	0 32	0 35	
Beans, bushel		2 25	
Rolled Oats, bbl	5 26	5 40	

BRITISH COLUMBIA MARKETS.

Corrected by Wire.

Vancouver, March 10, 1910.

The steady reduction in the price of eggs is the feature, in fact, about the

only change in the markets here. Locals are fairly plentiful and retail at 45c. With the big demand for good eggs in this city, chicken raisers have their regular line of customers to whom are delivered eggs at least not more than a week old, and often every day or two. These people generally pay 5c more than the retail price. Californias are strong at 34c, while there is no change in eastern.

[Correction by Wire.]—Sugar market advanced to $5.80. Eastern butter strong at 30c, and may advance to 31c; Manitoba cheese at 14c.

Sugar, standard granulated	....	5 80	Butter, local creamery	....	0 45
Val. raisins, lb.	....	0 05½	Butter, Western	0 22	0 25
Cal. "	....	0 07	Eggs, Eastern	0 30	0 32
Prunes	0 05½	0 07½	Eggs, California	....	0 34
Currants	0 06½	0 07½	Cheese, Ontario	0 14½	0 15
Dried apricots	0 11	0 13	" Manitoba	....	0 14
Flour, Standard, bbl	....	6 90	Bacon, premier	....	0 29
Cornmeal, p. 100 lbs	....	2 60	Lard, pure	....	0 18½ 0 19
Beans, per lb.	0 03½	0 04½	Lard, compound	....	0 17½
Rice, per ton	68 00	76 00	Potatoes—		
Tapioca, per lb.	....	0 03½	Ashcrofts, ton	....	40 00
Evaporated apples	....	0 08½	Local, ton	....	25 00
Butter, Eastern dairy in tubs	....	0 25	Canned Goods—		
Butter, Eastern dairy, choice	0 30	0 31	Peas	....	1 30
			Tomatoes	....	1 27½
			Corn		1 0[illegible]
			Apples	....	3 42½
			Strawberries	....	2 15
			Raspberries	....	1 65

NEW BRUNSWICK MARKETS

Corrected by Wire.

St. John, N.B., March 10, 1910.

Sugar is again the most interesting commodity in the grocery markets. Last week there were two advances in the quotations and the price now is $5.30 for granulated. Since the first of the year there has been an advance of forty-five cents per hundredweight. There has been a reduction in the price of eggs and butter, but other country products are high. In the fruit market, bananas are quoted 25 cents higher. Present quotations are:

Sugar—			Molasses, fcy.		
Standard gran.	5 30	5 40	Barbados, gl	0 32	0 33
Austrian "	5 20	5 30	Butter, dairy, lb	0 22	0 25
Yellows	4 80	5 20	Butter, creamery, lb	0 26	0 29
Flour, Manitoba	6 55	6 65	Eggs, doz	0 22	0 24
" Ontario	5 85	6 15	Eggs, new laid	0 26	0 30
Cornmeal, bags	1 57	1 60	Potatoes, bbl	1 25	1 50
Rolled oats, bbls	5 35	5 40	Canned goods—		
Buckwheat, west. grey, bag	2 90	3 00	Peas, doz	1 10	1 50
Val. raisins, lb	0 05½	0 06½	Corn, doz	0 85	0 90
Cal. raisins, seeded	0 07½	0 08½	Tomatoes, dz	0 95	1 00
Currants, lb	0 07	0 07½	Raspberries, dozen	1 85	1 90
Prunes, lb	0 05½	0 09	Strawberries, dozen	1 45	1 50
Rice, lb	0 03½	0 03½	Salmon, case—		
Beans, hand ploked, bus	2 25	2 30	Red spring	6 50	6 75
Beans, yellow eye, bus	3 60	3 75	Cohoes	6 00	6 25
Cheese, lb	0 13½	0 14	Peaches, 2's, dozen	1 70	1 80
Lard, compound lb	0 14	0 14½	Peaches, 3's, dozen	2 70	2 80
Lard, pure, lb.	0 17	0 17½	Baked beans, dozen	1 15	1 25
Pork, domestic mess	28 50	29 00	Fish—		
Pork, American clear	28 00	28 50	Cod, dry	3 25	4 50
Pork, clear backs	28 50	32 50	Herring, salt, half bbls	2 60	2 70
Beef, American plate	17 00	18 00	Herring, smoked, box	0 11	0 12
Beef, Canadian plate	16 75	17 00			

From all accounts Edmonton, Alta., will have a new packing plant this year to be erected by P. Burns & Co., Calgary.

A report from Kenora, Ont., states that a new milling company will be organized there, known as the Royal Canadian Flour Mills, the capital stock to reach $1,000,000.

Golden Rule Displaces Old Time "Do or be Done"

Present Trend of Trade Conditions More Edifying Than Past —Value of Co-operation of Retailers Discussed — The Influence Organizations Have on Governments in Passing Legislation.

Kingston, Ont., March 10.—The value of merchants assembling to talk over trade conditions was well exemplified at a smoker held here on Friday night last. Nearly 100 business men were in attendance.

David G. Laidlaw, one of the speakers, was delighted at the change in spirit already manifest among the business men. In other days, when a Smoker was planned, it was expected that about twenty-five would attend. This occasion brought out one hundred business men. All over the United States and Canada retail men s associations were meeting to discuss problems peculiar to their class, and seeking a solution through organized effort. The retail men were done with sitting down before their troubles, disheartened and discouraged. Twenty-five years ago it was the business maxim. "Do or be done." Now the golden rule obtained in business affairs more than ever before, and people had grown to appreciate the change. With right-thinking people it was a great sign for a better commercial world.

"People to-day are getting into the habit of thinking more of their fellowmen," said Mr. Laidlaw. "Who does not remember a few years ago, when life was made a burden and a drudgery for the merchant because there was no early closing movement? Merchants kept open until 8 and 9 oclock because they would not work together."

To-day there are conditions confronting the merchants which they had to fight. Collectively, they could get what they required without raising any dust, any ill-feeling, and without antagonizing the public. The public might not take kindly to new reforms at the moment, but they would soon learn to appreciate them. Another sign of the new spirit of true co-operation was the fact that one man would indicate to his fellows anything that might save them from being bitten. The co-operative spirit was the best thing the retailers could have.

An Influence in Politics.

The influence of substantial gatherings of merchants on the politicians could not be overestimated. The retailers, by standing together as a class, by showing a united front, could make the politicians pay close attention to their needs. The young business men could take their cue from the older men—that co-operation and a brotherly spirit were the most beneficial things they could adopt.

President Steacy had done much, he said, in keeping together the retailers of Kingston as an organization, and he deserved great credit for what he had done in preventing a break—up at a time when interest seemed at a low ebb.

George Mills referred to the great influence of the man who cheered, who boosted. The pessimist was not a desirable man. There should be no room in Kingston for a pessimist. He was one, who in the words of the couplet, saw only the hole in a doughnut, where the optimist saw the doughnut.

Dr. Ryan said that what was needed was the pulling together of the men who made the business life of the city, who were the permanent supports of the city.

Against Unfair Legislation.

E. M. Trowern, secretary of the Dominion Retail Merchants' Association, addressed the meeting on the work which was being done in Toronto and Ottawa legislative halls to prevent legislation against the interests of the retailer and for the promotion of legislation in his interests. After dwelling on the need for organized effort, the same as was put forth by the labor interests, Mr. Trowern took up the question of the big Toronto department stores, telling how and why he thought they might be checked. He argued they were a menace to the retailer. He explained the provisions of the Co-operation bill now before the Commons, demonstrating that it was an iniquitous measure, insofar as the interests of the retail men and the consumers were concerned.

Songs were sung by John Hurley, Geo. Gillespie and Messrs. MacInness and Barry, and recitations given by Messrs. E. Mullen and Plews.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

Several important changes in prices of Gillett products were recently made, and became effective March 1st. Correct Ontario and Quebec prices are given in this issue of The Canadian Grocer. The most important changes in prices relate to Magic Baking Powder. For a long time, we understand, a new and improved formula has been used and the Gillett Company, who are the manufacturers of this article, claim it cannot be sold at the former low prices.

Thornburn A. MacNab of St. John's, Newfoundland, who represents several Old Country houses, is now paying a visit to some of his principals in England. He called at the London office of The Canadian Grocer a few days ago, after having visited Carr & Co.'s biscuit works in Carlisle. He was very much interested in these bakeries and somewhat surprised at their magnitude. He reports excellent sales of Carr's biscuits in his island territory.

R. B. Colwell, a Halifax broker, has been appointed selling agent for Lowney's chocolates.

A neat mirror, of pocket size, is being distributed to customers of the Laing Packing and Provision Co., Montreal. The back bears a reproduction of a barrel, suggesting one of the barreled products.

CANADIAN TRADE CHANGES.

Businesses Bought and Sold, Assignments Made, Losses by Fire, Etc.

Ontario.

J. H. Primeau, grocer, Ottawa, has sold out.

W. D. Ross, merchant, Welland, Ont., has assigned.

Wm. R. Johnson, grocer, Springfield, Ont., has assigned.

Assets of A. W. Dalglish, grocer, Vernon, Ont., have been sold.

Edward Segsworth, general merchant, Monck, Ont., is selling out.

J. R. Skinner, grocer, West Lorne, Ont., has sold to S. A. Morrison.

Peter A. McArthur, general merchant, Hopeville, Ont., has assigned.

Angus Campbell, grocer, Leamington, Ont., has sold to Geo. Tennant.

Jas. L. Fletcher, grocer, Dutton, Ont., has sold to Jas. Lewis & Son.

Jas. Jenkins, general merchant, Comber, Ont., has sustained loss by fire.

Z. McCormick, general merchant, Lucan, Ont., advertises his stock for sale.

C. E. Hetherington, general merchant, Delhi, Ont., has sold to Geo. Schmidt.

H. A. Adams & Co., general merchants, Hawkestone, Ont., have sold to L. Leigh.

Thos. J. Hartnell, grocer, London, Ont., sustained a small loss by fire recently.

Walter M. Hord, grocer and confectioner, Mitchell, Ont., has sold to G. Bates.

H. J. Glanville, grocer, London, has sold to Ed. Bodkin, of Lawrence Station.

Canadian Eatables, Ltd., Toronto and Honora, have assigned to Athol G. Robertson.

A meeting of creditors of M. G. Brethour, grocer, Gosfield South, Ont., is called for March 15th.

H. S. Thompson, general merchant, Belmore and Wheatley, Ont., has sold to Lowrey & Rogers.

Pickard & Fleming, grocers, St. Mary's, Ont., have dissolved, Mr. Pickard continuing.

Quebec.

J. A. Bernier, grocer, Montreal, has assigned.

F. Bourgeois, general merchant, Montebello, Que., has assigned.

A Gauthier & Co., general merchants, Isabelle, Que., have assigned.

Assets of Felix Vaillancourt, general merchant, Amqui, Que., are sold.

Dewitt & MacDougall, grocers, Montreal (St. Louis), have dissolved.

Chas. Crepeau, general merchant, Notre Dame de Mercie, Que., has assigned.

Meeting of creditors has been called of J. A. Desaulniers, grocer, Montreal.

L. A. Smith, grocer, Montreal, died recently.

Assets of Mrs. Geo. Vaillancourt, grocer Quebec, are sold.

Lajeunesse & Falcon, grocers, Montreal, have registered.

Wilfrid Fleury, grocer, Montreal, is succeeded by E. Boursier.

Assets of F. Bourgeois, general merchant, Montebello, Que., are to be sold.

Assets of Geo. Moore & Son, general merchants, Lisgar Station, Que, are sold.

Barbeau & Pare, mfrs. brooms and wholesale grocers, Quebec, have dissolved.

A. Plamondon, general merchant, St. Cesaire, Que., is succeeded by Aress & Fleury.

Maritime Provinces.

L. P. Greenslade, grocer, St. John, N B., has assigned.

E. J. Grondin, general merchant, Grand Falls, N.B., has assigned.

A meeting of creditors of Chas. McDougall, general merchant, Maddock, N. B., is called for March 19th.

Western Canada.

M. Simpson, grocer, Vancouver, is selling out.

L. Perilmutter, grocer, Winnipeg, has sold to H. Fenson.

D. Rice, grocer, Brandon, Man., is retiring from business.

A Brandelli, grocer, Calgary, Alta., was burnt out recently.

J. Lilge & Co., general merchants, Lamont, Alta., have assigned.

The New York & Pacific Tea Co., Edmonton, Alta., have assigned.

Jas. Brydon, general merchant, Hilton, Man., has sold to N. Coolidge.

Lyons Bros., general merchants, Laird, Sask., has sold to C. Lyons.

Horner's Busy Corner, Brandon, Man., have sold branch store to A. Grant.

B. Panitz, general merchant, Neudorf, Sask., is succeeded by L. Feinstein.

J. Backwood & Co., general merchants, Dauphin, Man., have sold to E. Bay.

The Colonial Grocery, Fruit & Produce Co., Regina, Sask., has dissolved.

J. R. Baker, general merchant, Perdue, Sask., has sold to S. A. Todd.

S. E. Riggs, general merchant, Abernethy, Sask., has sold to Scott McKay.

Loreburn Trading Co., Loreburn, Sask., is succeeded by Hepburn & Lockerbue.

Stuartburn Trading Co., general merchants, Ronleau, Sask., have sold to Moses Bay.

J. H. Coates, general merchant, Broadview, Sask., sustained loss by fire recently.

Stuartburn Trading Co., general merchants, Estevan, Sask., have sold to J. E Loughlin.

Flook, Rowell & Co., general merchants, Dubuc, Sask., have sold to J. B. Wilson.

W. C. Patterson, general merchant, Innisfail, Alta., is succeeded by J. T. Fumerton.

W. A. McGreevy, general merchant, Maryville, Sask., has sold to V. McRorie.

Amphlett & Brittain, general merchants, Hewitt's Landing, Sask., have dissolved.

Great West Trading Co., general merchants, Sheho, Sask., are succeeded by Sheho Supply Co.

Whyte & Co., general merchants, Moosomin, Sask., are offering 65c on the dollar compromise.

"VERY OFTEN

in selling soaps, a grocer will give his customer a brand which he knows will not satisfy that customer. The next time she wants soap she goes elsewhere for it and, usually, not only the soap trade but her general grocer trade is lost. It even goes beyond that. She tells her neighbors."

The Canadian Grocer.

In selling **Fels-Naptha** Soap, the genuine, you always satisfy customers and run no such risks.

The Hustling, Booming West

is calling out for every description of manufactured goods.

We are here to tell you of the demand, prospects and opportunities which the West presents of successfully selling your products, and we will, if you wish it, handle your goods for you on a reasonable commission basis.

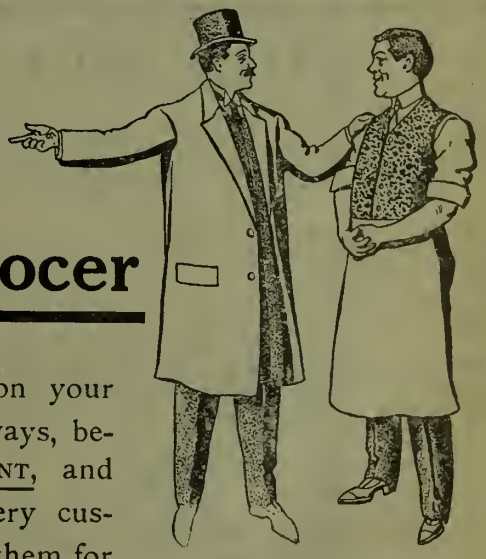
We are located in the three chief distributing centres: Winnipeg, Calgary and Edmonton, and have every facility for handling goods in large quantities. Let us hear from you.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Winnipeg Regina Calgary Edmonton

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.



Try a Can, Mr. Grocer

If you try CAMPBELL'S SOUPS on your own table you'll decide to eat them always, because they're BETTER, more CONVENIENT, and more ECONOMICAL than others. Every customer who tries them will keep buying them for the same reasons. Recommend CAMPBELL'S SOUPS to all your customers, mention them in your advertisements and circulars, tell your order clerk to talk CAMPBELL'S SOUPS,—in short, PUSH them all you can, not simply because your customers always buy CAMPBELL'S SOUPS once you start them, but because they pay you 33⅓% profit.

JOSEPH CAMPBELL COMPANY, Camden, N.J.

"21 KINDS—LOOK FOR THE RED AND WHITE LABEL"

FOR

EASTER

TRADE

GUNNS

HAMS and BACON

ARE PERFECTION
ORDER EARLY

GUNNS LIMITED Pork and Beef Packers TORONTO

EASTER

will be here in a very few days. Orders for Hams and Bacon should be in now so as to secure proper attention and insure delivery before the 25th. Prices will be no lower, it looks very much like higher prices before many days. Send in your order now.

ALL MEATS MADE UNDER GOVERNMENT INSPECTION

F.W. Fearman Co.

LIMITED

Hamilton

THE MILK

Everywhere Acknowledged to be

Richest and Best

Reindeer Condensed Milk

The dealer wins customers by selling reliable goods that give satisfaction.

The Truro Condensed Milk Co., Limited, Truro, N.S.

MILD CURED

Breakfast Bacon
Skinned Backs
and Hams

Finest Quality. Made from Selected Hogs.
Made under Government Inspection.

The WM. RYAN CO.

LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Another Advance Occurs in the Prices of Lard

Hog Products Getting to be a Luxury — Cold Storage Egg Stocks all Gone—Market in Healthy Condition and Declines Occur—Butter Situation Looking Good.

It now appears that the hog product will soon be regarded as a luxury and beyond the reach of ordinary mortals.

From November 1st the decrease in the number of hogs killed in the Western States compared with last year was 2,695,000. The scarcity is general and prices are firm and the hog products must undoubtedly rule high for some time to come.

Butter has a better outlook. The stocks are not heavy, and butter is considered good property, so far as Canada is concerned, even in the absence of foreign demand.

Cheese is firm and is moving gradually and satisfactorily out of the hands of the dealers, who will be ready to tackle the new crop when it becomes available

MONTREAL.

Provisions—Lard and bacon are both firmer this week, as prices indicate. Demand for the former has kept up, while smoked meats are selling more freely than for some time past.

Pure Lard—	
Boxes, 50 lbs., per lb	0 17
Cases, tins, each 10 lbs., per lb	0 17½
" " " 5 " "	0 17½
" " " 3 " "	0 17½
Pails, wood, 20 lbs. net, per lb	0 17½
Pails, tin, 20 lbs. gross, per lb	0 17½
Tubs, 50 lbs. net, per lb	0 17
Tierces, 375 lbs., per lb	0 16½
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 11½
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 13½
" 5 " " " "	0 13½
" 3 " " " "	0 13½
Pails, wood, 20 lbs. net, per lb	0 13½
Pails, tin, 20 lbs. gross, per lb	0 12½
Tubs, 50 lbs. net, per lb	0 13
Tierces, 375 lbs., per lb	0 12½
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	29 00
Bean pork	23 50
Canada short cut back pork, bbl. 45-55 pieces	28 50
Heavy clear pork, bbls. 20-35 pieces	28 50
Clear fat backs	32 50
Heavy flank pork, bbl	29 00
Plate beef, 100 lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 14½
Long clear bacon, heavy, lb	0 15
Long clear bacon, light, lb	0 15½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 15
Large sizes, 18 to 25 lbs., per lb	0 16
Medium sizes, 13 to 18 lbs., per lb	0 16½
Extra small sizes, 10 to 13 lbs., per lb	0 16½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 17½
" " " small, 9 to 12 lbs., per lb	0 18
Breakfast bacon, English, boneless, per lb	0 19
Windsor bacon, skinned, backs, per lb	0 19 0 20
Spiced roll bacon, boneless, short, per lb	0 15
Hogs, live, per cwt	9 00
" dressed, per cwt	13 25

Butter—There has been an advance of ½c in fresh dairy rolls since last week, which illustrates the firmness of the market. Supplies are dwindling, and the tail-ends of holdings are now being offered. Some shipments have been made recently to Toronto, Winnipeg and other western points. They were of the best creamery, chiefly. Demand from the United States for poorer grades, to be worked over, continues brisk. There has been more trade of this nature this year than in the past, importers taking all that has been offered.

Fall creamery solids	0 26 0 27½
Fresh creamery solids	0 27
Fresh creamery prints	0 27½
Dairy, tubs, lb	0 21 0 22½
Fresh dairy rolls	0 23½ 0 24

Cheese—A steady market rules, prices being unchanged. Little export business is being done, though local demand is satisfactory. Stocks are gradually disappearing.

Quebec, large	0 13
Western, large	0 13
" twins	0 13½
" small, 20 lbs	0 13½
Old cheese, large	0 16

Eggs—New eggs are down 2c, while No. 1 have dropped 1c. More fresh eggs are being received, while supplies from United States points are larger than they have been. One dealer this week brought into the country a carload of limed eggs from Liverpool, the first importation of the kind in a considerable period. They sold freely.

New laid	0 28
No. 1, dozen	0 24

Poultry—Usual amount of business is being done in chicken, but other lines are quiet.

Chickens, per lb	0 15 0 19
Hens, per lb	0 12 0 15
Young ducks, per lb	0 20
Turkeys, per lb	0 19 0 22
Geese, per lb	0 14 0 15

Honey—Nominal prices continue to rule.

White clover comb honey (nominal prices)	0 15 0 17
Buckwheat, extracted	0 08 0 08½
Clover, strained, bulk, 30 lb. tins	0 11 0 11½
Buckwheat comb	0 12½ 0 13

TORONTO.

Provisions—The demand for hog products keeps up regardless of the price and packers are straining a point to keep it supplied. The highest prices quoted for hogs in the press are paid by butchers, who must have them to cut up fresh on the block. Dressed hogs sell at $12.25 to $12.50. Lard has taken another advance of ¼ of a cent.

Long clear bacon, per lb	0 14 0 14½
Smoked breakfast bacon, per lb	0 18 0 18½
Roll bacon, per lb	0 14 0 14½
Light hams, per lb	0 16
Medium hams, per lb	0 16
Large hams, per lb	0 14 0 15½
Shoulder hams, per lb	0 13 0 13½
Backs, plain, per lb	0 19 0 19½
" pea meal	0 19½ 0 20
Heavy mess pork, per bbl	27 50 28 00
Short cut, per bbl	29 50 30 00
Lard, tierces, per lb	0 16 0 16½
" tubs "	0 16 0 16½
" pails "	0 16½ 0 16¾
" compounds, per lb	0 13
Live hogs, at country points	9 00 9 15
Dressed hogs	12 25 12 50

Butter — Fresh-made butter of good quality is in good demand, it will bring a little more money.

With a light supply of fresh-made butter, it opens the way to clear out all the storage butter, which also is growing less from day to do. On the whole, so far as Toronto is concerned, the conditions are favorable to meet the spring butter-making season.

	Per lb.
Fresh creamery print	0 29 0 31
Stored creamery solids	0 25 0 26
Farmers' separator butter	0 24 0 25
Dairy prints, choice	0 21 0 23
Baking butter	0 18 0 19

Cheese—The cheese market is firm, but the prices in the local market remain unchanged. The quality of our cheese is excellent, and with a little push on the part of the grocers, consumption should be materially increased, especially now when cheese is considerably below the value of many other foods.

Cheese, new, large	0 12½ 0 12¾
" " twins	0 12½ 0 13

Eggs—Cold storage eggs are now all off the market, and with the exception of a small stock of limed eggs, which are used by bakers, the demand must depend entirely on fresh laid eggs. To meet the demand it was necessary to import some from the States, but if the mild weather continues, our own supply will soon meet all demands. In view of these favorable conditions the prices have dropped to 27c, and will likely drop further in the near future.

New laid eggs	0 27 0 28

Poultry—The receipts of fresh stock are decreasing from week to week, but on account of the cold storage equipments, the public need not fear that they will not be able to get anything they want in the poultry line later on. There will be turkeys, geese, ducks and chickens, as fresh looking, as if they had been killed just before they are sold. If it were not for the cold storage, the prices of poultry would be out of sight.

Spring chicken, dressed	0 18 0 20
Hens, per lb. dressed	0 11 0 12
Turkeys, per lb., large	0 18 0 19
Ducks	0 16 0 17

Honey—Honey is becoming a staple article of food, and is used steadily all the year round, and therefore the demand is regular, and prices are well maintained.

Honey, extracted, 60 lb. cans	0 10½ 0 11
" " 10 lb pails	0 11 0 12
" " 5 lb. pails	0 12 0 12½
" comb, per dozen	2 50 2 75

When anybody approaches a merchant for a gift for some charity or charitable institution, let the merchant inform the solicitor that the store business cannot give to such things at all. The members of the firm or the merchant personally may give, but not the store.

The merchant must be approached as an individual and not as the head of a business. He may give as much as he likes, but it is not just that the store business, which receives no advantage from such things, should be expected to donate. It is an institution of a purely business character. This we conceive to by the correct attitude.—Oregon Tradesman.

Other Things High Besides Cold Storage Goods

Can the Merchant Pay His Landlord Twice the Rent He Used to, Pay His Drivers Salaries Instead of Wages, Feed His Horses 50c Oats and Sell on Same Margin as Before?—Several Queries Unanswered.

Under the heading, "Who Knows," the following satire on the high cost of living and cold storage appeared in a recent issue of The Egg Reporter, Waterloo, Iowa:

"Some of our Congressmen and other law makers and world movers have recently discovered that the cold storage warehouse is responsible for the high prices of food. They have overlooked the fact that some other things that are not carried in cold storage are also high; at least they seem so to us when we try to foot the bills—such as city lots, farm lands, wheat, corn, oats, lumber, Pittsburg stogies Champagne, labor, etc. Some of the labor we have noticed ought to be kept in cold storage. However, being in the business, we perhaps are inclined to resent this new line of defamation, although we have long ago accustomed ourselves to hearing most everything bad in eatables called "Cold Storage," and seeing all the goods that really came out of our warehouses sold over the retail counter for fresh; but we have all the time been encouraged by the idea that we were really a boon to mankind and on that account could take some pride in running a business where tremendous investment yields tremendously small return.

Perhaps and Perhaps Not.

"Perhaps the farmer can raise hens on $200-an-acre farms, hire expensive farm labor to feed on 70c corn through the winter, sell his eggs and poultry for the same price he used to and then have money left to buy violets for the automobile. Perhaps the storekeeper can pay his landlord twice as much rent as he used to, pay his truckmen salaries instead of wages to drive those 50c oat-eating horses, look after the wants of an up-to-date blonde stenographer and still sell the eggs and poultry on the same margin as before. Perhaps the housewife who hollers the loudest against the ruinous prices will dust off the market basket and try to take a personal interest in her hubby's welfare instead of ordering a few best short-weight deliveries sent up quick in the gasoline wagon, as she has a 'bridge' on. Perhaps the average between 10c a doz. for eggs in the spring and $1 a doz. in the winter would be less than 30c the year round.

"Perhaps prices are reduced through a billion dollar Congress preventing Canada and other countries from relieving the famine, thereby soaking the consumer but avoiding that terrible income tax. Perhaps the boy who was asked his opinion regarding a certain barn-door and who gave his entire attention to a blue-bottle fly that was crawling on the surface was able to render an intelligent verdict. Perhaps if our law makers prohibited storing wheat in grain elevators, wheat would be cheaper. Perhaps a gold dollar will buy just as much when there's twice as many of them and they're one half as scarce. Perhaps —— will some time freeze over.

"Who knows?"

The Alarming Loss of More than a Million Dollars

This is What is Represented to be Happenening in the Egg Industry—Cause of Troubde Placed at the Door of Farmers and Lack of Co-operation With Merchants and Packers—A Convention Suggested.

Editor Candian Grocer.—You published a report in a recent issue of a speech of John A. Gunn, Montreal, on the waste in the egg industry and also its possibilities if properly carried on. Does this not show clearer from day to day your contention, that there should be a better understanding between the producers and the men, called middlemen, who handle their goods?

If his statement is correct, and from the knowledge I have of the egg business myself, I believe it is no exaggeration, then it shows how important it is for farmers to become familiar with the best methods for handling their products. Instead of discussing at their meetings how to beat the middleman out of his profits, they should consider with the dealers the best way to prepare and handle their goods.

According to Mr. Gunn's statement, 17 per cent. of the entire egg product is lost through careless handling, which sums up to the enormous amount of $1,850,000. Is it not like trying to stop a very small leak in a barrel and allowing a much larger one to run? I have been watching your paper, because The Canadian Grocer is the first and only paper which seems to have the right idea of true association work between the different organizations.

As long as the farmers are a separate organization and consider all other progressive efforts as antagonistic to themselves, so long will they block the wheels of progress against their own inerests. Through the foresight of cold storage men, and at great cost, they have provided facilities for taking care of the farm products, and the farmer is reaping a large share of the benefits; but in spite of all this, he has never even considered how he might work more advantageously with the packers.

Think of 17 per cent. of all our eggs lost, and why? Where is the trouble? The trouble is entirely on the part of the farmer, in not understanding what the packers and merchants know, and could teach them, if the proper connection was made between different organizations. This entire loss could be saved through a proper system of handling the eggs, and this system the farmers should understand, and for their own interests carry it out, and save $1,850,000 per year.

This is an absolute loss, without any necessity for it. All this great loss can be saved without any cost to the country, by only knowing how to do our work better and more fairly towards each other. This can only be attained by cultivating proper relations and harmony between the different parts of the great machinery of trade and commerce.

Organization, first in each particular line of industry to produce better results, is right and very much good has been accomplished, but you are perfectly right in your views in advocating the connecting link between the different organizations.

If the farmers would meet the packers or dealers and find out what they require to enable them to give the farmers the best returns, the loss on eggs would soon disappear.

To carry out your idea why not let the farmers, merchants and packers all appoint representatives and meet to discuss the whole situation and adopt such methods that will be of mutual benefit to all. This could also be done between manufacturers, wholesalers and retailers.

MOVE ON.

Kingston, Ont., March 9, 1910.

LABELS SHOWING BUTTER WEIGHTS.

Councilmen of Youngstown, O., U.S.A., are struggling with a new weights and measures ordinance. It is proposed to require stamps or labels showing the weight of butter sold in rolls, lumps or prints and to provide for sale of bread by weight. A question was raised in council as to whether manufacturers of package cereals might be required to label each package with a statement of the net weight of its contents. The director of public service, said that the weighing of cereals and breakfast foods is being investigated in Washington and in a year or so new laws governing the above will be hade.

Pure Cream of Tartar

GROCERS—As you are interested in knowing about the quality of goods which you are supplying to your customers, we recommend that you get a copy of Bulletin No. 195, just issued by Inland Revenue Department of Dominion Government.

It will show you that the claim we always make of having chemically pure goods is correct.

Gillett's Cream Tartar

You need not take our word for it—see what the Chemists employed by the Government say on the question. There is possibly no article adulterated and tampered with as much as Cream Tartar. The Government Chemists report that many samples examined did not contain any Cream Tartar at all, but were composed of a mixture of phosphate and alum.

GILLETT'S CREAM TARTAR is reported in the Bulletin as being up to British Pharmacopœia Standard of purity.

E. W. GILLETT COMPANY LIMITED

TORONTO, ONT.

Clark's "Inglass" Brand of Meats

make a most attractive display—

These are the goods **your** very best customers ask for—

They are the perfection of **Clark** manufacture, made in the best way and shown in the best manner.

Wm. Clark - Montreal

Manufacturer of high-grade

—Food Specialties—

The Fresh Fruits are carefully selected

Their delicious flavor appeals to everybody

You should have them in stock.

Agents;
ROSE & LAFLAMME, Ltd., MONTREAL and TORONTO

CLERKS ANSWERING THE PHONE.

A Woodstock Merchant Appreciates "Things That Shouldn't be."

Editor Canadian Grocer,—The cartoons which you are now using under the heading, "Things that shouldn't be," are undoubtedly good ones, as they seem to be meeting with the approval of all who see and study them. Perhaps the best one you have had to date was the one in your last week's edition, "Retailers should be careful to allow only the brightest clerks in the store to take orders over the 'phone."

This is indeed a very true article, and in the writer's opinion merchants should be very careful to allow only a bright clerk to take an order over the telephone, or perhaps a better way is to have one certain clerk take all the orders over the telephone. Above all things a merchant should should keep an absent-minded clerk from doing this work. If all the others in the store are busy at the time it would be better to delay taking the order over the telephone until some capable person is available than to let any clerk with a poor memory tend to it, as this kind of an employe is liable to forget about the order right after he has taken it, and by so doing he may rob his employer of the patronage of a first-class customer.

There are many clerks who are very responsible in other ways who cannot take orders over a telephone, and perhaps the best way of all is to have one person to do the brunt of the telephone order work and to have another to relieve him (or her) in case he or she) is busy or away.

D.

Woodstock, Ont., March 10, 1910.

CATS IN GROCERY STORES.

Editor Canadian Grocer,—I am glad to see that you are touching on cats in the grocery stores. A pleasant scene which caught my eye one day was a cat asleep in an open chest of tea which had been placed in the window for display purposes. The display attracted attention but, it is needless to say, did not sell goods. Get after the cats. Possibly it may turn attention from the mad dog scare, as well at draw the attention of grocers to the evil of allowing cats to roam at large in their stores.

A PASSER-BY.

Toronto, March 10, 1910.

P. P. Russell, a large fish dealer, of St. Andrew, N.B., is at Bay of Islands, Newfoundland, looking for a place to erect a smoked herring plant. Mr. Russell says he is ready to invest $20,000 to $50,000 in the enterprise, provided he receives Government support.

Oval Wooden Dishes

For eatables that make the paper greasy or wet when wrapped, use a dish to hold the goods and one as a cover, and avoid having a mussy parcel.

Ask your traveller for prices.

Graham Bros. & Co., Kinmount, Ont.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal
Agents.

Nation's Celebrated
CUSTARD POWDER
THE BIG 5c. PACKAGE
Just the thing
WHEN EGGS ARE SCARCE
We stock it. Write.
W. H. ESCOTT
Broker
Winnipeg, - - Man.

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON
Pot and Pearl Barley
Split Peas and Feed

John MacKay, Limited
BOWMANVILLE, - ONTARIO

ARE YOU COLLECTING
ORANGE MEAT
CARTON BOTTOMS?

They are valuable. Send postcard to Orange Meat, Kingston, Ontario, for full particulars of their Eighth Prize Contest.

NONE HAVE BETTER OPPORTUNITY OF WINNING THE FIRST PRIZE THAN THE GROCER

Maple Sugar

We handle only Pure, Unadulterated Maple Sugar. Write us.

Woodman & McKee
Coaticook - Que.

BISCUITS THAT SELL

It pays you best to sell groceries that make possible a quick turnover. Our lines have two features to recommend them—quality and price. So you need never worry over a possible "sticking" of our biscuits. They sell quickly.

Free sample and prices from

THE CANADIAN BISCUIT COMPANY, LIMITED
LA PERADE, QUE.

The causes which lie behind Christie reputation.

For over half a century our whole efforts have been concentrated in the making of better biscuits.

We have paid no attention to any side issue—all the ability we possess and every hour of our experience has been utilized for the purpose of bettering Christie biscuits.

Every ounce of raw materials is selected and tested—the flour used is a blend of the best flours milled—butter, eggs, sugar and lard must all be high-grade table quality.

Our factory is the biggest, brightest and cleanest in all Canada. Our employees are all healthy and happy and imbued heart and soul with Christie ideals.

Christie ideals—that's the real source of Christie reputation. It's this constant effort to better the product of yesterday—this striving after excellence that has made the name *Christie* a household word all over the Dominion.

Are you making the most of Christie reputation?

Remember, *"Christie biscuits do sell more than biscuits."*

CHRISTIE, BROWN & CO., Ltd.

Good Condition

is indispensable if your biscuit trade is going to be a live business. Carr's biscuits, whose unexcelled quality is well known, reach you in a crisp, fresh condition, because they are packed right.

These are the kind to handle.

CARR & CO., Carlisle, Eng.

Agents—Wm. H. Dunn, Montreal & Toronto; Hamblin & Brereton, Winnipeg; L. T. Mewburn & Co., Ltd., Calgary; Standard Brokerage Co., Ltd., Vancouver, B.C.; T. A. McNab & Co., St. John's, Newfoundland.

PROGRESSIVE GROWERS HANDLE THIS MONEY-MAKER

Our VILLAGE Bisouit retails 3 lbs. for 25c.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,
ST. GEORGE, - ONT.

Canadian made Licorice

Y&S BRAND

All Druggists.

Grocers, Confectioners and Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

Send To-day

AGENTS

ONTARIO S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES, W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
PROVINCE OF ALBERTA, Tees & Persse Calgary and Edmonton

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
Rich Mixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Decline of Ten Cents in Rolled Oats this Week

Demand Not so Good as it was—Easier Tone to Wheat and Flour Markets—Chicago and Winnipeg Wheat Decline.

Flour and wheat markets, contrary to the general expectations, passed through a week of gradual decline, and wheat is now in Chicago for May 3⅞c, and in Winnipeg 1⅛c lower than a week ago. Why Winnipeg held up as it did, compared with Chicago, nobody can explain and it is rather remarkable that with the constant fluctuation of wheat, milers have been selling their flour at the same prices during the last two months or more.

The cereal market this week shows a decline of 10 cents per bag in rolled oats. Demand is not so strong as it has been, due to the approach of spring.

MONTREAL.

Flour—Domestic demand is keeping millers busy, sales being made at unchanged prices. Export trade has been dull, owing to the fluctuations of the wheat market.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 80
Glenora, bbl	5 30
Manitoba spring wheat patents, bbl	5 80
" strong bakers, bbl	5 30
Five Roses, bbl	5 80
Harvest Queen, bbl	5 30

Oatmeal—A lowering of prices on rolled oats Saturday morning did not stimulate buying to any marked degree this week. A fair trade has been done, but demand generally is not brisk.

Fine oatmeal, bags	2 62½
Standard oatmeal, bags	2 62½
Granulated " "	2 62½
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
Rolled oats, bags	2 30
" barrels	4 85

TORONTO.

Flour—Local millers are laboring under difficult conditions this year, being handicapped on account of the high price of Ontario wheat. During previous years Ontario wheat brought to the mills by farmers, was always cheaper than what they had to get shipped in, which gave them that much advantage in competing with the large western millers, but this year they have not got that advantage, and, therefore, have to work on smaller margins.

Manitoba Wheat.	
1st Patent	5 70
2nd Patent	5 30
Strong bakers	5 10
Winter Wheat.	
Straight roller	5 10
Patents	5 30
Blended	5 30

Cereals—Rolled oats are 10c cheaper this week than last, but there is no change in any other line.

Rolled oats, small lots, 90 lb. sacks	2 30
" " 25 bags to car lots	2 15
Rolled wheat, small lots, 100 lb. brls	3 10
" " 25 brls. to car lots	2 80
Standard and granulated oatmeal, 98 lb. sacks	2 55

SUGAR IMPORTS TO HALIFAX.

They are Heavy Just at Present—Dealers Think Prices May Advance Further.

Halifax, N.S., March 10.—All interest in the grocery trade now centres in the sugar markets, the rapid and numerous advances having been unexpected. There have been three advances within less than a month. The dates were Feb. 16, ten cents per hundred pounds; an advance of five cents in Feb. 23, and an advance of ten cents on March 2. The advance was on all grades of sugar.

The imports of sugar into Halifax at the present time are very heavy. The steamer Boston that arrived here this week from Trinidad landed ten thousand bags of sugar.

The first full cargo of Cuban sugar landed at Halifax in some years was brought to this port this week in the Norwegian steamer Sneastad. She had over twenty-six thousand bags in all, or close on to four thousand tons. The cargo was from Puerto Padre, on the north-east coast of Cuba.

The Cuban sugar is being imported under the tariff clause, which permits Canadian refineries to import twenty per cent. of their requirements at the same duty levied on British West India sugar under the preferential rates. Last year a cargo of San Domingo sugar was landed here under this regulation.

Extra standard granulated sugar is now quoted at $5.15 per hundred pounds in barrel lots, and some of the dealers say that they would not be surprised to see the price go still higher.

TO DISCUSS LIVE QUESTIONS.

Winnipeg, March 10.—Some important questions, showing that the Western Retail Merchants' Association are adopting a progressive policy, will come up for discussion at the next general meeting to be held in the Traveler's Building on Thursday evening next, March 17th. Supper will be served beginning at 8 o'clock, after which addresses will be given by merchants.

Among the topics slated for discussion are:

- How to deal with the mail order problem.
- Business Tax.
- Collection of Small Accounts.
- Mutual Fire Insurance for Merchants.
- By-laws Affecting Retailers.
- Protection for the Retail Man Against Fake Advertising.
- Credit List and Collection of Debts.

Whether he may be a member of the association or not, every retail merchant is invited.

After thirteen years' experience in the grocery store of G. A. Curtis, Simcoe, Ont., Lage La Fortune has gone into the business for himself, having purchased Emil Schelbury's stock, Robinson Street, Simcoe.

Be Wise in Time!

And see that your shelves are stocked with the goods the public want! The freshest, crispest and most delicious of all cream crackers is the

MOONEY'S

Perfection Cream Soda Cracker

and they just hit the public taste because they always reach them in as crisp a condition as they leave our ovens.

Be sure and have the name right when you are ordering.

It will pay you well to sell only Mooney's.

The Mooney Biscuit & Candy Co., Ltd.

STRATFORD, : CANADA

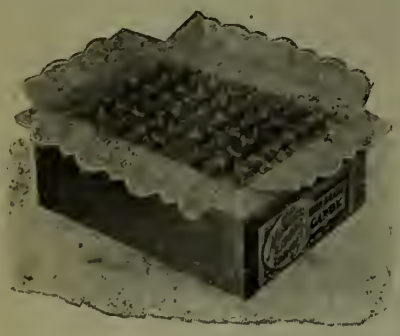
Cox's Gelatine

COX'S GELATINE is a STEADY SELLER; therefore should always be in your STORE

PURITY GUARANTEED BY THE MAKERS

Canadian Agents:
C. E Colson & Son, Montreal
D. Masson & Co. "
A. P. Tippet & Co., "

J. & G. Cox Ltd.
Gorgie Mills
EDINBURGH.



NEXT WEEK WE ARE GOING TO MAKE A PROPOSITION IN THIS PAPER WHICH WILL PROVE OF ESPECIAL INTEREST TO EACH AND EVERY READER OUT FOR A MONEY PROPOSITION SO KEEP THIS SUGGESTION IN MIND AND WATCH FOR SOMETHING TO HAPPEN.

You know that we have been doing everything possible to boost the sale of our famous Chocolates, and that of one of our lines in particular, our

"CHOCOLATE BORDO"

(Registered)

and you are aware of the fact that we will leave nothing undone to keep this and all of our lines leaders in Canada.

Our new move is along these lines. It will pay you to watch, and to seize the opportunity we present you.

The Montreal Biscuit Company

Manufacturing Confectioners

MONTREAL

TRUMILK
— AND —
MILKSTOCK

The only milk powders manufactured in Canada that are perfectly soluble in cold water.

Always sweet, safe, pure and nourishing. Will keep after the cans have been opened.

Manufactured and packed under the most sanitary conditions.

For Further Information Write to

Canadian Milk Products, Limited

Head Office : MAIL BUILDING, TORONTO.

---

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

When writing advertisers kindly mention having seen the advertisement in this paper.

THE NEW FLAVOR

MAPLEINE

Better Than Maple

The Crescent Mfg. Co., Seattle, Wash.

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance.

WRITE TO

P. POULIN & CO.

39 Bonsecours Market, - Montreal

WE SELL FEATHERS TOO

WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments. Write us for prices. Phone order our expense.

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, MANAGER

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

MAPLE SYRUP

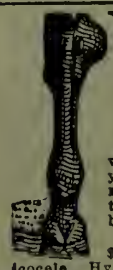
"Your syrup is superior to anything I have seen on the market."—H. Mockford, Charimond Road, London

It is STANDARD. Get Prices.

CANADA MAPLE EXCHANGE

Montreal

TRADE MARK. Small's



You Can't Cut Out

, A BOG SPAVIN, PUFF or THOROUGHPIN, but

ABSORBINE

will clean them off permanently, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. $2.00 per bottle at d'lers or delly'd. Book 4 free.

ABSORBINE, JR., for mankind. $1 bottle. Reduces Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands. Allays pain quickly.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield Mass

LYMANS, LIMITED, Montreal, Canadian Agents

BE IT KNOWN, Brother Grocer, that I live on the *sunny side* of the street.

Which, of course, doesn't mean that folks on t'other side are *shady*—goodness, no!

Only, you see, it helps wonderfully to inherit the Sunny Disposition, even if it be true that Happiness is only a Habit of Thought.

Whenever, wherever, however, I read articles on How to Burglarize Success in the Retail Way, I note the emphasis placed on *Optimism.*

So don't wait till May to move, Brother Grocer.

Get on the Sunny Side *soon.*

* * * *

The Beaming Countenance, you know, is a Trade Magnet, a real, live asset *as cashable as your own accepted cheque.* Magnifies the customer's spending mood, kind of loosens the purse strings.

Yet it's hard to wax cheerful with cheap stuff on the shelves, with any flour *less good than FIVE ROSES.*

Because now and then and again the Customer marches back with battle in her eye, quite wrathy, most certainly.

She's sore—you're sore—everybody sore.

Net results: *Lost Temper—Lost Customer.*

Plus all the Bum Free Advertising handed out at the Church Social with yourself in the limelight.

The only kind of advertising that *"doesn't pay."*

* * * *

Expecting every visitor to repeat the performance, Brother Grocer, there's no Knight of the Beaming Countenance for yours.

One such adventure before 10 A.M. spoils the day's work, raises an Adult Grouch, always a Poor Purchase.

In the FIVE ROSES sack or barrel is your Insurance Policy on Cheerful Optimism.

Which is only *Quality plus Confidence based on Past Performance.*

Making no Extravagant Claim, we don't promise the Broad Grin just yet.

But a twelvemonth hence, in Inventory Days, when you count the Turnover—

Then, Brother Grocer, yes—*then!*

—*E.M.F.*

LAKE OF THE WOODS MILLING COMPANY

LIMITED

MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES

Bookkeeping System with Counter Check Books

How a Merchant Keeps Tab on Unpaid Accounts by Using Them Alone—Does Not Use Slip in Counter Check Book in Case of a Cash Transaction—Transfers Accounts Which are Unpaid From Filled Book to Back Cover of a New One.

By J. M. Donovan.

An accurate and simple method of keeping books in the grocery store is something to be desired by every merchant. I do but little credit business, but there is always at least a fraction that I cannot get away from entirely. However, I only give credit to those whom I know well and am pretty sure of.

At one time I gave out my goods to everyone asking credit, to my sorrow, but I believe I profited by the transactions, as it is worth something to know who and what kind of people you are dealing with.

Many grocers issue counter check slips with all goods, whether paid for or not at the time of ordering. I only give a counter check slip with goods going out on credit, or ordered over the phone. c.o.d., as in the latter case very often the party ordering is indisposed to receive and pay for the goods at time of delivery.

When a person comes to the shop and orders goods to be sent to a certain address, and when I do not know whether they will be paid for on the spot or not, I tear off a neat strip of paper from the counter roll, on which to put down the articles with prices. If paid for at the time, that piece of paper goes with the goods, but if it happens to be a person to whom I am giving credit for a few days, and whose former slip is filled (for I have my customers educated to bring back the same slip as they would a pass book until it is filled), then I give a new slip, and in most cases, with amount of former slip rendered up to date. Many of my customers like the latter, as they have then but one to look after; but some are careless and want a new slip with every order. I have had customers get as many as twenty slips before settling up, and probably they would not have as great an amount on them as the person with only two or three slips filled. Besides, the persons having many are apt to lose two or three and are that many short when they bring them for settlement; but, of course, when I can show them the copy and give date and numbers of the missing slips, they are more particular and anxious to fall in line with my style of doing business and have their whole account on as few slips as possible. Also by that scheme I save hundreds of slips, hence a few cents by so doing.

I now come to the more particular part of the idea, showing its simplicity.

Keeps Tab on Old Accounts.

When the leaves in the check book are all used and removed from the frame for a new book, the names of those who have unpaid accounts in the old book are transferred to the back of the new, under same date as on the front cover of the new, with the numbers of the accounts following. This is our only delay and extra work, but it well repays us. We do it at our leisure, but as soon as convenient. It does away with keeping another book, which would also have to be indexed.

The old books holding unpaid accounts are placed in a receptacle with the names up. I have a desk that will hold fifteen books, and I have never had occasion to put more in it. If there should be a name not marked on the oldest book, I render a new account—mark out the name, throw away the old book, which then leaves room for another—and it's very seldom that a person owing an account that long will refuse to pay it. When a person comes to pay his account, the books being conveniently placed behind the counter, anyone attending the store can turn around, find it immediately and merely draw a line through the name. I do not even look up the account to mark it paid. By simply drawing the line through the name and number settles it for all time.

Another point is, should a person lose a slip and dispute the goods and say they never got the slip, I can show them the items quite easily. This usually settles the matter.

Fred Magee, lobster packer, Port Elgin, N.B., passed through Montreal on his way home from New York.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
None Equal. Insist upon McDougall's.
There IS a difference.
D. McDOUGALL & CO., Glasgow, Scotland

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

TANGLEFOOT

The Original Fly Paper
For 25 years the Standard in quality
All others are Imitations

Black Watch
The Big Black Plug Chewing Tobacco
"A Trade Bringer"
Sold by all the Wholesale Trade

A SAMPLE OF DISCOURTESY.

Scale Salesman Ordered Out of Grocery Store—The Attack Renewed.

A young scales salesman, calling on a city grocer, had been ordered out of the store. The next morning, supported by his sales manager, he advanced to the second attack. They were scarcely over the threshold when the aproned grocer saw them. Anger, simmering from the day before, boiled over.

"I though I told you to keep out of here," he shouted at the salesman. "I don't want any of your scales, and I told you so. Now you get out of that door. I———"

"We didn't come here to be insulted," the sales manager cut in at the proprietor. "I came here to buy groceries. Get out your pencil and take this order," he continued, as he drew a $10 bill from his pocket.

"But I didn't know——" protested the shop-keeper, eyeing the money.

"Shut right up," snapped the sales manager, "and take this order."

When the order was on paper, the grocer was still mumbling his apologies. The sales manager had twisted his anger into attention, and was now ready to broach the sale.

"Mr. Wilkes," he said, "I came in here to talk to you like a gentleman, and you know how you treated me. There is just one way that you can apologize to me, and I'm going to give you the chance. My office is at 69 Winthrop street. Come over there and I'll show you how one gentleman should treat another. I don't care whether you buy a scale or not; I just want to give you an example of business courtesy."

"I'll come," said the unhappy merchant.

"When?"

"This afternoon."

"What time?"

"Two o'clock."

"All right; see that you keep your appointment. I'll be waiting for you."

The grocer was prompt, and within an hour the sales manager, with his suavest manner, had sold him two machines.

The sales manager afterward admitted that some men would have kicked him and his money into the street, but a slight knowledge of the grocer's reputation precluded that possibility.—System.

FARMERS PAYING BY CHEQUE.

The analysis of the employment of cheques and similar instruments of credit by farmers and laborers is one of the features of a report made public by the National Monetary Commission on "The Use of Credit Instruments in Payments in the United States."

The deposits in national banks by retail dealers on a selected date, showed that outside of reserve cities under the national banking law the retail deposits aggregated $36,255,308, of which $24,929,620, or 68.7 per cent., was in cheques.

An examination of retail deposits in five agricultural states, leaving out cities of more than 25,000 inhabitants, indicated that cheques are used more generally by farmers in making their payments than is sometimes supposed.

TRADE NOTES.

Andrew Loggie, of A. & R. Loggie, Loggieville, N.B., was in Montreal recently.

Charles Chaput, of Chaput, Fils & Cie., Montreal, is spending some time in Augusta, Georgia, accompanied by Mrs. Chaput.

L. B. Rogers, representing Carveth & Co., Montreal, has left on a trip through western Canada. His first stop will be Port Arthur.

Harry Maskell, Brantford, Ont., has been appointed official collector of the Retail Merchants' Protective Association, to succeed Norman Willits, who, as was mentioned some time ago, purchased a retail business in St. George.

Carveth & Company, Montreal, have moved from the Lindsay building to a larger suite in the Coristine building, where sample rooms have been opened. Mr. Carveth but recently returned from Europe, where he spent several weeks on business.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

FLORIDA

Strawberries, Celery Head Lettuce

Supplies now coming along regularly in quantities. Demand increasing from day to day.

Also—Tomatoes Egg Plant Green Peppers

We can supply your wants with strictly fresh stock at reasonable market prices.

FULL LINES

Oranges Lemons Bananas

McWILLIAM Mc. AND E. EVERIST

25-27 CHURCH ST. - TORONTO

Always

Take time to think

Don't be misled by any wild, breezy, February-March assertions. They usually amount to about as much as the goods they refer to.

MORAL

In Lemons pin your colors to the old reliable St. Nicholas and Home Guard. They'll make you money.

J. J. McCABE

AGENT

32 Church Street, Toronto.

An Overloaded Potato Market Now Prevailing

Tubers Waiting for Buyers—Apple Market Shows Signs of Recovery—Navel Oranges in Good Demand—Scarcity of Haddies —Recent Mild Weather Curtails Fish Demand.

MONTREAL.

Green Fruits—Sicily lemons are in good supply, and prices continue to be sufficiently attractive to induce good buying. Limes are quiet, and in small demand, owing to the situation in lemons. Oranges, Californias, are moving freely at unchanged figures. Pineapples and strawberries are easier, notably the latter, while kumquats are slow at reduced prices. Apples are inactive, with a tendency to lower quotations. Cranberries are firm. Mild weather has not affected trade to any extent.

Apples—			Kumquats, qt.		0 20
Baldwins, bbl.		3 50	Lemons—		
Greenings, bbl.		4 00	Sicily bitters, box	1 75	2 25
Russets	3 50	4 25	Limes, per box		1 50
Kings, No. 1.		4 00	Oranges—		
Spies, per bbl.		4 00	Floridas		3 00
Tallman Sweets		3 00	California navels	2 75	3 00
Bananas crated, bunch	1 50	2 00	Porto Ricos		2 50
Cranberries, bbl.	6 00	9 00	Mexicans		2 25
Cranberries, per bushel box	1 50	2 00	Messina bitters, box	2 25	3 00
Cocoanuts, bags.		4 25	Jamaica, bbl		4 00
Grape fruit—			Pineapples—		
Florida, box		5 00	Floridas, case	3 75	4 00
Grapes, Almeria, per keg	5 00	7 00	Strawberries—		
			Florida, qt.	0 30	0 40
			Tangerines, strap		5 75

Vegetables—For several days past there has been a glut in the potato market, and trading has been slack. Comparatively warm weather induced numerous shippers to send holdings into town, with the result that early in the week there were eight to ten cars on track. With supplies so heavy, buying was limited, in anticipation of lower quotations, most dealers being afraid to purchase more than for immediate requirements. The result shows in the lower figure quoted below. Turnips are in large supply, too, and weak prices rule. A fair trade in different imported lines continues to be transacted, while hot-house stuff is selling freely in quarters where the price is forthcoming.

Beets, bag	0 40	0 50	Spanish, cases 150 lbs.		3 00
Brussels sprouts, per qt.		0 23	Spanish, ½ cases	1 50	1 75
Carrots, bag	0 40	0 50	Potatoes—		
Cabbage, bbl	1 00	1 25	Montreal, bag		0 65
Celery—			Sweet, per bbl.	2 50	3 50
Canadian, doz.	0 75	0 90	" basket		1 50
California, crate.		5 50	Parsley, dozen		0 30
Florida, crate	3 25	3 50	Parsnips, bag	0 75	0 80
Cauliflowers, crate	2 75	3 00	Radishes, dozen bunches		0 40
Cucumbers, doz.	1 00	2 00	Rhubarb, doz.		1 25
Garlic, per lb.		0 17½	Spinach, bbl.		4 00
Green Peppers, basket.		0 75	Tomatoes—		
Lettuce, box	0 80	1 20	Floridas, crate		5 00
Mushrooms, lb.	0 75	1 00	Cubans, crate	2 25	2 50
Onions—			Turnips, bag	0 50	0 60
Red, per bag		0 90	" Quebec, per ton	12 00	14 00

Fish—Cod is slightly easier this week, and lower prices rule. Haddock and halibut are still very scarce, and dealers are finding it difficult to fill orders. Demand generally is poor, considering the season, owing to the extremely mild weather. Fillets are scarce; so difficult is it to secure supplies, prices may be considered nominal.

FRESH FROZEN

Codfish	0 04	0 04½	Steak cod, lb.	0 04½	0 05
Dore, winter caught, per lb.	0 07½	0 08	Salmon, B.C., red, per lb.	0 08	0 08½
Haddock	0 05½	0 06	Smelts, 10 lb. boxes		0 10
Halibut, per lb.	0 09½	0 10	Tom cods, bbl.	0 75	1 00
Herring, per 100	1 70	1 80	Whitefish, large, lb.	0 09	0 09½
Mackerel		0 09			
Pike	0 06	0 06½			

SALTED AND PICKLED

Green cod, small, brl.		4 75	" " bbls., red		14 00
Labrador herring, bbl		5 00	" Labrador, bbl		18 00
" " ½ bbl		2 85	" " ½ bbls		9 00
Labrador sea trout, bbls		11 00	" " trcs., 300 lb.		26 00
Labrador sea trout, half bbls.		6 00	Salt eels, per lb.		0 07½
No. 1 mackerel, pail		2 00	Salt sardines, ½ lb.		3 00
" " ½ bbls.		8 00	Sardines, bbl.		5 50
Salmon, B.C., ½ bbls.		8 00	No. 1 Hake, 200 lbs.		3 50

SMOKED

Bloaters, large, per box	1 10
Fillets, lb.	0 10
Herring, new smoked, per box	0 13
Herring, boneless, per lb.	0 10
Kippered herring, per box	1 00

SHELL FISH

Lobsters, live, per lb.	0 18
Lobsters, cooked	0 20
Oysters, choice, bulk, Imp. gal.	1 40
" "Sealshipt," standards, per carrier 4 Imp. gal	7 40
" " select, per carrier 4 Imp. gal.	8 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Boneless fish	0 04½ 0 05½
Dry cod in bundles, per bundle	6 00
Skinless cod, 100 lb. case	5 50

TORONTO.

Green Fruits—The demoralized condition of the apple market is slowly improving, but still out-of-season apples have to be sold at a loss. Real good, firm apples of the better varieties are expected to command a fair price as soon as the belated goods are disposed of. California navels are of better quality now and are firm, and will likely bring a little more money. Cuban and Florida grapefruit are rivaling each other in the same-sized cases, the one at $2.25 and the other at $4. This difference is in the quality and packing. The Florida fruit is carefully packed with only the best fruit, while the other is not so reliable and frequently contains useless fruit. Strawberries are arriving regularly, packed in ice, and will remain high for some time.

Apples	1 00	4 00	Oranges—		
Bananas	1 75	2 00	California navels	3 00	3 25
Cranberries, bbl	7 50	8 00	Floridas	2 50	2 75
Cocoanuts, sack		4 00	Mexican	2 00	2 25
Grapes, Almeria per keg	6 00	6 50	Valencia	3 50	4 00
Grape Fruit—			Jamaica, barrel		4 25
Cuban	2 25	2 50	Marmalade, Seville, per chest		4 50
Florida	4 00	4 50	Sicily bitter, box		2 50
Lemons—			Pineapples, case	4 50	5 00
Sicily	2 25	2 75	Strawberries, qt.	0 50	0 60

Vegetables—During the spring-like weather of the last week vegetables looked more natural, and people felt that they should be able to buy them cheaper. To eat fresh onions, tomatoes, strawberries, radishes, lettuce, etc., when the snow is blowing, and the thermometer down to zero at sky-high prices seems to be quite reasonable, but when the sun shines bright and warm the prices appear ridiculous, and the demand falls off. California celery cannot hold out any longer against the Florida celery, which has practically crowded it from the market. Potatoes are weak and plentiful, and dealers would like to see some outside demand. The Northwest may soon give us a call for some.

Asparagus, bunch	0 40	
Beets, bag	0 90	
Beets, new, doz.	1 00	
Beans, green in qt. boxes	0 25	
Cauliflower, doz	2 25	
Cabbage, Canadian, dozen	0 35	0 40
Cabbage, Can., per barrel	1 50	
Carrots, bag	0 65	0 75
Carrots, new, dz	1 25	
Celery, Canadian, dozen	0 30	0 35
Celery, Cal., per case	5 00	5 50
Celery, Florida	3 25	3 50
Cucumbers, doz.	2 50	
Lettuce, hamper	2 50	
Lettuce, per doz	0 30	
Mushrooms, lb.	0 90	
Onions—		
Canadian, bag	1 00	1 25
Valencias, new, crate	3 00	3 25
Spanish	2 50	2 75
Green, per doz.	0 50	0 60
Spanish, ½ cases.		1 50
Parsnips, bag	0 85	0 90
Potatoes—		
Canadian, bag	0 55	0 60
Bermuda, new, per barrel		8 00
Sweet, hamper	1 25	1 50
" barrel		3 50
Parsley, per doz bunches		0 70
Radishes, doz	0 35	0 40
Rhubarb, doz.		1 00
Spinach, hamper		1 10
Tomatoes, hot house, lb.		0 25
Tomatoes, case of 6 baskets	3 00	4 00
Turnips, bag		0 40

Fish—Owing to the mild weather the demand for fish fell off considerably, but as the fish are scarce it rather favored the dealers in filling their orders. Weather conditions are unfavorable to the fishermen, which is the cause of the scarcity. Finnan haddies have not been as scarce for five years. Fillets had a good run, but it is found that they do not keep as well as fish with the bone in it, and for that reason may not be a great success on this market.

LAKE FISH (FROZEN)

Goldeyes	0 05½	Pike	0 06
Herring, Lake Superior	0 04	Trout	0 10
Pickerel, blue	0 05½	Whitefish	0 10
Pickerel yellow	0 09		

OCEAN FISH (FROZEN)

Steak Cod	0 07	Salmon, pink, per lb	0 09
Halibut	0 12	" red	0 10
Haddock	0 06½	" sea dressed	0 13
Herring, per 100	2 00	Smelts, No. 1	0 11
Mackerel, each	0 20	" extra	0 15

SMOKED, BONELESS AND PICKLED FISH.

Acadia, per crate	2 40	Fillets, per lb	0 14
" tablets, box	1 60	Haddie, Finnan	0 09
Bloaters, per basket	1 10	Herrings, Digby, bndle	0 60
Codfish, shredded, box	1 80	Herrings, Imported Loch Fyne, per kit	1 10
" Bluenose, "	1 40	Kippers, per box	1 25
Cod steak, per lb	0 07	Quail on toast, per lb	0 05½
Cod, Imperial, per lb	0 05		
Ciscoes, per basket	1 25		

SHELL FISH.

Oysters, standards, per gal	1 65	Oysters, selects, per gal	1 85
		Oysters, extra selects	2 00

AN EXPERIENCED GROCER'S ADVICE.

The MacLean Pub. Co.—Enclosed please find Postal Note for $2 in payment of our subscription to Canadian Grocer which expires March 10, 1910.

We find it a great help in our business as it is always bringing forward some helpful suggestions; in fact, reading it is like getting the advice of an old experienced grocer.

R. LAING & CO.

Wroxeter, Ont., Feb. 21, 1910.

Fancy Florida Tomatoes

CHASE'S PACK
VERY FINE QUALITY

FIRST CAR ARRIVED
THURSDAY

HARD RIPE

PINEAPPLES—We are headquarters for this fruit. Prices are coming down to a moderate basis. Sizes 16, 18, 24 and 30.

WHITE & CO., Ltd.

Branch at HAMILTON

Toronto

Fresh Arrivals

THIS WEEK

Car BANANAS—Fancy Fruit

Car CALIFORNIA NAVELS

Extra Fancy Heavy Juicy Fruit. "GOLDEN ORANGE" Brand.

Car DOMESTIC CABBAGE

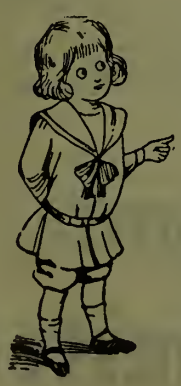
FINE SOLID HEADS

Fancy Ripe Pineapples. Extra Fancy Florida Celery

PRICE AND QUALITY ALWAYS RIGHT

HUGH WALKER & SON

(Established 1861) GUELPH, ONTARIO



Hello, People!

I am so glad to be back that I am glad I was away. Yes! th nk you, I am well, and pleased to hear that you continue handling my Lemons and are making money. My name is popular—easy to remember—BUSTER BROWN. My Pack of Lemons is satisfying and will satisfy the most discriminating trade.

Recent arrivals warrant the statement that my brands of Lemons are by far the best buy. You pay as much, perhaps, for cheaper packs. Why not always order my brands, they are unquestionably the best value?

Buster Brown Hiawatha Lord Beresford

Fratelli Follina, Packers
Palmero and Messina, Sicily.

W. B. STRINGER
Canadian Agent, Toronto.

Loss of Trade from Boxes Piled Inside the Store

Customers Do Not Care to Wend Their Ways Among Cases Sacks and Boxes—Gives Incomplete Service and Tends to Repel Custom—Storeroom the Place for Surplus Stock—Shelf Arrangement Should be Attended to.

By a Traveling Salesman.

A food many grocers still make the mistake of using their stores in place of warehouses. Some stores are so crowded with goods or rather with boxes, barrels, sacks, etc., that there is little room left for customers. If any retailers think that people are so anxious to come to their stores that they will crawl over boxes, or elbow their way through narrow passages, they are certainly making a mistake. Plenty of room to make customers feel that they are not standing in the way of others is always a good feature in a retail store.

With a mountain of goods piled in the centre of the store, containing lots of goods which are not touched for weeks, and during all that time are seen by the customers, it is not reasonable to suppose that much of those goods will be asked for. Customers know that they are dusty and that for some reasons other people are not buying them, and they think it is better for them to leave them alone.

Nobody wants to buy anything from a box that has either not been touched for some time, or which has been exposed to dust. Why then have them there to take up the room and show people that they are not salable articles?

Merchants grow into certain habits, and they do not see their goods as their customers see them. They want to sell them, but their customers want to eat them. Things look entirely different when they are viewed from these two different standpoints, and grocers often forget this.

The idea in the mind of a grocer should not be to stick things in the faces of his customer, and in that way almost force them to buy, but rather in a way that shows that they are clean and good to eat.

Better Services Rendered.

The Canadian Grocer has beeen pointing out the importance of better service on the part of the grocers, if they intend to hold their trade, and a marked change is evident, but still some continue in their old slovenly methods and then blame anybody and everybody but themselves, because their trade is not what it ought to be.

The Grocer, I am glad to know, has also frequently called the attention of grocers to the importance of getting their clerks better posted in their work. This can only be done, either by the grocer himself, if he himself has the training, or else by reading the many valuable articles that appear from week to week in The Canadian Grocer.

There is no more important thing to my mind than system in arranging stock. Boxes and cases in confusion tend to repel custom rather than attract it. When a consignment of soap, tea, or canned goods arrive, as many cases as are needed should be unpacked for the shelves and the remainder stored in the warehouse for future use.

How Money is Lost.

Certain portions of the shelves should be exclusively set apart for certain goods to prevent confusion. Otherwise it means a loss of time and hence a loss of money due to slow service, and to not being able to buy according to requirements. And when a merchant discovers he is losing money on account of poor system, he should quickly rectify that system.

Confusion caused by piling cases and boxes of goods all over the store tends to poor service and therefore loss of trade and a continuance of loss of trade means failure in business eventually.

It therefore behooves every merchant to pay the closest attention to the interior appearance of the store since it has so much to do with getting and holding trade which means an increase in the business.

FISH BARGAIN

Owing to the lateness of this arrival we are enabled to offer to our trade

Two Cars Newfoundland Herring

at a greatly reduced figure. Fish are packed about 250 to a barrel. These fish are choice, hard-frozen, bright stock, weighing on an average over half a pound each. We make an extraordinary price of

$1.50 Per Hundred Count

The F. T. JAMES CO., Limited

Church and Colborne Sts. **TORONTO**

FISH
FOR
LENT

Seasonable Sellers—Some Special Suggestions

LARGE FROZEN SEA HERRING

Halibut	***Mackerel***	***Haddock***
Salmon	***Smelts***	***Cod***

We have all other kinds, too. Full supply of Prepared, Pickled, Salted and Smoked always on hand.

Our stock is carried in our own large, new cold storge plant, up-to-date in every respect.

Ask us to mail you our latest price list

LARGEST FISH AND OYSTER WAREHOUSE IN CANADA

BRANCHES:
Montreal
St. John
Grand River
Gaspe

LEONARD BROS.

20 to 26 Youville Square (Near Customs House) Montreal

P. O. Box 639
4 Long Distance Telephones

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.

SEALSHIPTICASE
SEALSHIPT OYSTERS
Direct from the Oyster bed free from water ice or preservative
A PURE FOOD natural flavor and freshness guaranteed
THE SEALSHIPT OYSTER SYSTEM INC.
SOUTH NORWALK, CONN

The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.

The Sealshipt Oyster System, Inc.
SOUTH NORWALK, Connecticut.

Europe Controlling the Raw Sugar Situation

Market Higher Than it Has Been Since 1905 — Speculative Interests With Short Beet Crop and Reports of Cuban Drouth Cause of Advancing Markets.

New York, March 10.—That Europe practically controls the raw sugar situation is claimed to be the cause of the present high market in raws compared with a year ago, and the recent advances made in refined sugar.

The situation in raws here has not been paralleled since 1905, when the memorable boom carried prices of Cubas to 5.35c duty paid New York, and granulated to 6.15c per pound. Recently a lot of 5,000 bags was taken by one company for last half April shipment at the record price this season—4.39c—following purchases of fully one-half million bags at 3 cents during the week by local interests. What this means to the refiner is indicated by the fact that last year at this time Cuban raw sugar sold at 3.73c, or 63 points less than at the present.

The interesting feature of the situation is the part Europe is playing in forcing our refiners to pay high prices when the heavy Cuban crop movement has made for the reverse tendency, the shipper usually being at the mercy of the buyer. It was the advance in London beet options of 4½d over Washington's birthday that caused refiners to abandon their waiting policy and rush in, cables from Cuba reporting severe damage to the sugar cane by drouth being also a factor. This same thing has happened twice before this campaign, European speculators taking away our market, as London was 6 points higher than New York parity.

While there is real scarcity abroad owing to the 332,000 tons shortage in beets, speculation of a Brazilian plunger has played a considerable part, this operator being credited with carrying 500,000 tons, of which he is said to have liquidated 120,000 tons last week. It is this fact that causes head-shaking in conservative circles, where the sharp collapse of the 1905 bull campaign is fresh in mind. Never was lower Wall Street more confident, Cuba being apparently 1,000,000 tons short, but the shrewd German quietly spoiled the whole game by increasing his beet output about an equal amount.

The wholesale grocer refused to purchase at the 6.15c level and for two months lived on the invisible supply of refined in the country, forcing refiners and individual speculators to carry the burden, losses of $25,000 to $100,000 being the rule.

The Shipper Benefiting.

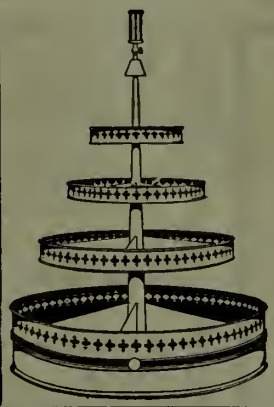
There is still a goodly margin between present prices, 5.15c and 6.15c in 1905, so that distributers have purchased freely of late, until they must have fully six weeks' supply. Yet the refiner is not making much money, his margin over raws being only 74 points. The Cuban shipper is benefiting this year, a profit for him of $22 a ton being figured, as against $10 in 1909. On a recent sale of 30,000 tons the owner realized $660,000 clear gain. Porto Rico and Hawaii will also have prosperous campaigns, for which the consumer will pay the piper.

Commenting upon the situation, Federal Sugar Refining interests take a cheerful view of the situation, they looking for a large Cuban crop, despite the drouth. They say: "Receipts showed a falling off of 6,000 tons from the previous week. This, combined with the news from Cuba that the weather was too dry, was considered a bullish feature, and was the direct cause of the advances noted above. We have previously referred to the fact that while the weather in Cuba has been fine and dry, and excellent for grinding, it was too dry for the cane, the spring canes suffering particularly, and a continuance of this condition would have some effect on the ultimate outturn. A general rain, even if it interrupted grinding for some days, would be of great benefit to the country, both on account of the good it would do the cane fields and also because it would allow the planting of land prepared to receive cane for next year. There is no assurance that Cuba will not get these rains, and it must be remembered that all districts are not suffering from drouth, also a proper allowance must be made for the probability that reports of bad conditions are more or less exaggerated by the planters, who are naturally anxious to see the market advance."

LICENSE NOT NECESSARY.

The Canadian Manufacturers' Association is sending out a circular to its members announcing the repeal of the provisions of the British Columbia extra-Provincial Corporation Act, under which companies holding a Dominion charter from any of the other provinces were forbidden to do business in British Columbia through travelers, agents or commission houses until they had first taken out a license. This cost from $25 to $250, according to capitalization, under penalty of a heavy fine per day.

The new Companies Act seems to remove all cause for complaint in this regard, only firms with a branch house, a commission house, a broker or resident agent, or who carry stock in the province having to provide themselves with a license, or with travelers who reside in the province. There is a penalty of $50 a day for firms doing business illegally, and a withdrawal of all rights in the courts until a license is obtained.



Here's a Fixture That Will Make Money for You

¶ Our Vegetable Display Stand [earns its cost many times over by reducing spoilage of greens and vegetables and also increases your profits because when fresh and crisp they sell at better prices. Write to us for price and particulars. State whether you have a city water supply.

GALESBURG CORNICE WORKS
93 Cox Street, Galesburg, Illinois

TRY LEARD'S LOBSTERS and CANNED CHICKEN
Write for Prices
W. A. LEARD
Summerside, - P.E.I.

Lemon Bros.
Owen Sound, Ont., and Sault Ste. Marie
Wholesale FRUIT, FISH and PRODUCE
Commission Merchants and
Dealers in HIDES, WOOL and RAW FURS

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

To The Fruit Trade

One way of increasing your fruit trade and your profits is to keep your stock cleaned up. A dozen oranges left to dry out and spoil in the bottom of a box reduces the profits on a whole case. Fruit that doesn't move in a reasonable time is bound to deteriorate in value and will not do your fruit trade any good. Again, if you can double your sales you double your profits, and your stock is always fresh and clean. Its very appearance is an added incentive to your customers to buy.

Every orange and lemon packed in the "Sunkist" wrappers passes the most rigid inspection ever given fruit. Every piece must be well colored, juicy and full flavored. As we ship entire train loads of fruit from California, we have the advantage over all traffic lines, thus bringing to you the best fruit of California in prime condition. "Sunkist" brand is fruit you can recommend, fruit your trade will appreciate, and you can build up a fresh fruit business that will make you more clear money than any other line of goods you handle. "Sunkist" on the wrappers of oranges and lemons means quality insurance.

We are taking special care with our Canadian shipments and believe every jobber can supply you with "Sunkist" oranges and lemons. If you have any trouble in having your order filled, we will be glad to hear from you.

CALIFORNIA FRUIT GROWERS' EXCHANGE

Distributing Points: TORONTO WINNIPEG MONTREAL CALGARY

BRUNSWICK BRAND BUILDS UP BUSINESS

BRUNSWICK BRAND
BREAKFAST DELICACY
HERRINGS in TOMATO SAUCE
CONNORS BROS
DIPLOMA AWARDED ST. JOHN EXHIBITION 1913
THEY SHOULD NOT BE LEFT IN THE TIN AFTER IT IS OPENED

Because the most carefully selected, smallest and sweetest fish is the sardine herring caught in weirs or traps in Passamaquoddy Bay. And in the **BRUNSWICK BRAND** they are canned in such a manner that the natural flavor is preserved. This is the brand, Mr. Grocer, you can handle with credit to your store and with increasing profit to yourself.

BRUNSWICK BRAND Are Quality Goods

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

Can a Retail Salesman Save $1,560 in Six Years?

Question Asked by a Beginner Making Inquiries About Apprenticeship System—What Salary a Clerk Should Get Who is Faithful to His Duties—How Much he May Spend and What he Should Save.

Editor Canadian Grocer,—I read with much interest the article in last week's issue by A. H. Harvey, which, to some extent, opens the way to me. I have a natural ambition to be a retail grocer, and have a little experience, but without any means. I could never see how I could manage to get both the experience and the capital necessary to conduct, in time, a business of my own. The article I refer to looks very well in theory, and if it works out in practice it will solve a problem which has been troubling many a young man whose choice in life is merchandising.

I would, however, like to ask Mr. Harvey whether there would not be some difficulty in securing an apprenticeship with a good, reliable, sensible, well-qualified grocer, who could give a young man the training which, he says, is essential to business success.

I would also like to know how much salary a young man should get during the six years he is expected to save $1,560, and what system he would suggest in making these savings?

I fully realize that it means a struggle and close application, but I also know that success cannot be gained any other way, therefore I do not look for an easy way, but rather a possible way. If Mr. Harvey, therefore, will give us further light on this subject I believe he will not only do me a great favor, but give hope and encouragement to many a boy who aims to be one of the future merchants of the country, and not merely a mechanical machine to be operated by some one at his pleasure.

BEGINNER.

Ottawa, March 7, 1910.

Advice of an Authority.

The above letter was submitted to A. H. Harvey, who has supplied us with the following answer:

"It is gratifying to know that there are young men with ambition who aim to be merchants, and if I can be of any assistance to them in putting them on the royal road to success, I have attained the object I have in view.

"In spite of all the abuse, there is no occupation that offers any greater opportunities to a young man of ambition than the retail business. I mean not only from a financial viewpoint, but in many other ways. He has opportunities to become acquainted with the people, learn more of their peculiarities, and bring his own personality more before the people than in any other line of industry, and if he has the qualities which a good, practical commercial training and experience give him he will stand at the top notch in the estimation of the people.

"Feeling this, and knowing this from experience, I can conscientiously recommend retailing to any clear-headed, active, diligent, honest boy, who has not the means to put himself through a college training, and yet who has the snap and grit to reach a standing in society surpassed by none.

"If a retail merchant makes the best of his opportunities, does not allow himself to wear down into a rut, but keeps up with the times, he is the best-informed and best all-round useful man in the community. This high level is open for the right kind of a boy and can be reached, without fail, through energy, industry, perseverance and honesty.

"Now I will answer my young friend's question. While a great many retail grocers are in business who are not competent to give a young man the right kind of training, it may, however, be stated that there are grocers, and they are rapidly increasing, under whose management a boy can acquire the proper training.

How $1,560 Can be Saved.

"As to what the salary should be to enable the boy to save $1,560 in six years, I would say that he can do it if he gets $4 per week the first year, $6 the second, $8 the third, $12 the fourth, $14 the fifth and $16 the sixth. These figures, I should judge, would gladly be paid by a competent grocer in a city to a first-class young man who would do his full duty. The boy could then, the first year, pay his parents $2 a week and have $1 for pocket money and deposit $1 in the bank; the second year $3 to his parents, $1 pocket money, deposit $3; the third year $4 to his parents, $1 pocket money, and deposit $3; the fourth year, $4 to his parents, $2 pocket money, and deposit $6; the fifth year, $4 to his parents, $2 pocket money, and deposit $8; the sixth year, $4 to his parents, $2 pocket money, and deposit $10. Of course, his parents in such a case should provide him with clothing, board, etc.

"Any boy who would enter into such an arrangement and carry it out would have everything in his favor, and success in life would be absolutely assured.

"Good conduct, which always pleases parents, keeps him out of bad company, and swells his bank account, secures for him the respect of good, honest people, and what is still infinitely more, the satisfaction of knowing that he has done his best.

"I trust that my young friend will see that my theory is really practicable, and that if followed out will land him safely in the delightful field of success."

NOVA SCOTIA IN THE LEAD.

The extent to which the sea and other waters of Canada provide for the food wants of the people is indicated in the report for last year of the fisheries branch of the Department of Marine and Fisheries. While all of the provinces are producers of commercial fish, those on the sea naturally take the lead. Thus in 1908-9, while the whole fisheries product of the country was valued at $25,451.000, over $21,000,000 was credited to Nova Scotia, New Brunswick, Prince Edward Island and British Columbia, the other provinces together showing a little over $4,000,000. The figures in detail are:

Nova Scotia	$8,009,000
British Columbia	6,465,000
New Brunswick	4,754,000
Ontario	2,100,000
Quebec	1,881,000
Prince Edward Island	1,378.000
Manitoba and Keewatin	600,000
Saskatchewan	152,000
Alberta	59,000
Yukon	49,000

WORTH TWICE ITS COST.

Messrs. The MacLean Pub. Co.—I like your paper—The Canadian Grocer— O.K.; no merchant should be without it. It is worth twice its cost.

Enclosed subscription.

JOS. DEVARENNES.

St. Paul, N.B., Feb. 1910.

MR. GROCER,

Try the Better Way

That credit customer should not give you trouble at all. His business is as good as the cash customer's, and he will pay just as well if you use the right tactics on him. Don't jump all over him—don't be too loose with him. Just use the good, old, safe, sensible plan that has been tried and proved successful by thousands of grocers all over America.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by

ALLISON COUPON CO., Indianapolis, Ind.

The LATEST "Enterprise" Electric Mill

New ideas applied to rapid grinding of coffee by electric power make these new "Enterprise" Pedestal Mills *by far the best on the market to-day.* They are **Direct Connected.** They lose no power in transmission. The grinders are on the motor shaft. The double Mill shown here, No. 0852, is for alternating current; can also be furnished for direct current. One Mill is fitted with tooth grinders which *cut* the coffee, the other mill fitted with ribbed grinders for pulverizing. Each hopper holds six pounds. The Mill will granulate 3 pounds of coffee per minute, and pulverize ½ pound per minute. The cans or receivers are enclosed as a protection against dust. The Mill is self-cleaning. This compact, graceful 1 H.P. Mill is already in great demand. We invite correspondence and will send facts, illustrations and prices of our 45 sizes and styles of Rapid Grinding and Pulverizing Mills on request.

We supply grocers also with Meat and Food Choppers, Self-Measuring Pumps and Faucets, Smoked Beef Shavers and other "Enterprise" Specialties. You should have our latest catalogue. If you haven't it, write.

The Enterprise Mfg. Co. of Pa. Philadelphia, U.S.A.

21 Murray Street, New York — 544 Van Ness Ave., San Francisco

TRADE MARK KEYSTONE BRAND REGISTERED

One satisfied customer will bring another. We are finding it so every day. When a customer asks you for a

KLONDIKE OR JUBILEE BROOM

or a Keystone Brush don't offer him something "just as good." There is **only one Keystone Brand** and the goods bearing that trade mark **excel all others** in quality and finish.

MANUFACTURED BY

Stevens-Hepner Co., Limited

Port Elgin, Ontario, Canada

The West Indies

If you have anything to ship to the West Indies we will handle it promptly and get you the top price.

If you are a manufacturer and wish to place your goods on the West Indian markets our travellers will do it for you.

If you want information of any kind about the West Indies do not hesitate to write us for it.

T. Geddes Grant

Port of Spain - Trinidad

Classified Advertising

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30	00
" " "	6 months...	17	00
" " "	3 months...	10	00
50 " "	1 year.....	17	00
" " "	6 months...	10	00
25 " "	1 year.....	10	00

ADDING MACHINE.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

AGENT WANTED.

AGENTS WANTED IN CANADA by Manchester Manufacturer of Bottled Jams. An attractive line that should sell well. Address—Duerr & Sons, Old Trafford, Manchester. (tf)

BUSINESS CHANCE

FOR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover $20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

GROCERY, CROCKERY and CONFECTIONERY business for sale. Good thriving village in Western Ontario. Excellent farming country. Stock and fixtures $2,000. Turnover $8,000, at 85 cents on the dollar. Good reasons for selling. Box 336, CANADIAN GROCER, Toronto. (13)

COUNTER CHECK BOOKS.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

CASH REGISTER FOR SALE — National, nearly new, cost $525. Price to-day $350. Will sell for $175. Box 338. CANADIAN GROCER, Toronto. (11p)

FOR SALE—City and Town rights for preserving eggs. No cold storage needed. Box 339, CANADIAN GROCER, Toronto. (14p)

FOR SALE — Automatic Computing Scale. S. H. Fagan, Windsor, Ont. (13p)

SITUATIONS VACANT.

GREAT OPPORTUNITY FOR SALESMAN visiting the drug or grocery trade in and west of Winnipeg. Firm established on eastern market several years wants salesman who can invest $300. All profits from his territory will be turned over to him until his investment is paid back. Commission and half the profits thereafter. Profits very large. L.C.M. Co., 506 Union Trust Building, Detroit, Mich.

MISCELLANEOUS.

AT LAST—A really practical pencil sharpener. The "Spiro" sharpener built on a new principle, positively does not break the lead. Ten blades. Sharpener lasts lifetime. Every pencil user needs one. Pencil sharp in a second. Ask your stationer or write us direct. A. R. MacDougall Co., Canadian Agents, Toronto.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

MISCELLANEOUS.

CUT DOWN THE COST of your fire insurance. Our illustrated catalog "O" on fire-proof windows, doors, etc., contains full information as to how you can save money on your insurance. You will find it interesting. Write for it to-day. A. B. Ormsby Co., Ltd., Toronto. (tf)

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

DOES YOUR FIRE INSURANCE POLICY protect you? There are points in connection with fire insurance policies that need expert handling to secure proper protection. We are Fire Insurance Experts. We can safeguard your interests, and procure the lowest rates. Mitchell & Ryerson, Confederation Life Bldg., Toronto.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

FREE TEST—Prove our claim that "Klear Copy" Carbon gives the best, clearest, unsmudged copies of all typed matter at our expense. Send for sample package "K," free. Peerless Carbon and Ribbon Mfg Co. of Canada, Ltd., 180 Richmond St. West, Toronto. (tf)

FASHION DECREES—Holland Linen correspondence stationery correct in style. Its beautiful writing surface most attractive. Envelopes to match. Fashionable sizes and colors. Visiting cards. Invitation and At-Home Cabinets and Writing Tablets. Ask your stationer. W. J. Gage & Co., Ltd., Toronto.

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

INSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive. All foul air in room expelled through special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co., Saturday Night Building, Toronto; Board of Trade Building, Montreal. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

MISCELLANEOUS.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S" The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

$75 buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit: Acme Duplicating Machine, one tubular stand fitted with type cases, compartments plainly lettered and arranged like universal keyboard of the standard make of typewriters, one drawer for accessories and forms, 20 lb. font of typewriter type, one chase, one Acme ribbon any color with typewriter ribbon to match, one pair tweezers, two quoins, one key, one oil can and one set of regleta. Sold with a guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

REPRESENTATIVES WANTED in each county in Ontario, with horse and rig and small cash capital, to sell staple grocery, drug, confectionery and general store sundries to retail trade. Address Box 337, THE CANADIAN GROCER, Toronto. (10p)

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
½-doz.	10c.	$0 85
½-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 dozen	5c.	$0 50
4 "	4-oz	0 75
4 "	6 "	1 00
4 "	8 "	1 30
4 "	12 "	0 80
2 "	12 "	1 85
4 "	16 "	2 25
2 "	16 "	2 30
1 "	2½-lb	5 00
1 "	5-lb	9 50
2 "	6-oz	Per cas
1 "	12 "	$6 00
1 "	16 "	

ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

	Per doz		Per doz
Aylmer Jams		Peach	1 80
Strawberry	1 90	Pear	1 70
Raspberry	1 90	Jellies	
Black currant	1 80	Red currant	2 40
Red currant	1 80	Black currant	2 40
Raspberry & red currant	1 80	Crabapple	1 70
		Plum	1 70
		Grape	1 70
Raspberry and gooseberry	1 80	Marmalade	
		Scotch	1 40
Damson plum, stoneless	1 70	Orange Jelly	1 75
		Green Fig	2 25
Greengage plum, stoneless	1 70	Lemon	1 80
		Pineapple	2 25
Gooseberry	1 80	Ginger	2 25

Pure Preserves—Bulk

	5's & 7's per lb.	14's & 30's per lb
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 0.
½-lb. " " "	
¼-lb. " " "	0

Cook's Friend Baking Powder

Cartoons—	Per doz		
No. 1, 1-lb., 4 doz	2 40	No. 12, 4-oz., 6 dz	0 70
No. 1, 1-lb., 2 doz	2 50	No. 12, 4-oz., 3 dz.	0 75
		In Tin Boxes—	
No. 2, 5-oz., 6 doz	0 80	No. 13, 1-lb., 2 dz.	3 00
No. 2, 5-oz., 3 doz	0 85	No. 14, 8-oz., 3 dz	1 75
No. 3, 2½-oz., 4 dz	0 45	No. 15, 4-oz., 4 dz.	1 10
No. 10, 12-oz., 4 dz	2 10	No. 16, 2½-lbs	7 25
No. 10, 12-oz., 2 dz	2 20	No. 17, 5-lbs	14 00

Cereals

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case $3.00.

The King's Food, 2-doz. in case, per case $4.80.

White Swan Barley Crisps, per doz. $1.

White Swan Self-rising Buckwheat Flour, per doz. $1.

White Swan Self-rising Pancake Flour, per doz. $1.

White Swan Wheat Kernels, per doz.. $1 40
White Swan Flaked Rice, per doz..... 1 00
White Swan Flaked Peas, per doz..... 1 00

Blue

Keen's Oxford, per lb..... 0 17
In 10-box lots or case 0 16
Gillett's Mammoth, ½-gross box..... 2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED

Cocoa—	
Perfection, 1-lb. tins, per doz	$1 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Soluble, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22

Special quotations or Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½s & ¼s, cakes, 12-lb. bxs	0 36
Perfection Chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½s and ¼s, 12-lb. bxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lo	0 35
Parisian, 8's	0 30
Royal Navy, ½s, ¼s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½s " "	0 25
" ¼s " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90
Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 50 bundles, per box	1 35
Milk chocolate, 50 cakes, per box	1 35

EPPS'S

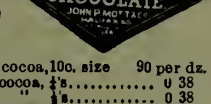
Agents, O. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 5.

JOHN P. MOTT & CO.'S.

R. S. McIndoe, agent, Toronto; Artbur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz 0 90



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½s	0 38
" " ¼s	0 38
" No. 1 chocolate, ½s	0 32
" Navy " ½s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 35
Breakfast cocoas, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 32
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda 1-lb. tins	0 35
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 32
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases. Per lb

1-lb. packages	0 26
½-lb. packages	0 27
¼-lb. packages	0 28
1 and ½ lb. packages, assorted	0 26½
¼ and ⅛ lb. packages, assorted	0 27½
⅛ lb. packages, assorted, in 5 lb. boxes	0 28
½ lb. packages, assorted, in 5 lb. boxes	0 29
¼ lb. packages, assorted, 5,10,15 lb. cas.	0 30

Bulk—

In 15 lb. tins, 15 lb pails and 10, 25 and 50 lb. boxes.

	Pails.	Tins.	Bbls.
White moss, fine strip	0 12	0 21	0 17
Best Shredded	0 18	....	0 1
Special Shred	0 17	....	0 16
Ribbon	0 19	....	0 15
Macaroon	0 17	....	0 17
Desiccated	16	....	0
White Moss in 5 and 10 lb. square tins, 21c.			

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 16

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00

Cocoas.

EBY, BLAIN CO. LIMITED

Standard Coffees.

Roasted whole or ground. Packed in damp proof bags and tins

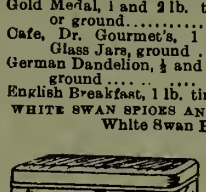
Club House	$0 32	Ambrosia	0 25
Nectar	0 30	Plantation	0 22
Empress	0 28	Fancy Bourbon	0 20
Duchess	0 26	Bourbon	0 18
Crushed Java and Mocha, whole			0 17½
" " ground			0 17½
Golden Rio			0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars per doz., $4.

Presentation, with 8 tumblers), $10 per doz

THOMAS WOOD & CO

"Gilt Edge" in 1 lb. tins	$0 35
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese. -Imperial

Large size jars, per dz $ 2 25
Medium size jars, per doz 4 50
Small size jars, per doz 2 4
Individual size jars, per doz 1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size "	1 40

Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40

	W.S.P.	Ret. P.
Ground or bean, 1s	0 32	0 50
" ½s	0 33	0 50
" ¼s	0 29	0 40
" ⅛s	0 30	0 40
" 1s	0 22	0 30
" ½s	0 23	0 30

Packed in 30s and 50-lb. cases
Terms—Net 30 days prepaid

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40
These prices are F.o.b. Toronto.	

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95 dozen
Medium, cases 2 dozen	1 80 "
Large, cases 1 dozen	2 75 "
Tumblers, cases 2 dozen	1 35 "
25-lb. pails	0 15 lb.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ¼ cent.

Infants' Food

Ro' inson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.	1	00
2 "	"	1	75
2½ "	"	2	00
4 "	"	3	00
5 "	"	3	75
8 "	"	5	50
16 "	"	10	00
32 "	"	18	00

Discounts on application.

CRESCENT MFG. CO.

	Per doz
2 oz. bottles (reta at 50c.)	4 25
4 oz. bottles (retail at 90c.)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	14 50

Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. $2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars; 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
5 and 7 lb. tin pails, 8 and 9 pails in crate, per lb	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails, per lb	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
7 wood pails, 5 pails in crate, per lb	0 07

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds, doz. $1.20. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. $1.40. Tomato Ketchup—Bottles (10c. size only) doz. $1.40. Tabasco-Ketchup—Bottles (10c size only) doz. $1.40 Chili Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (new) doz. $1.40; No. 80 jars, doz. $1 40.

W. CLARK'S SPECIALTIES

S.S. Beef (Inglass Brand), 3 sizes—¼s, $1.5 ; ½s, $2.25; 1s, $3.35 dozen. Ox Tongue (Paragon), 4 sizes—½s, $7.50; 2s, $8.50; 2½s, $9.50; 3s, $12 doz. Stewed Ox Tail—1s, $1.60 dozen. Stewed Kidney—1s, $1.5 ; 2s, $2.65 dozen. Minced Collops—1s, $1.40; 2s, $2.50 dozen.

ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

WALKER PATENTED —BINS— Ⓜ

If Interested in Modern Grocery Equipment write for Our Illustrated Catalogue.

The Walker Bin & Store Fixture Co., Ltd.
Berlin, - - Ontario

See Here!

¶ We can tell you just what is needed to give the finishing touch to your grocery store — you want an

ELGIN NATIONAL
COFFEE MILL

This mill is the easiest running and fastest grinding on the market and is well-built with steel grinders. Particular attention has been paid to its shape and finish, so that it is an ornament as well as an indispensable article in the store. *The cost is low.*

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY
Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

R. B. Wiseman & Co.
123 Bannatyne Avenue East **WINNIPEG, MAN.**

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

Tea Lead,

Best Inoorrodible

"Pride of the Island"

Manufactured by BRAND
ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C. Codes used 4th and 5th Editions. LONDON, E., ENG.

Canadian Agents ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants,

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

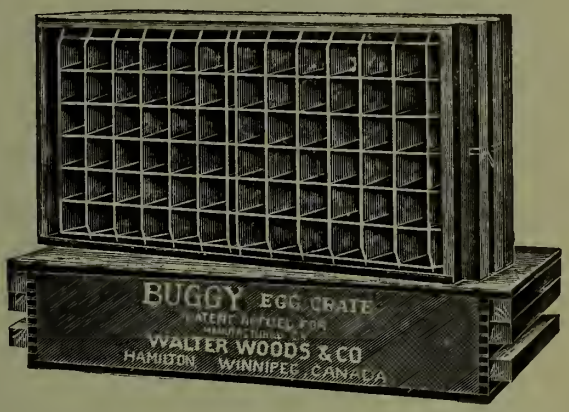
LAMBE & MacDOUGAL, London
H. & A. B. LAMBE, Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax

GREEK CURRANT CO.

95 Broad Street - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

BUGGY EGG CRATE



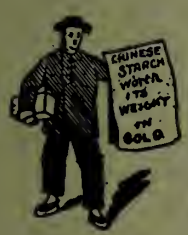
The most satisfactory Egg Carrier yet invented.

YOU should have them in stock.

5,000 sold first season.

Walter Woods & Co.

Hamilton and Winnipeg



OCEAN MILLS
Montreal

Chinese starch, 48 1-lb., per case $4.00; Ocean Baking Powder, 48 3-oz., $1.40; 48 4-oz., $1.80; 60 8-oz., $4.50; 36 1-lb.-$3.75; 48 1-lb. pkg., $4; 10 1-lb. tins, $5; loose 25 lbs., $1.75; Ocean blancmange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-ounce, $7 20; Ocean corn starch, 48 1-lb. $3.60

Jam

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

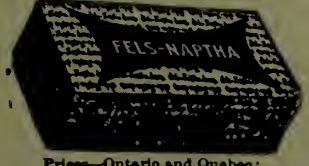
Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 75

List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 12¾
½-bbls.	0 12¾
Tubs, 60 lbs.	0 12¾
20-lb. Pails.	2 63
20-lb. tins	2 53
Cases 3-lb.	0 13¾
" 5-lb.	0 13¼
" 10-lb.	0 13⅜

F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12½
Tubs	0 12¾
20-lb. palls.	0 12¾
20-lb. tins	0 12¾
10-lb. "	0 13
5-lb. "	0 13¼
3-lb. "	0 13½
1-lb. cartons	13½

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED

	Per case
1 case of 4 dozen	$3 50
3 cases of 4 dozen	3 40
5 cases or more	3 35

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz $1 00
16-oz. glass jars, 2 doz in case	" 1 40
In 5 and 7-lb. tins and 7-lb. palls,	per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz.	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz.	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00

ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream family size, per case	$3.50
Baby size, per case	2.00
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham ¼-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen	0 45 dozen
Medium, cases 2 dozen	0 90 "
Large, cases 1 dozen	1 35 "

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda

COW BRAND

Case of 1-lb. containing 60 packages, per box, $3 00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$2 60
No. 2, " 120 ½-lb. "	2 60
No. 3, " 30 1-lb. " / 60 ½-lb. "	2 60

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 65
5 cases	2 55

Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. **Montreal**

Soap and Washing Powders

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	$10 20
Maypole soap, black, per gross	15 30
Oriole soap, per gross	10 20
Gloriola soap, per gross	12 00
Straw hat polish, per gross	18 20

3 doz. to box..... $3 60
6 doz. to box $7 20
30 days.

1 Box Price $4.00
5 Box Price $3.90
Freight paid on 5 box lot

Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

	Per lb
Laundry Starches—	
No. 1 white or blue, 4-lb. carton	$0 07
No. 1 white or blue, 2-lb. carton	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada white gloss, 1-lb. pkgs	0 06½
Benson's enamel, per box	1 50 to 3 00
Culinary Starch—	
Benson & Co's. Prepared Corn	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue	0

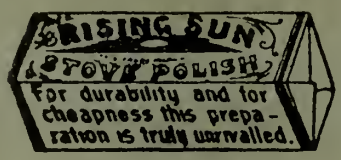
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lb	0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb	0 06½
Finest Quality White Laundry—	
3-lb. canisters, cases of 48 lb	0 07
Barrels, 200 lb	0 06½
Kegs, 100 lb	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	0 08
Kegs, ex. crystals, 100 lb	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 35 lb	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish

	Per gross
Rising Sun, No. 1 cakes, ¼ & ½ grs. bxs.	$8 50
Rising Sun, No. 3 cakes, gross boxes	4 50
No. 5 Sun Paste, ¼ gross boxes	5 40
No. 10 Sun Paste, ¼ gross boxes	9 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03¾ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼-barrels, 175 lbs	0 03¾ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 [illegible]
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas

THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

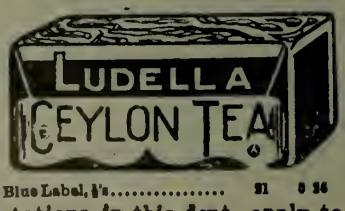
GEO. E. BRISTOL & CO., Hamilton, Ont.

EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s	$1	0 26	
Orange Label, 1's and ½'s	0 23		40
Gun Wood, 1's	0 20	0 25	
Brown Label, 1's and ½'s	0 28	0 40	
Brown Label, ½'s			0 40
Green Label, 1's and ½'s	0 35	0 50	
Red Label, ½'s	0 40	0 [illegible]	

LAPORTE, MARTIN & CO., LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c	40c.
Gold Label 1's and ½s	35c	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

Canisters			
Gold Tins, 5's	35c. 1.75	50c. 2 50	
Gold Tins, 3's	35c. 1.05	50c. 1.50	
Gold Tins, 1's	36c. each	50c. each	
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.	
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.	
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb	

MELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ⅛s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
Black Label, ½-lb., retail at 25c	0 21
Blue Label, retail at 0c	0 23
Green Label, retail at 40c	0 30
Red Label, retail at 50c	0 35
Orange Label, retail at 60c	0 42
Gold Label, retail at 80c	0 55

Pure Gold Jelly Powder } 90 cents per doz.
Pure Gold Salad Dressing Powder }
Discounts on application.

THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ¼-lb. tins. All grades—either black, green or mixed.

GILLETT'S CREAM TARTAR

	Per doz
¼-lb. paper pkgs., 4 doz. in case	0 90
½-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ¼-lb. paper pkgs. / 2 doz. ½-lb. paper pkgs. } assorted	7 20
	Per doz
½-lb. cans with screw covers, 4 doz. in case	2 00
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ½ doz. in case	0 30
10-lb. wooden boxes	0 27½
25-lb. wooden pails	0 27½
100-lb. kegs	0 25½
360-lb. barrels	0 25

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 6 2-5s	46
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s., plug or bar.	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	59

Veterinary Remedies

W. F. YOUNG

Absorbine, per dozen	$18 00
Absorbine Jr., per dozen	9 00

Yeast

Royal Yeast, 3 doz. 5 cent pkgs.	1 15
Gillett's Cream Yeast, 3 doz. in case.	1 15

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, · · Ontario

DWIGHT'S BAKING SODA

We can add little to all that has been said about the absolute purity and superiority of

"Cow" Brand Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is THE BEST, and as such should always be found on your shelves.

CHURCH & DWIGHT

Manufacturers

MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

LET US COLLECT YOUR OVERDUE ACCOUNTS

During the year we've been in business we've collected a heap of money for our clients. Send us your slow collections, and we'll make your slow-paying customers hustle to pay up.

Send Them in To-day

The Beardwood Agency

313 New York Life Building - MONTREAL

SALT:

Poisonous Mushrooms may be detected by sprinkling some Salt on the spongy or under-side. If the fungus turns yellow where the Salt has been sprinkled it should be rejected as poisonous, if it turns black it should be fit to be eaten.

VERRET, STEWART & CO.
LIMITED
Wholesale Salt Dealers, 12 Port St.
MONTREAL

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

WETHEY'S CONDENSED MINCE MEAT

Wrapped and packed
in sanitary packages

SOLVES THIS QUESTION

Quality Unexcelled.
Three dozen to a case.
Absolutely Dust-proof.
All jobbers.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.

MEATS ARE HIGH

Therefore push your lines of Canned Salmon, Fresh Cod, Herrings, Haddie, etc., etc.

BUY SALMON NOW—MARKET IS ADVANCING STEADILY

GEO. E. BRISTOL & CO.
WHOLESALE GROCERS
HAMILTON ONTARIO

Phone Your Rush Orders at Our Expense.

4 Free
Phones for your convenience.

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Buildin
London, Eng.: 88 Fleet St., E.C. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV. PUBLICATION OFFICE: TORONTO, MARCH 18, 1910. NO. 11.

If our weekly talks on

Keen's Oxford Blue

have induced you to try it—we will have done your customers a good service. And they will show their gratitude by bringing more and more of their custom to your store.

Keen's is the best Laundry Blue.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion

SYRUP SALES WILL BE SATISFACTORY

both from the point of view of volume and profit, if you are handling

"Crown Brand" Table Syrup

There's no syrup to which such care has been given to guarantee purity. Try this well-known line, and give it prominence. It will pay you to do so!

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

Makes Child's Play

of Washday.

While
"SURPRISE"
has peculiar qualities for washing clothes, it can be used in any and every way a soap is used.

We recommend the "SURPRISE" way for washing clothes. Follow directions on the wrapper.

Point this out to your customers

The St. Croix Soap Manufacturing Co.

Factory at St. Stephen, N. B.

Branches:—Montreal, Toronto, Winnipeg, Vancouver, West Indies

"Stower's" *Lime Juice, Lime Juice Cordial*

The purity of Stower's Lime Juice Cordial and Stower's Lime Juice is almost proverbial—wherever they are sold the same opinion holds good year in and year out. They are supplied to His Majesty the King and the British House of Commons—critical tastes endorse these famous products of an equally famous maker.

ORDER NOW FOR SUMMER.

"Shell" *The Soap of absolute Purity*

Sanitary, clean, antiseptic, free from decaying animal matter. The soap containing not even a vestige of Rosin in the finished product. The result of 60 years' experience in soap making. The attainment of high expectations from the honest use of pure oil. "Shell" Soap is as good and safe for the complexion as for the finest lingerie.

"Cox's" *The Gelatine that never varies*

Its high quality never varies from that standard of perfection reached by the makers so many years ago. Made by particular people for particular people. Made on the honor of a name that has been before the public for a century of endeavor to produce the *best.*

ARTHUR P. TIPPET & CO., Agents

Montreal Toronto

Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

Winnipeg Office

R. B. Colwell

BROKER HALIFAX, N.S.

REPRESENTING LEADING MANUFACTURERS, SUCH AS

E. D. Smith Lowneys Toblers

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

—

27 St. Sacrament Street, Montreal

TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

Representing Morris Packing Co.

Pork and Lard—Finest Quality

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.

52 Nicholas Street, - Ottawa

J. R. Routh, Manager.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON, Western Canada

An inch space in this department costs 77 cents per week or $40.00 per year.

E. H. BOWEN

Manufacturers' Agent and Broker

SHERBROOKE, QUE.

Sollcits representation of another first class firm putting up high grade goods. Eastern Townships thoroughly covered by three travellers. Highest references. Write immediately if you desire to have your line well introduced.

E. T. BUSINESS.

You, Mr. Manufacturer, can do a good deal larger business in the Eastern Townships, if your lines are pushed by a live representative right on the ground You want someone who thoroughly knows the field and to whom grocery business is not a Chinese puzzle.

15 Years on the Ground

S. ROBITAILLE & CO., Sherbrooke

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

We are Buyers and Sellers of

White Beans

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A.B.C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

77 York Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

JUST ARRIVED IN STORE

Shipment from John Gray & Co., Limited, Scotland, of their celebrated Jams and Marmalade. 1's, glass, black currant, strawberry and raspberry jam. 1's, stone jars, black currant, strawberry and raspberry jam. 1's, glass, marmalade. 7lb. tins Marmalade. We will gladly furnish prices.

DOMINION BROKERAGE CO.

73 Front St. E., Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

TRACKAGE PROPERTY

Storage Warehousemen

and Distributors

Prout, Simpson & Co.

WINNIPEG, MAN.

Open for a few good lines

J. W. SNOWDON

Manufacturers' Agent

413 ST. PAUL STREET

MONTREAL

Canadian Manufacturers and Exporters

Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods?

Don't you want some of this business?

You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to

10, Garfield Chambers, Belfast, Ireland

The Leader of All Wheat Cereals

We have an interesting selling proposition.
Write for particulars.

The Western Milling Co.
Toronto

ANCHOR BRAND

BAKING POWDER

AN ABSOLUTELY PURE POWDER

Warranted to give perfect satisfaction.
Sold to the consumer at popular prices
and pays you a handsome profit.

4 oz.	Cases	4 doz.	60c. doz.
6 oz.	"	4 "	70c. "
8 oz.	"	3 "	85c. "
12 oz.	"	2 "	1.35 "
16 oz.	"	2 "	1.60 "
5 lbs.	"	1 "	7.20 "

It will pay you to stock "Anchor" brand

EBY-BLAIN, LIMITED
Toronto

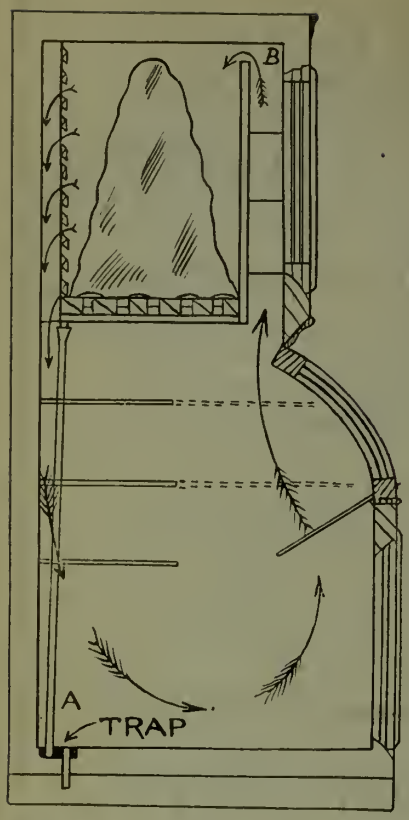
Be it
known that
Within the Circle
of your wide knowledge
as a Dealer in fine Tea,
you have not found any Brand yet
to equal

"Blue Ribbon Tea"

that satisfies

the Consumer in Fragrance and Flavor
and the Dealer in Profit.
Therefore Stock this Tea
for your trade.

THE BLUE RIBBON TEA CO., Limited, - - - MONTREAL, CANADA



How Your Refrigerator Should Work

THESE arrows show the circulation of air in a **McCray Roll Top Refrigerator**—warm air rising and striking the ice, becoming cold, falling down behind the ice, which is as real as though caused by an electric fan and chilling the contents of the refrigerator. The circulation removes odors and moisture, besides producing efficient refrigeration. The inside of a **McCray Refrigerator** *never smells stale or musty and keeps so dry* you can *scratch a match* on the Shellaced Spruce lining. You can get such perfection only in a **McCray Refrigerator.** It also uses *less ice* than any other. Think what it will mean to you in dollars and cents to reduce your ice bill, yet have perishable goods keep perfectly. Send us your name on a postal card asking for "Free Catalogue No. 66," which is especially written to explain McCray Grocers' Refrigerators.

McCray Refrigerator Co.

131 Lake Street, Kendallville, Ind.

PERRIN'S

Our latest delicacy

ORANGE NECTAR BISCUITS

LONDON Ask traveler for sample CANADA

"AYLMER" JAMS, JELLIES PRESERVES, etc.

Every Glass Jar or other package of "AYLMER" Jams, Jellies or Marmalades is Guaranteed Absolutely Pure, put up from FRESH FRUIT when in season and FINEST GRANULATED SUGAR.

The flavor and high quality of "AYLMER" Preserves cannot be obtained in preserves made from pulp.

NO PRESERVATIVES
NO COLORING

At every process cleanliness is reduced to a science.

"AYLMER" New Season's Scotch Marmalade and Orange Jelly Marmalade now ready. Send in your orders at once for stocks of these fine goods.

CANADIAN CANNERS
Limited

HAMILTON, - CANADA

UNSWEETENED

Borden's Brands Do Build Trade—

Merchants who follow the policy of reserving the choice locations on shelves and counters, and in their windows, for such standard goods as Borden's are those who win and hold the largest measure of public confidence.

Always keep Borden's Brands to the front.

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE
BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. **Mason & Hickey, Winnipeg, Man.**

Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

A MONEY MAKER FOR YOU

PACKARD'S MON-AMI WATER-PROOF BOOT POLISH

IT GIVES YOU 104% PROFIT

Mon-Ami

gives the quickest, brightest most lasting and waterproof SHINE to all leathers.

List Price, $9.00 per gross.

Discount in 1 gross lots, 25%. Less quantities, list price.

Terms 5% 30 days.

Mon-Ami

is put up in the largest 10c. box made.

It is the LATEST and BEST discovery in Boot Polish. Try a sample gross and you *will* "come again."

MON-AMI is only one of our complete line of Boot and Shoe Polishes. Write us for complete price list.

EVERY PACKAGE GUARANTEED

L. H. Packard & Co., Limited Packard Building, **Montreal**

Manufacturers of High Grade Boot and Shoe Polishes

TO THE TRADE

As an absolute protection to our customers every Package, Tin, Box or Barrel of WHITE SWAN BRAND OF SPICES AND COFFEES will bear the warranty shown below. This not only protects you—it insures the consumer against possible fraud or deception and makes you certain you are supplying your patrons with absolutely pure goods.

NO OTHER MANUFACTURER OF SPICES IN CANADA F FERED THIS FORM OF WARRANTY

When buying Spices and Coffees as "Pure," insist on having it in every case

AND REFUSE TO BUY FROM ANY FIRM WHO WILL NOT GIVE IT

Having this Warranty on every package you buy as pure—both large and small—excludes any possibility of trouble to you for any reason whatever and places the onus on the manufacturer—where it should be.

THE GOODS WE ARE PUTTING UP UNDER THIS WARRANTY ARE THE SAME QUALITY AS HERETOFORE—ALWAYS ABSOLUTELY PURE.

IN VOLUNTARILY GIVING THIS WARRANTY TO THE TRADE AND PUBLIC, WE TRUST ALL GROCERS WHO WISH TO GIVE PURITY FOR PURE WILL SHOW THEIR APPRECIATION OF OUR ACTION EITHER BY FAVORING US WITH THEIR ORDERS OR BY REFUSING TO PLACE THEM WITH ANY CONCERN WHO HESITATE TO GIVE THIS FORM OF WARRANTY AS APPROVED BY THE GOVERNMENT.

WARRANTY

We hereby warrant the contents of this package, as manufactured by us, to be pure and unadulterated in accordance with the warranty provided for in the third Schedule to the Adulteration Act, chap. 133 of the Revised Statutes.

WARNING

Any person or persons found guilty of substituting the contents of this package with inferior or impure goods will be prosecuted according to law.

WHITE SWAN SPICES & CEREALS, Limited.
TORONTO, CANADA.

REMEMBER THIS

We merely want to protect you—and ourselves—against fraud and dishonesty, and no manufacturer or dealer giving honest value will suffer by giving the above warranty.

MAIL ORDERS AND ENQUIRIES RECEIVE SPECIAL ATTENTION.

WHITE SWAN SPICES & CEREALS, LIMITED, - TORONTO, ONT.

The Government's Opinion of Our Factory Is Well Worth Considering—

Here is what the Dominion Government Inspector of Canned Fruits and Vegetables had to say about our factory—as reported in the St. John Standard of Wednesday, December 22nd, 1909 :

"———found everything in excellent shape. He "said that they were doing a very good business "and that the class of canned goods put up was "of the best quality."

It is in this factory that **BOSTON BAKED BEANS** and **BALAKLAVA BRAND SARDINES** are packed.

Quality Will Out — and a Government Inspector is Certainly a Disinterested Party.

The Eastern Canning Co., Port Canada, N.B.

CANADIAN AGENTS—C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front Street East, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.; Martin & Robertson, Vancouver, B.C.

White Dove Brands

It always pays best to sell goods the people know and can ever depend upon.

"WHITE DOVE" brands are known because they have made good for years.

W. P. DOWNEY

MONTREAL

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

CHINESE STARCH

The Real Thing in Starch.

Always gives Satisfaction.

Get Prices

OCEAN MILLS
MONTREAL

It dries them up **Common Sense** ***KILLS*** { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

McCORMICK'S JERSEY CREAM SODAS

No article with such food value has had such patronage as McCormick's Jersey Cream Sodas. We are adding thousands every year of satisfied grocers, throughout the Dominion of Canada. The increased patronage is due entirely to quality.

We have a Special PROPOSITION

to make to a leading grocer in each city and town in Ontario.

Our offer will hold good until March 31st, and can only be availed of by grocers of first-class financial standing.

Write for particulars to

T. O. BAXTER,

27 Front Street East, - Toronto

Brand & Co., Limited,

Mayfair Works, London, Eng.

MANUFACTURERS OF

Brand's A1 Sauce
Worcestershire Sauce
Chutney, Soups
Potted Meats
Tongues in Glass
Meat Extracts
Brand's Essence of Beef
Etc., Etc.

DOME LEAD

There is no better stove polish to be had in the world than

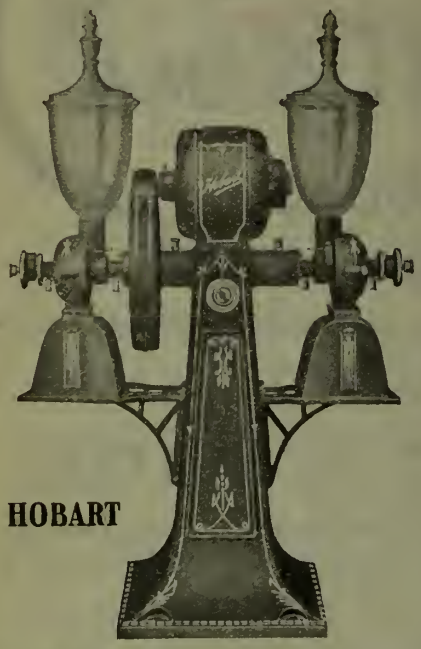
James Dome Black Lead

Pays both Jobber and Retailer a Good Profit.

W. G. A. LAMBE & CO. - Canadian Agents.

"The King of Electric Coffee Mills"

THE CLIMAX OF HOBART PERFECTION!



The distinctive features and handsome appearance of this Floor Pedestal Mill have invited more unsolicited testimonials than any mill or any fixture ever placed in a grocery or coffee store.

It tells people you are in the coffee business right.

Equipped with the Hobart Automatic Release to protect the motor and the grinding parts from contact with nails and foreign substances.

Granulates on one end and pulverizes on the other, and both ends may be used at the same time.

Beautifully enameled, hoppers nickel-plated, holding six pounds of coffee.

No amount of money could build a better Mill. No investment could pay you better.

You get the benefits long after the cost is forgotten.

PLEASE WRITE FOR CATALOGUE

CANADIAN SALES AGENTS: **The W. A. FREEMAN CO., Limited, Hamilton, Ont.**

Stop That Leak!

The profit leakages in your business caused by error or oversight can be entirely avoided by using a

Dayton Scale

THE SCALE THAT PAYS FOR ITSELF

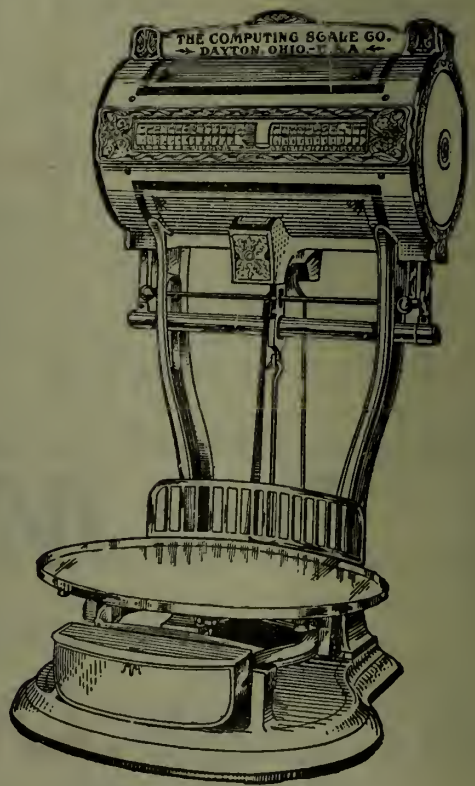
No poises to move, no weights to lift, automatically shows the weight and value. The "Dayton" will strengthen the confidence of your trade, knowing they are not subject to loss by mistake.

An absolute guarantee goes with each scale.

Drop us a card and we will send you full particulars.

The Computing Scale Co. of Canada, Ltd.

164 King Street West, TORONTO



Dayton Moneyweight Scale.
Note the Low Platform.

$25.00

For a Brainy Person with an Idea

"What's In a Name?" We Think There's a Lot

Suggest a name by which we may call our line of high class chocolate goods, and, if it suits us, and we use it, we will pay you $25.00.

We cannot think of a catch phrase, or better, a word that pleases us—perhaps you can. Try. Read this ad. carefully. Consider what is said, and think of, or create, a word or a short descriptive catch-phrase that will fill the bill.

Pertinent Facts to Guide You:

We are makers of highest grade biscuits and confectionery, and have a reputation from one end of Canada to the other as manufacturers of reliable goods.

We occupy one of the largest and most sanitary factories in the Dominion.

Every step in the manufacture of our biscuits, confectionery and high-grade chocolates is personally superintended by competent foremen, who are under the supervision of our factory superintendent, who has been with us many years.

Scrupulous cleanliness is everywhere observed.

Our chief line is our "Chocolate Bordo" (registered), the premier Bordeaux chocolate—for 25 years the leader.

We make a full assortment of high-grade chocolates and a complete line of confectionery.

Remember it is for our high-grade chocolate line we want the name.

The Montreal Biscuit Company.

We prefer one word, but if the phrase is short, explanatory and applicable it may do.

We desire something that will connect in your mind quality chocolate and the name of The Montreal Biscuit Company.

Competition closes April 25, 1910.

Prize-winning idea and name of winner will be published in this paper on June 3.

Get busy right away. You can use $25 as well as the next one.

Consult the panel to the left and learn something of the goods for which you are to suggest a name and then put on your thinking cap and see if that head which has successfully directed your affairs all this time will not yield you a money-winning idea.

You ought to pull in that $25.00.

Get into the game to-day. Few of us are devoid of at least One Idea—Perhaps you have a Winner in Your Mind. Let's have it.

Ask Us for More Facts about Our Goods if You want Definite Information.

Address: "Competition"

The Montreal Biscuit Co.

Manufacturing Confectioners

. . Montreal . .

When You Write Ask Us to Send You, Free, a Sample of our "Chocolate Bordo."

THESE ARE OUR

"PRIDE OF CANADA"

MAPLE SYRUP PACKAGES

It is high time that you should order your 1910 maple syrup and maple sugar.

Usually, sap runs about the end of this month.

The run may be large or small—that rests entirely with Nature.

You cannot afford to take chances on getting a supply of maple goods **DURING THE SEASON.** So do not procrastinate, but order at once.

If you book with us now, we will fill your order immediately new syrup and sugar are obtainable.

You know "Pride of Canada" Brand, from past experience, and can depend upon its purity.

Government tests found **EVERY** sample absolutely pure.

SPECIFY WHAT QUANTITY OF SYRUP AND WHAT AMOUNT OF SUGAR YOU WANT.

THE MAPLE TREE PRODUCERS' ASSOCIATION, LIMITED

WATERLOO, - QUE.

Montreal Office—58 Wellington Street
Toronto Office—512 Dundas Street

They Both Speak

For Themselves

PROPRIETORS:

ROWAT & CO. GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:—Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the North-west; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

WARNING
TO SYRUP BUYERS

All dealers selling Maple Syrup labelled "Beauce Brand," not put up by us and bearing our name, will be prosecuted, as we have the sole right to the use of the said name, as per our Trade Mark registered at Ottawa, in the Trade Mark Register No. 58, Folio 14255.

IMPERIAL SYRUP CO.

March 18th, 1910 — Montreal, Quebec

MAPLE SYRUP AND SUGAR

We do not supply peddlers, who sell to consumers throughout Ontario, Manitoba, Saskatchewan and Alberta. In placing your orders buy brands put up by us.

Our standards are: **Snowshoe, Imperial and Cabinet Maple Syrups—Kitchen Brand Molasses and Rock Candy Syrup.**

We can fill your maple syrup orders with an extra light grade.

IMPERIAL SYRUP COMPANY

Refiners of High Grade Products. **MONTREAL**

Customer's Side

ATTRACT TRADE TO YOUR STORE
BY USING
TOLEDO SCALES
NO SPRINGS
HONEST WEIGHT GUARANTEED

Customer's Side

Made in Canada
105 Styles and Sizes
Adapted to all kinds Stores
PRICES $40 UP

THE HIGH PRICES OF EATABLES

Have caused the consuming public more closely than ever to observe the scales used by the grocer and butcher. People lack confidence in Spring Scales, Beam and Even-Balance Scales. But they like to buy over Toledo Scales, because they can see the beautiful *Toledo Springless Mechanism* which automatically does the weighing; the scales show them the exact weight of their purchase; they see on the scales the signs, "No Springs," "Honest Weight," and have full confidence that their purchases are weighed correctly.

NO WAITING—NO ERRORS

There is no waiting for a salesman to find a balance or to figure what to charge. The Toledo itself does the weighing and calculates the exact value mechanically, instantly and accurately. Thus time is saved, errors avoided, profits assured, customers pleased. Any customer prefers to trade where his purchases are weighed by the most modern, automatic, reliable weighing machine than to buy supplies over old-style scales.

YOU CAN GET THESE ADVANTAGES

Write us and learn how profitable it would be to you to get a *profit-increasing* and *trade-bringing* Toledo Scale. We make allowances for some scales in part payment for Toledos. Tell us what you have. We guarantee a better computing scale for less money than you can get from any other source. Write for our Book 3, showing scales and prices.

CANADIAN FACTORY, WINDSOR, ONT.

TOLEDO COMPUTING SCALE CO.
Makers of Honest Scales, TOLEDO, O., U.S.A.

Offices in all Large Cities
Look in Telephone Directory

Your Business Barometer

will stand at "SET FAIR" if you are handling goods which bear the stamp of quality!

In no department is this of such vital importance as in your sardines.

You will have no anxiety on this score if you handle—

King Oscar
BRAND
SARDINES

the purest, sweetest and best packed fish on the market.

Canadian Agents

J. W. BICKLE & GREENING
(J. A. Henderson)
Hamilton - Ontario

By Special royal permission

QUALITY

When anyone wants a high-class household refrigerator they always buy the Ham & Nott make. Our grocer refrigerators are made on the same principle. That means the best.

Sold by leading hardware dealers, or write to us.

HAM & NOTT CO.,
Limited
BRANTFORD CANADA

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,
ST. GEORGE, - ONT.

MADE IN CANADA

KNOW THE DETAILS OF YOUR BUSINESS

If you have not a McCaskey Account Register, you probably do not know just how much money is due you. You cannot know what any one or all of your customers owe **without referring to** one or more **books** and possibly **adding** several **columns** of **figures**.
With **THE McCASKEY you can tell at a glance** what one or all owe. **THE McCASKEY** will give you more information about your business in five minutes than books will in hours.
Will you let us tell you about it? The information is free.

DOMINION REGISTER CO., Limited
Successor to The McCaskey Register Co. in Canada
96-104 Spadina Avenue **TORONTO, CANADA**

SUGAR

When next purchasing supplies of Granulated Sugar, ask for

Redpath

The Purest and Best. To be had in original packages, barrels of about 300 lbs., and bags of 100, 50 and 20 lbs.

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

It is to your own profit and credit

to handle a superior brand of Jelly Powders, and you have solved this problem of what to stock if your shelves hold

SHIRRIFF'S JELLY POWDERS

This well-known brand is always reliable, easy and quick to handle, and retains in a large degree the natural flavor of the fruit.

ORDER FROM YOUR JOBBER

Imperial Extract Co., 8, 10, 12 Matilda St., Toronto

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR

LONDON, ENGLAND — IS THE BEST

Commands a Preference over all others. — Made from the finest malted barley.

AGENTS

W. S. Clawson & Co., South Wharf, St. John, N.B. — W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto. R. Robertson & Co., 912-913 Dominion Trust Bldg., Vancouver, B.C.
J. W. Snowdon, 413 St. Paul St., Montreal

We are open to do business on easy consignment terms — *Write our Agents for Particulars*

"ASEPTO" SOAP POWDER

takes the place of soap on every occasion. Is most economical, and will positively destroy germs.

Better than the best on the market, and the packet is as large as the worst.

"Asepto" Sweetens Everything

and is everywhere having a wonderful sale.

Avail yourself of this opportunity of reaping a handsome profit on this quick-selling line.

Order To-Day from Your Jobber

MANUFACTURED BY

The Asepto Mfg. Co.

ST. JOHN, N.B.

Agents: ROSE & LAFLAMME, Limited
Montreal and Toronto

Thurston & Braidich

128 William Street — NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

THERE'S a reason why

Canada First Evaporated Cream

sells so well throughout the year. Customers know that the process of manufacture is as perfect as care, skill and cleanliness can make it, and the canning in air-tight sanitary tins, without the use of acid or solder, uniformly safe. Stock and recommend this splendid selling line.

Order from your wholesaler

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

Tartan BRAND

The Public Demand WAGSTAFFE'S GOODS

Sell the line of least resistance. Pays you a good profit. We have Wagstaffe's full assortment of Jams, Jellies and Sealed Fruits. Also Wagstaffe's new season's Marmalade.

SEE OUR TRAVELLERS OR 'PHONE 596 FREE TO BUYERS

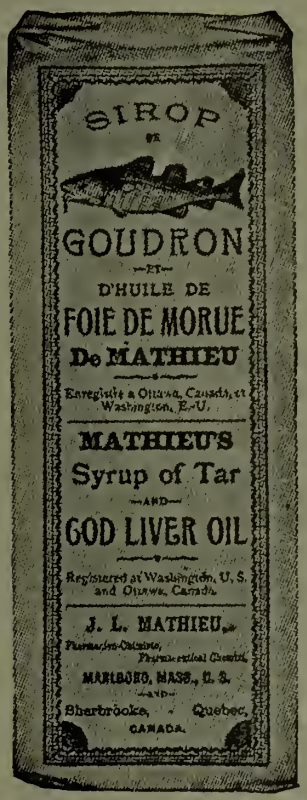
BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**

St. Lawrence

GRANULATED and GOLDEN YELLOWS

Made only from Pure Cane Sugar

The St. Lawrence Sugar Refining Co., Ltd., Montreal



MATHIEU'S SYRUP of Tar and Cod Liver Oil

commends itself to dealers.

It has the double advantage of present popularity and future certainty.

Its popularity is due to the wonderful cures it has effected, as attested by thousands of testimonials.

Its future is assured because its history is one of steady and rapid growth.

Of all cough and cold cures none assure the dealer a greater certainty of immediate and future profits.

During Fall and Winter the demand will be continuous.

Keep well supplied and when ordering order also

MATHIEU'S NERVINE POWDERS

which are necessary to reduce fever and remove pains in connection with colds.

J.L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

Ewing's Pure Spices

Prince of Wales Brand Pure Spices require no introduction to the grocery trade. This brand stands for highest quality, and, above all things, for absolute purity. Always specify Prince of Wales Brand Pure Spices when ordering.

S. H. EWING & SONS, Montreal and Toronto

Importers, Roasters and Grinders

— OF —

COFFEE AND SPICES

MANUFACTURERS OF

Jams, Jellies, Pickles, Sauces and Flavoring Extracts

We manufacture a full line of these and are able to supply you quickly and cheaply.

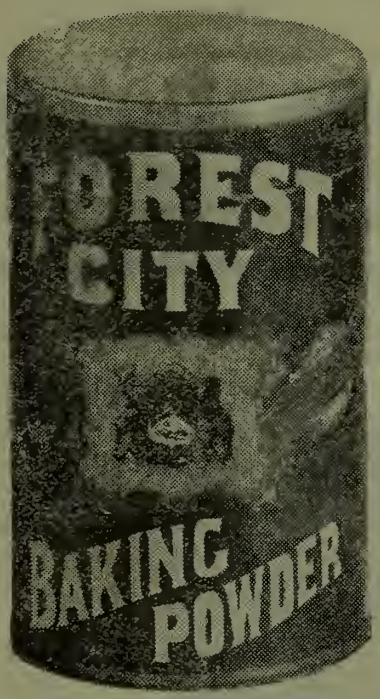
OUR PRICES ARE RIGHT
WE WANT YOUR BUSINESS

Before replenishing your stock get our prices.

Empress Manufacturing Co.
Limited

VANCOUVER, B.C.

FOREST CITY BAKING POWDER



THE STANDARD FOR 25 YEARS

6 oz. tins, 75c. doz.
12 oz. " $1.25 "
16 oz. " $1.50 "

Manufactured By
GORMAN, ECKERT & CO., Limited
London & Winnipeg

Is there any reason why

Kandy Kid

Should not have attained the largest sale of any five-cent Pop Corn Confection in Canada?

The More You Eat
The More You Want

Made Only By

Clyde Fuller & Bro.
WINDSOR : : : ONTARIO

WAGSTAFFE LIMITED, HAMILTON

WAGSTAFFE'S FINE OLD ENGLISH NEW SEASON MARMALADE 1910 NOW READY

SEVILLE BITTER ORANGES AND BEST GRANULATED SUGAR ONLY.

Exact Reproduction of
The Most Modern & Up-to-date Fruit-Preserving Factory in Canada

NO PRESERVATIVES OR COLORING USED WHATEVER

That Quaker Salmon!

Try a can of QUAKER SALMON yourself. If you do not find it the best you ever ate, do not buy it. If you DO——

MATHEWSON'S SONS

WHOLESALE GROCERS

202 McGILL STREET, MONTREAL

The

"Eureka" Refrigerator

A Handsome Fixture

Write for Catalogue

The "Eureka" Patented System

is by long odds the most satisfactory for grocers and butchers. Merchants throughout the Dominion have pronounced it the most enonomical and effective.

Eureka Refrigerator Co., Ltd.

56 Noble Street (Near Queen St. Subway)

TORONTO

$ $ $ $ $ $ $ $ $ $

You Can Sell Lots of Holland Rusk

And there are good reasons why you should. Holland Rusk pays a profit that makes it worth while for you to put your salesmanship behind it.

HOLLAND RUSK The Dainty Dutch Delicacy

The real worth of any grocer—his standing as a merchant—is determined by his ability to sell his customers the goods that he knows will please his customers and return him a really worthwhile profit — such goods are Holland Rusk. Order a case to-day.

MacGREEGOR SPECIALTY CO.

Canadian Importers, TORONTO

Holland Rusk Co, Holland, Michigan, Sole Makers in America

JAPAN TEAS

WE ARE NOW SOLICITING
IMPORT ORDERS FOR
THE COMING SEASON

S. T. NISHIMURA & CO.

MONTREAL AND JAPAN

ARE YOU GETTING YOUR SHARE OF THE BENEFIT OF THE MONEY WE ARE SPENDING?

Our new advertising scheme is selling H.P. faster than ever.

Are you supplying your customers, or are they buying elsewhere ?

A post card to our agents will bring you a trial bottle and full particulars.

W. G. Patrick & Co., Toronto and Montreal.
R. B. Seeton & Co., Halifax, N. S.
W. H. Escott, Winnipeg, Man.
The Midland Vinegar Co., Birmingham, Eng.

H.P. SAUCE

Sardines That Sell

are those that have a guarantee on each tin !

Concord Norwegian Sardines

are finest small autumn fish only, packed, when freshly caught, in high-grade oil. Each tin is provided with an extra cover for use after it has been once opened. The care given in selection and packing has retained the natural delicate flavor of the fish in a remarkable degree. Order from any wholesale grocer, and don't forget the name CONCORD.

CCC
Norwegian Canned Goods

LIST OF AGENTS:
R. S. McIndoe, Toronto; A. H. Brittain & Co., Montreal; W. A. Simonds, St. John, N.B.; Watson & Truesdale, Winnipeg; Radigar & Janion, Vancouver and Victoria, B.C.

Here's the Name Selected for our New Brand of Sweet Pickles

O-EAT-A

STERLING BRAND

SWEET PICKLES

The above name was sent in by

ERNEST W. DUKE
123 Barton Avenue
TORONTO

to whom the $10.00 has been forwarded.

Watch this space carefully from week to week for announcements of STERLING BRAND GOODS.

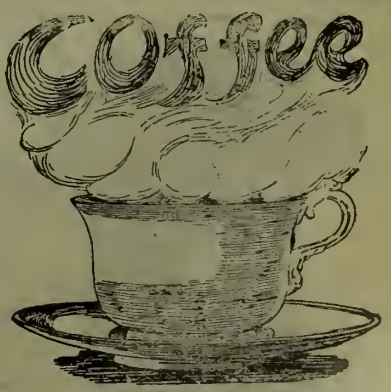
The T. A. Lytle Co., Limited
Sterling Road, Toronto.

Facts are Stubborn Things
and the fact that

AURORA COFFEE

is so much Superior to all the others is a valid reason why you should handle it! The aroma and flavor of "Aurora" Coffee are unsurpassed, and its retail price, 40c., leaves you a very good margin of profit. Stock up without delay.

W. H. GILLARD & CO., Hamilton, Ont.



BRANCH—SAULT STE. MARIE

We make a specialty of

Maple Flavor

For Manufacturers of Extracts
Syrups, Biscuits and Confectionery

STUART BROTHERS
Distillers Essential Oils, Etc.
NIAGARA FALLS - - - - CANADA

STORAGE IN HAMILTON

A new fireproof Storage Warehouse.
RACK FACILITIES
Every convenience to reduce the cost of handling Merchandise
IN BOND OR FREE
Lowest Insurance
Experienced Warehousemen
Accounts Solicited
Storage and Transfer Co., Limited
Hamilton - - - Ont.

HAVE YOU TRIED

MOLASSINE DOG and PUPPY CAKES?

MARVELLOUS FOR ERADICATING WORMS and Keeping Dogs in Splendid General Health

The "MOLASSINE" Dog Foods are the only Foods on the market which besides feeding, keep dogs healthy and improve their coats.

QUOTATIONS AND SAMPLES FROM

ANDREW WATSON, - Sole Importer
91 PLACE YOUVILLE MONTREAL

The White Mop Wringer

SELLS AND KEEPS SELLING

Because it never disappoints.
Because it does what we say it will.
Because it does what no other machine does.
Because it does perfect work; wrings drier and easier than any other device.
Each one sold is YOUR advertisement, creating more sales.

Every one knows this TRADE MARK, and that it stands for par excellence.

Write for particulars.

Made in Canada.
WHITE MOP WRINGER CO., : Fultonville, N.Y.

BRITAIN'S BEST JAM.

£250 CHALLENGE

Issued in "The Grocer" (London), August 14 1909, (repeated October 2, 1909), which did not elicit a single response.

"We are prepared to deposit £250 against a like amount that our New Season's Vacuum-Bottled Jams, as sold by grocers to the public, will surpass in excellence of quality and flavor any Jams made by any other firm in the United Kingdom, as sold by grocers to the public, which are free from Chemical Preservatives, artificial flavoring or coloring matters.

"Samples to be drawn from actual stocks held by grocers.

"This challenge remains open until Saturday, October 9th, 1909."

First British Vacuum Jam Factory.

Duerr & Sons, Old Trafford, Manchester, Eng

The Name Talks!

"White Moss" tells you just what delicious, scientifically prepared cocoanut you get when you order this brand. Mossy, perfectly shredded cocoanut, absolutely pure, and white as new-fallen snow.

It's the Brand to sell to please your critical customers.

The Canadian Cocoanut Co.
MONTREAL

ARCTIC Refrigerator

It does not matter a great deal what kind of a refrigerator you use. For they don't all refrigerate alike.

There are many good reasons why your refrigerator should be an ARCTIC.

These reasons have to do with the profits you make from butter, eggs and other perishables, and the degree to which you are able to satisfy your customers.

Arctic Refrigerators for all Purposes

JOHN HILLOCK & CO.
Queen and George Sts., TORONTO
Agents for Western Provinces: Ryan Bros., 147 Bannatyne Ave., Winnipeg

Wolverine **Show Cases**

The best show case made in America for the money.

Price, $4.50 per foot
f.o.b. Detroit

W. H. ESCOTT
141 Bannatyne Avenue
Winnipeg, Selling Agent

No. 100.
This case is finished in golden oak—Beveled plate top.
—Shipped K.D.—

Made by
Michigan Show Case Co., Detroit, Mich.

—BUY—

Star Brand

COTTON CLOTHES LINEN

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

Spring! Spring! Spring!

Time to clean up. Everyone is getting busy. Now is the season to feature the always-used Royal Polishes. The housewife finds numberless uses for them. Have you a good supply? Order immediately if not.

ROYAL POLISHES COMPANY
MONTREAL

DUST IS A GENERAL NUISANCE

BUT IT CAN BE AVOIDED BY USING

DUSTBANE

on sweeping day. "Dustbane," moreover, disinfects the room and restores carpets and rugs to their original freshness. The women swear by "Dustbane" when once they have used it. Get them on your side by selling "Dustbane." There's money in it for you.

Dustbane Manufacturing Co.
Boston, - Mass.

Canadian Factories: Winnipeg, Manitoba, St. John, N.B

Ask Your Wholesaler for These Goods

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W Cox, Geo. A. Morrow,
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - - - -	$1,400,000.00
ASSETS - - - - - - - -	2,162,753.85
LOSSES PAID SIN E ORGANIZATION	29,833,820.96

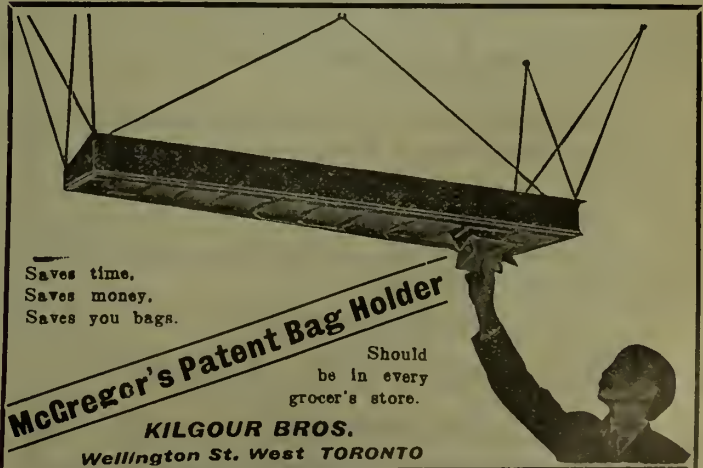
HOTEL DIRECTORY

HALIFAX HOTEL
HALIFAX, N. S.

THE GRAND UNION
The most popular hotel in
OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

ACCOUNTANTS

Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto; 465 Temple Building, Montreal



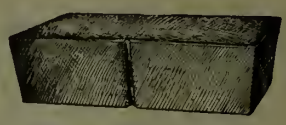
Saves time,
Saves money,
Saves you bags.

McGregor's Patent Bag Holder

Should be in every grocer's store.

KILGOUR BROS.
Wellington St. West TORONTO

MAPLE GOODS



Twin Block Maple Sugar
$3.00 a case.

Now is the time to sell them, and your customers will appreciate the best

Diamond Brand Maple Syrup and Twin Block Maple Sugar

are absolutely pure, known everywhere
and yield the grocer a fair profit.
Your jobber can supply you.

Sugars & Canners, Limited

MONTREAL

Sooner or Later

You will handle it.
Why not now?

The other enterprising grocer finds

SNAP

(The Magic Hand Cleaner)

A wonderful seller, because a cute and discerning public knows there is nothing so good as SNAP for chasing dirt, grease, stains, tar or paints from the hands.

Send an order along. You'll be surprised how SNAP sells.

ORDER FROM YOUR JOBBER

The Snap Co., Limited

MONTREAL

The Commercial Account Register

Enables you to do a Bigger Business at Less Cost.

FITS ANY SAFE

Besides practically cutting out book-keeping, it prevents disputes with customers, does away with the old-time pass books, collects your accounts, increases your business, absolutely prevents forgotten charges, pays for itself within a few months.

DROP A POSTAL FOR FULL INFORMATION

Commercial Register Co.

Successors to R. B. Belden & Co.

178-180 Victoria Street - - Toronto, Ont.

"Meadow Cream"——

Stands for Purity and Appetizing Flavor in the highest degree.

Meadow Cream Sodas

Represent the Purest and most Appetizing Soda Biscuit made in Canada.

The W. J. Crothers Co., Limited

Kingston, - - - - Ontario

BAIRD'S "Second-to-None" Pickles

So called because they are second to none for quality.

No other manufacturer has produced a better pickle at the price, and there are few as good.

GOOD, SOUND VEGETABLES and PURE VINEGAR

Low Price
High Quality

JOHNSTON, BAIRD & CO.
GLASGOW, SCOTLAND

GINGERBREAD

BRAND

MOLASSES

THE KIND THAT SELLS

This well-known Molasses is packed in tins—2's, 3's, 5's, 10's and 20's; in pails—1's, 2's, 3's and 5's, 10 gallon kegs, half-barrels and barrels.

When ordering from your wholesaler mention the above brand.

The Dominion Molasses Co., Limited

HALIFAX - NOVA SCOTIA

No Automobiles, Tin Spoons, or Crockery Culls

Given Away With

Made of Pure Grape Cream of Tartar

Contains no Alum

It's all quality

The Only Baking Powder of Established Reputation Selling at a Moderate Price.

W. D. McLAREN, LIMITED, Montreal

75,000 Gallon Pickles in Brine

This is at least one of the largest stocks held in Canada.

Kegs—1, 5 and 10 Gallon.
Bottles—Malt lever tops,and 40 oz. square.

Write for prices before placing orders elsewhere.

Thos. McCready & Son, Ltd., St. John, N.B.

Bonded Vinegar, Pickle and Spice Manufacturers.

Before Placing Your Order
Just See Our

"BANNER" 1910

MANY UNIQUE IMPROVEMENTS
MAKING IT UNDOUBTEDLY THE

Best Cold Blast Lantern in the Market!

FOR SALE BY ALL JOBBERS

Ontario Lantern & Lamp Co.
LIMITED
HAMILTON, - ONTARIO

The world's Best Shoe Polish

2 IN 1

Preserves the boots and makes them pliable. Is waterproof

Rapid Seller, leaving a good profit for you

Order to-day and don't delay

The F. F. DALLEY Co., Ltd.

Hamilton, CAN., and Buffalo, N.Y.

For Steady and Profitable Selling

THE BEST LAUNDRY SOAP IS

Richards Pure Soap

IT ALWAYS PLEASES AND LEAVES YOU A GOOD MARGIN OF PROFIT. HERE ARE OUR OTHER LINES:

QUICK NAPTHA SOAP SNOWFLAKE SOAP CHIPS
AMMONIA POWDER 100% PURE LYE TOILET SOAP

Forward! Another Advance

In Canada alone *our average increase* for the first nine weeks of this year was **7,106 lbs.** *more per week* than our sales during the corresponding weeks of 1909.

As the yearly consumption of Tea in Canada is 4 lbs. per capita, this means that **92,378** *new customers* have been made for **"SALADA"** *this* year, and this rate of increase has gone on year after year.

This is positive proof that **"SALADA"** has merit—that it is a real trade-winner. It is the one tea that can be absolutely relied upon year in and year out, to serve the public well.

Yearly sale over 20,000,000 packets

"SALADA" is not better tea because it has a reputation : *it has a reputation because it is better tea.* It offers you a sure road to quick profits, steadily increasing sales and pleased customers.

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Overstocking Cause of this Retailer's Failure

Whenever he Was Able to Buy a Little Cheaper in Large Quantities he Overloaded—His Assortment Became so Poor That Customers Eventually Began to Deal Somewhere Else—Turnover Not Proportionate to His Buying and he Gradually Got Behind in His Payments.

Failures in the retail grocery business are due to various causes and it is desirable that merchants should study these with much care.

A case recently occurred of a Canadian grocer going out of business and settling up with a compromise of 40 cents on the dollar because he did not pay scientific attention to his stock.

Neither the buying, storing nor interior arrangement of stock was scientifically done; mistakes ensued one after another, not because the grocer was unwilling to do his work properly, but because he did not know how.

These mistakes were costly and eventually he could not meet his payments.

One of his chief troubles was that of over-stocking in various lines, many of which were slow movers.

Here is how it happened: A traveler called on him one day to sell him canned goods—meats of various kinds, beans, etc.

This was a specialty salesman, but he sold through the jobbers.

He quoted his prices and made an appeal for a small order on two or three lines of the goods—enough to last three or four weeks at the current rate of selling of the retail grocer.

Objections were taken on the plea that the prices were too high—the grocer wouldn't purchase and the traveler wouldn't lower his prices, because he wasn't permitted to.

A few days later that same grocer purchased $100 worth of the same class of goods from the traveling salesman of another house.

How the salesman managed to get such a large order was because he quoted his goods at jobbers' prices, but there was the stipulation that certain quantities had to be taken.

Had small quantities been taken, his prices would have been the same as those of the competing house.

The grocer was so tickled at beating the first traveler and making a few dollars "clear profit," that he determined to buy in large quantities whenever he could obtain better prices.

When Drafts Had to be Met.

The result was that in the next few weeks he had laid in large stocks of many lines and had saved, in his estimation, quite a few dollars.

But the goods had been bought on 30 days' time and soon an account for $100 had to be met, whereas the grocer had scarcely made a turnover in those goods of $10 during the month.

There were also many other expenses and accounts to meet about the same time.

Following this up, more large drafts kept coming in from time to time; he had to pay for the goods that had been bought in large quantities.

But the turnover was not sufficient to meet them all and gradually the grocer kept running behind the scheduled time for making his payments.

Soon he found himself paying interest on overdue accounts, which, naturally, was disastrous to his business and to his financial standing.

Lack of Assortment.

Another of his unscientific methods was this: Unless he could obtain a better price on goods than his competitors he often refused to buy at all, even in small quantities.

This prevented him from keeping up his assortment.

Customers frequently called for goods which he did not carry and he substituted so often that gradually many of his best customers traded with competitors, and some even with mail order houses.

His assortment was so poor that he could not be depended upon.

Mistakes were also made in storing his stock and in arranging it on the shelves.

Enough attention had not been paid to sanitary conditions around the store.

Butter was carelessly handled, so that particular customers would not buy it; the grocer bought it promiscuously, and often it was of a poor quality.

This drove more customers away from the store.

In stocking his teas another error was made; he bought in large quantities, with the result that much of it lost its flavor and became stale before it was sold.

Customers began to complain about it and eventually some were lost simply on account of the tea—all of which meant several hundred dollars less turnover during a year.

With many lines, when a new shipment arrived, the old goods on the shelves were pushed back to the walls and fresh goods substituted.

This meant that later on these stale goods—very stale now—brought numerous complaints, and were the cause of losing more customers.

No study was made to determine what goods imparted their flavors to others or absorbed the flavors of other goods.

Spices, teas, lemons, coffee, etc., were piled promiscuously, while no care was taken in the storeroom to keep all goods away from the coal oil tank.

The flavors of many goods were spoiled before they left the store, and consumers who dealt there lost confidence in them.

Why He Failed.

Because he did not attempt to do business on a scientific basis, he did not study his own interests in buying; he did not look to the arrangement of his stock, neither in the store-house nor in the store.

He was carried away by the fact that he was buying rather cheaply in large quantities; he did not consider his turnover, and was not able to meet his payments when they fell due.

He was one of those retailers suffering from the carrying of too large a stock when his trade did not demand it.

He forgot or did not know that the quick turnover of stock, even at a fair profit, was one of the requirements of a successful business.

Too much capital had been tied up in the business in what might be called dead stock—since much of it was not turned over in months.

The only ultimate result of doing business on such an unscientific basis was—failure.

And he failed.

SUGAR REFINERY PROJECT.

St. John, N.B., March 15.—The bill to permit the common council of the city to grant a free site to F. C. Durant for the erection of a sugar refinery will be presented to the local legislature this week and unless some unforeseen obstacle should arise the project will go through. The matter has already been approved by the Dominion parliament on the recommendation of the railway department which has transferred a portion of its property at the Ballast wharf to Mr. Durant to further the scheme.

With the view of inducing new industries to come to St. John, the board of trade has asked the council to seek to have the act relating to new industries amended so that more could be offered in the way of exemptions to manufacturers, who might locate here. It is also proposed to assist manufacturers already here who may wish to enlarge their plants.

A HARD LUCK TALE.

Jas. Murray, a young Woodstock, Ont., grocery clerk, last week packed all his worldly goods in a box car and started for Saskatchewan, where he was going to take up land. The car in which he was riding, along with his outfit, was burned at Barrie through the upsetting of a lantern, and everything in it was destroyed. The stock included six horses, three head of cattle, and some hens. A fur-lined overcoat, with $60 in one of the pockets was also lost, while Mr. Murray himself very narrowly escaped death buy burning.

Western Mail-Order House Competition Alarming

Movement Fermenting Among Retailers to Bring About Co-operative Buying in Order to Offset This Competition — Complaint That Some Manufacturers and Jobbers Sell Direct to the Big Department Stores—Meeting at Brandon.

Brandon, March 16.—At the present time there is much unrest among the retailers of the west. In fact, the restlessness has been felt for some years, but it is taking on new form just now.

The causes are chiefly two. One is that the small retailer by a combination of circumstances, is forced to pay high prices for his goods in comparison to the dealer who is located in wholesale centres. He is made to believe that the expense of shipment and the smallness of the quantity warrants the manufacturer or wholesaler in stipulating a higher price. The result of this leads to the second cause for the present agitation, and that is, that the retailers cannot compete with the mail-order houses in the matter of prices.

The effort is not to form an association among retailers for the purpose of issuing a catalogue as a retaliation on the mail-order house, as is the case with the merchants of Winona, Minnesota. Nor is the present tendency of the merchants to merge their interests in one huge concern in order to buy in larger quantities, as was the case with the merchants of Cartwright, Man., about three years ago. This latter endeavor, however, was the beginning of organized effort to compete with the mail-order house, but, unfortunately, it was not a success for reasons entirely foreign to the principle of co-operation.

It, however, laid the basis for a movement that may yet realize its ambitious objects.

On the evening of March 9, about twenty retail merchants of Manitoba and Saskatchewan, met in Brandon to organize a Retail Merchants' Buying Association.

The 'Selling Direct' Trouble.

The partiality shown by jobbers and manufacturers to mail-order houses was severely commented upon, and in order to put themselves on a fair competitive footing, the trade decided to organize for the purpose of buying at more advantageous rates, and thus combat the inroads of the catalogue houses. H. E. Hill, general merchant, Hartney, Man., was appointed chairman and W. McLandress, Redvers, secretary.

The scheme, as was partially planned, was to establish a buying and distributing station for all the merchants who wished to connect themselves with the movement. Just where this station is to be was not decided, but it is contended that to make the idea feasible it will have to be Winnipeg.

A committee consisting of H. E. Hill, G. W. Stockton, Carlyle, and G. S. Munro, general merchant, Reston, was named to circularize the retail dealers and inform them of the object of the association with a view to co-operation in purchasing, so as to secure better rates.

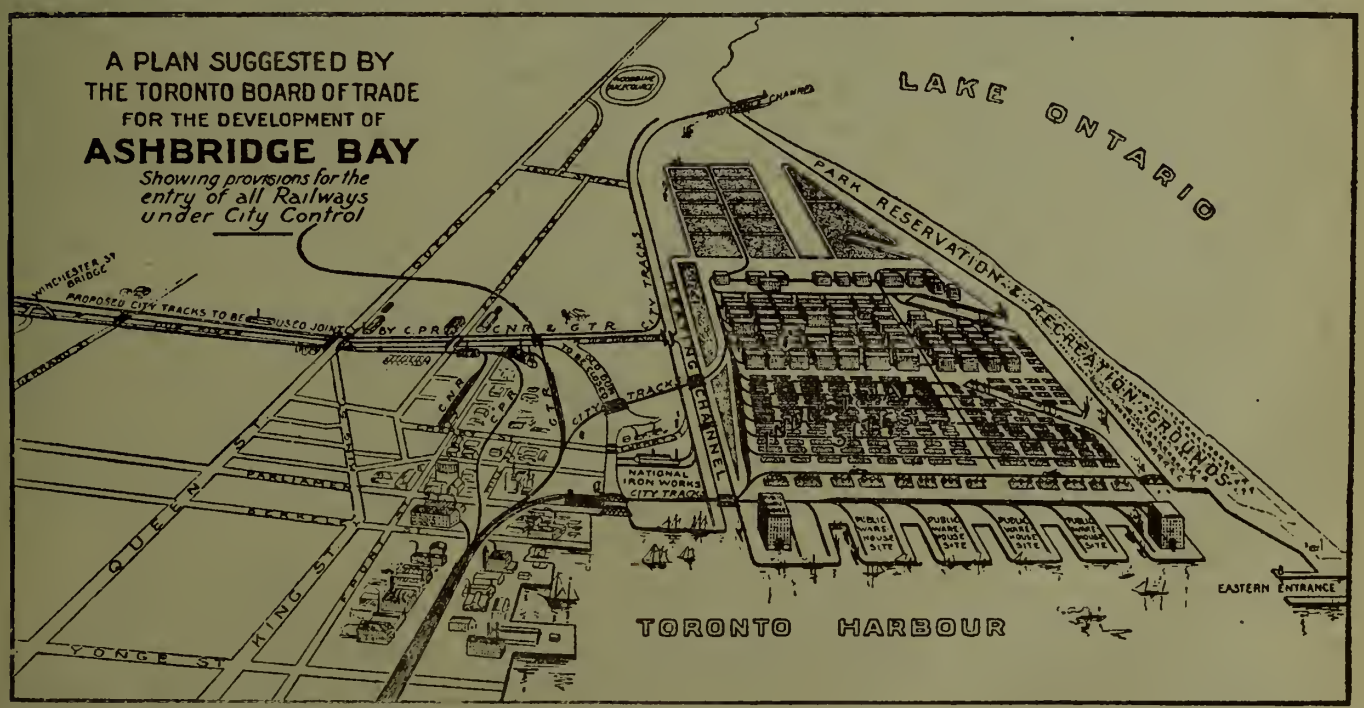
It is argued by some that the co-operative buying scheme cannot work out successfully without a co-operative selling system, and in the light of this criticism the new adventure will be interesting to follow.

Movement is Widespread.

To show that the new tendency is widespread, it is interesting to note that at the time of the meeting in Brandon, a retailer living in Killarney, Northern Manitoba, issued a circular letter to about twenty-five of his fellow merchants, outlining a similar scheme as that proposed by the merchants who met in Brandon.

The Killarney merchant suggested that sometime during March a meeting of retailers, consisting of a representative dealer from about twenty towns should be held providing the responses to his letters were sufficient to warrant such an action.

Since the movements in both centres are identical, they will likely be joined together.



At a luncheon given by President W. J. Gage to members of the Board of Trade, Toronto, recently the following resolution was unanimously passed :—

"Whereas the Board of Trade of the city of Toronto consider the control of the waterfront in and contiguous to Toronto is essential to the commercial development of the city ;

"And whereas no satisfactory plan of development can be devised and carried out without permanent concentration of authority ;

"And whereas the proper development of the waterfront will enrich the city many millions by enhancing the actual value of its property in Ashbridge's Bay and elsewhere ;

"Be it therefore resolved that this meeting most strongly urges placing the management of our waterfront in the hands of a commission, and that the Secretary be instructed to forward a copy of this resolution to the Mayor, Board of Control, and Council of the city of Toronto, with a request for immediate action."

Practical Methods Used in Retail Grocery Stores

Price-cutting and Rebating in British Columbia—Talk of Summer Half Holiday —Device of London Grocer for Turning Lights Off in His Store at a Certain Time—Something Original in Window Dressing.

Half-holiday Question.

Lindsay, Ont., March 17.—The time is fast approaching when the question of early closing will be again before the grocers. It is understood that this summer the grocers will consider arranging for a half-holiday on which to run an excursion and have a day of sports. To make such a day an annual affair might not come amiss and would tend to establish a deeper and more friendly relationship between the clerk and the employer.

Thirty Feet of Plate Glass.

Berlin, Ont., March 17.—One of the recent additions to the retail establishments of Berlin is the grocery store of George Faber. The store is located on Weber Street, West, near the Grand Trunk station. It has a frontage of over thirty feet, practically all glass, giving it an exceptionally fine appearance, which is enhanced by the tastily-arranged and clean stock. Mr. Faber formerly conducted a grocery store, but sold it to start a factory for the manufacture of aluminum ware, with two brothers, but recently disposed of his interest in that business to return to his first love, the retail grocery business.

Price-cutting and Rebating.

Vancouver, B.C., March 15.—Manufacturers of some of the standard brands of flour are annoyed at the action of some grocers in Vancouver cutting the price from the regular quotation of $1.90 to $1.75. It is done to entice business, the reduction in such a prominent staple acting as quite an inducement. The flour is sold with a fixed retail price, so as to make it fair to all grocers, but even this is not carried out. A traveler for one of the Manitoba houses found his flour advertised thus in a window, and it may be that some action will be taken, if it is found possible.

Along this line, the remarks of another traveling salesman might be quoted, though the truth to offenders might not be palatable. He said that there was too much cutting into another's business in what he considered a manner not legitimate. For instance, a large grocer here has been buying from a certain wholesale house for years. Another wholesaler comes along and asks for his business or a part of it, and when it is seen there is not much chance of a change swings the scales with an offer of a gunny of sugar with every order of so much. The prospect of getting something for nothing wins the day.

Lights Turned off by Alarm Clock.

London, March 17.—"The best ad. we've got," is what John S. Cummings, manager of John Diprose's No. 1 grocery on Dundas Street, says of their plan of window illumination at night. The windows of this store have been dark for some nights, and enquiry was made if the plan had been dropped. It appears, however, that John Cummings' alarm clock, which shuts off the electric lights at a certain hour, is out of order, but it will soon be repaired.

The windows of this store, as well as Mr. Diprose's other two stores on Dundas and Richmond Streets, are always dressed in a particularly attractive manner, and they are generally well lighted till late in the evening. All three stores are situated where large numbers of people pass during the evening, and although they close early, there is no doubt that many sales are made next day on the strength of the display of the previous evening. Oranges and other fruits are used extensively, and the price tickets are not forgotten. New lines of goods and seasonable articles are often given an introduction in this way to prospective buyers.

"I used to have two clocks," said Mr. Cummings, "one to turn on the lights at half-past eight, and the other to turn them off."

"Do they never fail?" he was asked.

"Only twice, the lights burned all night."

"What does it cost you?"

"About 38 cents per night."

The plan is not followed by many grocers in the city, presumably for lack of a clock arrangement. They naturally will not go to the considerable inconvenience of coming up town from their homes to turn off lights late at night.

Viaduct Made of Canned Soups.

Toronto, March 17.—Something unique in window display was shown last week by R. Higgins & Son, Yonge Street, consisting of soups and condiments so formed as to represent the much-talked-about Yonge Street viaduct. The pillars were built up with the soup cans, and railway tracks were graded over the viaduct. The display also showed a locomotive with cars attached, loaded with soup. A number of miniature automobiles, as well as delivery carts, were in the foreground all loaded with cans of soup.

The whole scene was flanked and backed up by pyramids of the same goods. These, with large dummy cans and handsome red and white banners, together with show cards, etc., made an effective display and caused considerable talk among those who saw it. It also increased the sales of canned soups in the Higgins' store.

R. H. Patchett, with R. Higgins & Son, was the artist who dressed the window and originated the idea of the viaduct.

Combating Mail Order Houses.

Hamilton, March 16.—"The retailer who is not afraid of work, and is willing to use both his brains and his hands in building up his business, need have no fear of big store competition," remarked a business man here recently. "It is not the progressive merchant who is hurt the worst; it is the man who fears to try some new plan for fear it will fail. The retailer with plenty of backbone will try one thing after another, knowing that a plan which will interest some people will not appeal to others. He does not try one plan, then give up the fight and croak about the mail order houses ruining his business. That is exactly the kind of advertising that kind of house wants. They are progressive, and are going after customers every day. The more you whine about them the surer your customers are that you cannot sell in competition with them.

"Some say the best thing to do is to never mention them to your customers, as it only advertises them that much more, but that depends upon how you mention them. If you are always croaking about how they are ruining your business, you are advertising them. If, on the other hand, you are always able to tell your customers of some new thing you have to sell which is just as cheap as the catalogue houses offer it, or a little cheaper, or of better quality, you there have a talking point which gives you an advantage, and as you are on the ground and talking direct to your customer it ought to be an easy matter for you to compare your goods with those in the big store catalogue for an hour at a time and still show that the customer can save money trading at home, quality considered.

"The first thing you need for this big fight is to make a thorough study of the store catalogues and compare prices with your own. Do not take the word of anyone else as to what the big store people ask for the same kind of goods you handle. Look at the figures, and the more you study the figures and the goods described, the more confidence you will have in your own ability to sell goods."

TRADE NOTES.

E. Dion, merchant, Valleyfield, Que., is adding a confectionery department to his business.

Primeau Bros., grocers, Valleyfield, Que., are adding an account register to their store equipment.

At a representative meeting of the merchants of Fredericton, N.B., held recently, it was also decided to hold another meeting at an early date to discuss the advisability of forming a Business Men's League and of holding a Merchants' Week.

Figuring Waste in Meats When Fixing the Prices

Writer States that Average Grocer Does not do This—Loss in Shrinkage and in Waste-Ends—Mistakes Made by the Careless Grocer in Cutting Prices—In Many Cases He is Selling at an Actual Loss.

By Victor Lauriston.

"I don't believe," declared a grocer the other day, "that the average grocer has any conception of the actual cost of the meats which, in this day of high prices, he still sells as a rule at the same figure as he did a few years ago.

"To my mind the meat trade is something which needs the closest attention to make it profitable. Even with the closest attention the risks of loss are great.

"I don't think," he concluded, "that the average grocer pauses for a single moment to take into account his inevitable loss through waste."

All of which affords food for thought.

Does the grocer who handles meat products—and pretty nearly every grocer does handle them—ever ponder upon the inevitable loss involved through waste, and has he any conception of the amount of shrinkage which takes place?

Take the item of cooked ham, for instance. A few years ago cooked ham, bought for about 18c a pound, was retailed at about 30c, affording a comfortable margin of profit. At the present time it costs from 22c to 25c. In fact, after allowing for removal of the skin, the cost figures all of 26c in many cases. But it is still sold at about 30c.

Loss From the Waste-End.

This would not be so bad were all the ham sold at this price. But with every ham there is a waste-end for which, in the average small city, to say nothing of country towns, the grocer is glad to receive as low as 10c lb., where it does not become a dead loss. In large cities there is usually a good demand for ends. There is a certain class of people who make a practice of buying them, enabling the grocer to maintain a fair price. But in the small city or town there is no such class; with the result that the grocer sells for what he can get.

The size of the waste-end varies, depending largely on the way the ham is cut. In some cases it may run as high as a pound; but half a pound is a fair average. Even half a pound at 10 cents serves to pull down the retail price per pound quite a bit nearer the price the grocer pays.

Then there is the problem of shrinkage. The shrinkage depends upon the age of the ham. the manner in which it is kept, the speed with which it is disposed of, and other items to which the grocer is apt to give little thought. Enquiry of a grocer who has thought upon this matter brings forth a startling statement.

Loss From Shrinkage.

"A twelve-pound ham will shrink one pound in a week," he stated.

This statement, moreover, was based, not on guesswork, but on actual investigation, he claimed. The shrinkage, as stated, depended on the conditions under which the ham was kept, and how much air it got. If there was not enough air, the ham would mould; while if it were kept in a draft sufficient to prevent it from moulding, the loss would be as the grocer had stated—one pound a week.

Rather a novel dilemma? but the condition is one which, to a greater or lesser extent, applies to most of the lines carried in the meat-dealing grocer's stock in trade.

Where meat is, as in the case of cooked ham, the problem of waste calls for exceptional watchfulness. The loss of a small section of canned corn beef will eat up the profits upon many pounds.

In no branch of the grocery trade does cleanliness count so high; and the buyer who for anything else would be content to go away and let the grocer put things up himself, is apt to stand by watchfully while his meat is being sliced. Whoever else may be willing to take it, he for one doesn't want the fag end, while he is on his guard against any part of the "main chunk" that looks suspicious to his hypercritical eyes.

Strict cleanliness must be observed, and waste of any kind guarded against. With even the most careful grocer, there is bound to be waste to some extent.

The Mistake of Cutting Prices.

To the careful grocer, it is a hardship that a large number of grocers never think of these things, and never stop to calculate just what effect waste has upon the ultimate cost and profit. To such grocers cooked ham—to revert to that topic—simmers down to the following business proposition, at least in one particular instance:

Purchase price per lb.....	24c
Selling price, per lb.....	30c
Profit, per lb.....	6c

Nor does such a grocer ever reflect that the amount of ham which he buys at 24c (more or less), is likely to differ as much as a couple of pounds from the amount which he sells at 30 cents, and to differ, too, to his own disadvantage.

The hardship to the careful grocer lies in the fact that his careless and non-reflecting contemporary, relying upon the superficial figures just given, religiously believes that he can now and then cut his cooked ham to 28c, or even 25c, and still sell it at a slight but safe margin over his original investment. Such competition is all the more regrettable in that it is based upon a wrong conception of the exact financial status of the meat trade, and that the grocer who cuts is doing so, not merely to his fellow-grocer's detriment, but also to his own.

FITTING A MODERN GROCERY.

Halifax, N.S., March 16.—The new commodious grocery of T. F. Courtney & Co., was opened to the public last week. The new store is considered to be one of the most modern and finely fitted groceries in the city. Everything about the premises is of the most up to date kind. During the opening day hundreds of persons visited the premises and enjoyed the refreshments and the music furnished by an orchestra.

The building is situated at the corner of Jacob and Brunswick Streets and is quite an addition to the north end of the city. It is a four story brick structure with red stone facings, and is decidedly attractive. The store is the centre of attraction, as it is brilliantly lighted by a multitude of electric lamps, the shelves are well filled and the fixtures show up to good advantage. Modern bins are used for biscuits and other goods carried out of packages. The smaller bins have mirror fronts. The cases are of oak, which is the wood used in all the fixtures, a pleasing uniform effect being obtained.

The big oak refrigerator is one of the features of the store. About a half ton of ice can be stored in it. It contains self-contained compartments and is well ventilated. Silent salesmen hold the tobacco goods and the confectionery.

Automatic scales are on several of the counters. The mechanism of these visible from both sides of the counter and they do their work swiftly and with absolute accuracy. The counters are detached, with spaces between for passage and there is much window space for the display of goods. The spacious appearance of the store is intensified by the absence of pillars, one in the rear of the shop being the only obstruction. The floors are of hard wood, and the building is heated throughout with a modern system of hot water. The firm have also installed a modern electric coffee grinder, which will turn out a pound of ground coffee in fifteen seconds.

A DOZEN MAXIMS.

The following twelve maxims formed part of the will of Meyer Anslem Rothschild, the founder of the great banking house at Frankfort:

Seriously ponder over and thoroughly examine any project to which you intend to give your attention.

Reflect a long time, then decide very promptly.

Go ahead.

Endure annoyances patiently, and fight bravely against obstacles.

Consider honor a sacred duty.

Never lie about a business affair.

Pay your debts promptly.

Learn how to sacrifice money when necessary.

Do not trust too much to luck.

Spend your time profitably.

Do not pretend to be more important than you really are.

Never become discouraged; work zealously and you will surely succeed.

The Canadian Grocer

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THE LATE W. H. SEYLER.

The Grocer wishes to acknowledge—and state its appreciation of—the many expressions of sympathy that have been received in connection with the death of the late W. H. Seyler.

In common with a large circle of friends in the trade, the staff of this and the other MacLean papers feel his loss keenly. The bereaved family have found a great deal to comfort them in the numerous evidences of the esteem in which the late Mr. Seyler was held by those with whom for years he came in almost daily contact in a business way.

DRIED AND CANNED FRUITS.

With the housewife's stock of home made fruits running low in many cases, grocers should give some extra attention to canned and dried fruits just now.

Prunes, apricots, pears and peaches are among the dried fruits that should be good sellers, as well as canned apples, plums, pears, peaches, etc.

How to attract buyers is a question which naturally arises and one of the best answers is through the window display. A few clean, attractive trims using the above mentioned articles are bound to bring business especially if a few price tickets and show cards are utilized.

The show card might be used to describe the uses of the goods shown while price tickets are often alone responsible for making sales.

In addition to the displays, the selling plan should be backed up by some strong talking points in the local paper or if there is no paper by means of circulars. Dried and canned fruits will sell and sell well until we again hear from the strawberry growers. What is needed is some energy behind the selling plan and some judgment.

LICENSE FEE IN B. C.

In last week's issue reference was made to the repeal of objectionable features of the British Columbia Extra-Provincial Corporation Act, and the new act now in force.

The features which did not appeal to manufacturers were that Canadian business houses holding Dominion charters, or charters from any of the other provinces were forbidden to do business in British Columbia through travelers, agents or commission houses, until they had first secured a license at a cost of from $25 to $250, according to capitalization, under penalty of a heavy fine per diem, coupled with a refusal to concede any status to such a company when attempting to use the British Columbia courts to collect debts.

Under the new act it is stated that taking orders for, or buying or selling goods by travelers or by correspondence, so long as the company has no resident agent or representative and no office or place of business in British Columbia, shall not be deemed a carrying on of business within the meaning of the Act. Firms doing business through a branch, a commission house, a broker or resident agent, or who carry stock in the province, must provide themselves with a license, but those confining their business to such sales as may be effected through correspondence or through travelers not residents of British Columbia are exempt.

Another section provides a penalty of $50 per day for every company doing business illegally, and states that so long as it remains unlicensed it shall not be capable of maintaining any action, suit or other proceeding in any court in British Columbia in respect of any contract made in whole or in part within the province. There is, however, a proviso to the effect that upon the granting of a license, any action, suit or other proceeding may be maintained as if such license had been granted before the institution of any such action, suit or other proceeding.

For a company whose nominal capital does not exceed $10,000, the fee applicable to extra-provincial corporations, is $25.

For a company whose nominal capital exceeds $10,000, the fee of $25 shall be paid with the following additional fees: For every $5,000 of nominal capital or part of $5,000 after the first $10,000 up to $25,000, $5; for every $5,000 of nominal capital or part of $5,000 after the first $25,000 up to $500,000, $2.50; for every $5,000 of nominal capital or part of $5,000 after the first $500,000, $1.25; provided that companies having less than 50 per cent. of their capital invested in British Columbia may commute the fee applicable under the above schedule by a flat payment of $250.

PROTECTING RETAIL PROFITS.

At a meeting some time ago the London Retail Grocers' Association passed a resolution condemning the sale at 10 cents apiece, of goods costing $1 per dozen.

Recently the wholesale price of a well-known proprietary article that has always retailed at 10 cents per six-ounce tin was advanced by the manufacturers from 75 cents to $1 per dozen, subject to a trade discount of 5 per cent. in five case lots.

The London association has decided that its members would in future retail this article at 12½ cents per six-ounce tin.

At the old price of 75 cents the retailer made a gross profit of 45 cents or 60 per cent.

At the new price of $1, if he still sells at 10 cents a tin, he makes 20 cents or 20 per cent. This is increased to 26 per cent. gross, providing he buys in five-case lots.

At the selling price of 12½ cents per tin London retailers get $1.50 per dozen, or a profit of 50 per cent. on single case lots.

One reason the manufacturers give for advancing the price is that the cost of production has increased, due to the adoption of a new and improved formula that means a material betterment of quality. They purpose advertising extensively this improvement in the goods.

Higher quality furnishes an argument that will assist the London dealers in selling at the price they have decided upon.

The action of the London association reflects a growing feeling on the part of dealers generally that their profits must be protected. The Grocer hopes that it indicates a movement toward that time when we will see a better equalization of profits than at present. Now some lines of goods paying real good margin are expected to bear the burden of retailing expense on other lines that are actually handled at cost or even less.

WILL THERE BE TARIFF WARFARE?

If one can judge from the despatches which are being sent from Washington by the special corespondents of the daily newspapers, a very acute stage has been reached in regard to tariff matters between Canada and the United States.

The United States undoubtedly wish to take advantage of the provisions of the Payne-Aldrich tariff to squeeze some concessions from Canada, but in the event of this country refusing to comply with this wish, we can scarcely conceive it to be possible that it will bring down upon us the provisions of the maximum clause of the tariff.

The Globe's special correspondent at Washington said a few days ago, "that the view of the President's advisers seems to be that the crisis might be averted if Canada offered even a short list of articles on the intermediate schedule now given to other countries." He also said that "They see no other possible escape from the application of the maximum tariff."

This is rather throwing the onus on Canada, and not only that, but, by implication at least, would tend to give the impression that the President of the United States, under the conditions as they exist to-day, has no alternative other than to apply against Canada the maximum tariff. The clause in the maximum tariff which is designed to govern the action of the President of the United States in regard to the matter declares in brief that the maximum tariff shall only be levied against the government of any foreign country which unduly discriminates against the United States or the products thereof.

It has not been proven that Canada unduly discriminates against the United States. At any rate it does not appear that the special commissioners whom President Taft sent to Ottawa made any such discovery. No official statement has yet been given out, but the little that has leaked out does not at any rate infer that they did. In fact, the New York Journal of Commerce and Commercial Bulletin, which had a special correspondent in Ottawa during the negotiations, declared that the United States delegates would unequivocally urge President Taft to tentatively, at any rate, accept any proposals which the Canadian Government may make and to leave the matter open for further discussion and for a larger scheme of adjustment.

A tariff war between the two countries would be a serious thing. Tariff wars, like actual warfare, cannot be waged without injury to both parties. Those which have broken out between continental European countries in years gone by prove this.

While the onus for any such warfare cannot be accepted by Canada, if there is anything she can do to prevent it without sacrificing her principles or her dignity she should do so. The spirit of compromise is a good thing for nations as well as for individuals. But Canada cannot consider anything which would result in injury to any phase of her industrial life. Public opinion would not for one moment countenance it. Canadians have not yet forgotten the tariff treatment that has been accorded them and is still being accorded them by the United States, and they are in no mood to submit even to the appearance of dictation from that country.

If Canada had discriminated against the products of the United States the trade returns would certainly show it. For every $2 worth of goods which we buy from them they in return only buy $1 worth from us. And we are to-day their third best customer.

The average percentage of the duty collected on the $180,000,000 worth of goods imported from the United States last year was 12½ per cent., which was only a small fraction of one per cent. higher than the average levied on goods imported from Great Britain, which of course enjoys a preference in our market. As the average duty on imports from all countries was 16½ per cent. it can readily be seen that the average rate levied on products from the United States is lower.

No less than $80,500,000 of our imports from the United States last year were free of duty while from Great Britain the value of the free imports was only $18,500,000. To put it in other words, of our total imports from the United States 57 per cent. were free and from Great Britain only 25.

It is a significant fact that Canada's importations from Great Britain since 1897, when the preference went into operation, have not grown as rapidly as have the importations from the United States. In the one instance the increase up to March 31st, 1909, was 58 per cent., while the increase in the importations from the United States during the same period was no less than 65 per cent. During the period of 13 years our imports from the United States have increased three-fold, while their purchases from us during that same period have scarcely doubled.

If any country has reason to complain it is Canada, and we can quote no less an authority for saying this than the New York Journal of Commerce and Commercial Bulletin, the largest and probably the most influential daily financial and commercial paper in the world. In its issue of March 11th it made this significant statement: "Tariff war is what we have been inflicting upon Canada ever since 1890 and earlier. Every tariff since 1890, except the Wilson Act (and even that in certain particulars) has made it harder for Canada to do any business in the United States."

The so-called minimum tariff of the United States is after all but a subterfuge. It is, as the New York Journal of Commerce says, "nothing but the general tariff, and concedes nothing." If the worst comes to the worst and the United States is determined to levy the maximum tariff against this country, we shall have to make the best we can out of it. If the maximum goes into force against us there will be no alternative for us but to put into operation the surtax of 33 1-3 per cent. on the tariff, which for seven years was imposed on the importations from Germany.

While tariff warfare between Canada and the United States is something that all right thinking men should deplore, and try to prevent, Canadians cannot forget that the tariff poison which the United States administered to Canada in the McKinley and Dingley tariffs proved a tonic to the industrial life of this country.

It is understood that President Taft is of the opinion that were it not for the treaty Canada has with France, which grants that and thirteen other countries favored nation treatment in this country, there would be no obstacle whatever in the way of exempting Canada from the operations of the maximum tariff. But the treaty with France was not designed to discriminate against the United States.. It was negotiated some three years ago and was practically closed then, ratification only being suspended in order that certain little inequalities might be rectified. Canada as a self-respecting nation could not refuse to ratify the treaty at the eleventh hour because of a possibility that the United States would not look upon it with favor.

If President Taft is anxious to prevent tariff warfare with Canada, and it is said that he and his Cabinet are anxious to prevent this, he should not have to seek far for a reason for not putting the maximum tariff in operation. The leading men of the United States, business, professional and political, to say nothing of the strongest newspapers, would be at his back. It is to be hoped that these interests will be sufficiently strong to influence him in his ultimate action.

The Markets—Not Much Business Doing in Sugar

Retailers Stocked Heavily Before and During the Advances—Market Still Maintains Its Strong Position—Prunes Moving Out Well—Rice a Good Seller—Keen Demand Yet for Beans.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—

Canned Tomatoes—Advanced.
Sugar—Steady Market.
Molasses—Good demand.
Peas—Weaker market.

Montreal, March 17, 1910.

An advance in tomatoes is the feature of the markets this week. Demand has been so strong, and so steady, that the higher price demanded will be paid without question. The high prices asked for meats is responsible in a large measure for the continued activity in canned goods. Canned lobsters are quoted this week—the new season fish.

Sugar is steady, with an advance more likely than a decline. Dried fruits are in good demand. Molasses continues a seller, with syrups less active. Nuts are firm. Teas are steady. Beans are strong and peas weak.

Sugar—The markets are firm, with no change since last week in the general situation. At present an advance seems much more likely than a decline.

Granulated, bags	5 05
" 20-lb. bags	5 15
" Imperial	4 80
" Beaver	4 80
Paris lump, boxes, 100 lbs	5 85
" " " 50 lbs	5 95
" " " 25 lbs	6 15
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls	5 75
" " 100 lb. boxes	5 85
" " 50 lb. "	5 95
" " 25 lb. "	6 15
" " 5 lb. cartons, each	0 37½
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37½
Extra ground, bbls	5 50
" " 50-lb. boxes	5 70
" " 25-lb. boxes	5 90
Powdered, bbls	5 30
" 50-lb. boxes	5 50
Phoenix	5 50
Bright coffee	5 00
No. 3 yellow	4 90
No. 2 "	4 80
No. 1 " bags	4 65

Bbls. granulated and yellow may be had at 5c. above bag prices.

Syrups and Molasses—Wholesalers report smallr demand for syrup this week than for some time. Business during the greater portion of the winter has been particularly good. Molasses continues to move out freely, demand being for small lots chiefly.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 36	0 38
" " " barrels	0 39	0 41
" " " half-barrels	0 41	0 43
New Orleans	0 27	0 28
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03¾
" 38½-lb. pails		1 80
" 25-lb. pails		1 30

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GUELPH : : : : : ONTARIO

Cases, 2-lb. tins, 2 doz. per case	2 50
" 5-lb. " 1 doz. "	2 85
" 10-lb. " ½ doz. "	2 75
" 20-lb. " ¼ doz. "	2 70

Tea—More inquiry for Japan teas is reported this week, and demand is for somewhat larger lots than in past weeks. Ceylons and Indians are still firm in tone. A few lots of China greens, chiefly Young Hysons, Pingsueys and Pingsuey gunpowders were purchased at low prices, and offered at attractive figures, but the market was not affected materially.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 25	0 28
Good common	0 21	0 23
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Dried Fruits—Advices from California state that the markets are still quite firm for prunes and raisins. Locally prunes are selling freely, spring demand causing considerable activity. Prices here rule steady. Stocks of Valencia raisins are running low and prices are firmly held. Cheap to medium grades of Malaga raisins have been moving freely, but stocks are practically exhausted. Some lots are on the way, however, and will be received shortly. Currants are featureless. The demand for dried fruits generally has been satisfactory of late.

Currants, fine filiatras, per lb., not cleaned		0 05½
" " cleaned		0 06½
" Patras, per lb	0 07½	0 08
" Vostizzas, per lb	0 08	0 09
Prunes—		
40-50		0 09
50-60		0 08
60-70		0 07
70-80		0 06½
8 -90		0 06
90-100		0 05½
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
Old seeded raisins		0 06
California, choice seeded, 1-lb. pkgs		0 07
" fancy seeded, 1-lb. pkgs		0 09
" loose muscatels, 3-crown, per lb	0 07½	0 08
" " 4-crown, per lb	0 08½	0 09
" sultana, per lb	0 07½	0 10
Valencia, fine off stalk, per lb		0 05
" select, per lb		0 06½
" 4-crown layers, per lb		0 06½

Coffee — Increasing business is being done in staple lines. No reports of special interest have come to hand during the week.

Mocha	0 18½	0 25	Santos 0 14 0 17
Rio, No. 7	0 10	0 12	Maracaibo 0 15 0 18

Spices—There has been no developments in the situation since last week. Demand is fair.

	Per lb.			Per lb.	
Allspice	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20
" ground	0 15	0 19	Mace		0 75
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 22
Cream of tartar	0 23	0 32	" white	0 22	0 29

Rice and Tapioca—The recent decline in the prices of rice has stimulated buying to a marked degree, wholesalers stating that sales are still being made largely as a result of the drop. Tapioca is quiet.

Rice, grade B, bags, 250 pounds	2 75
" " " 100 "	2 75
" " " 50 "	2 75
" " pockets 25 pounds	2 85
" " ½ pockets, 12½ pounds	2 95
" grade c.c., 250 pounds	2 65
" " 100 "	2 65
" " 50 "	2 65
" " pockets, 25 pounds	2 75
" " ½ pockets, 12½ pounds	2 85
Tapioca, medium pearl	0 04½ 0 04½

Evaporated Apples—Some wholesalers are quoting figures somewhat lower than those listed hereunder, but the majority of houses are asking these prices. There is little buying in view of possible lower figures due to rather large local holdings.

Evaporated apples, prime	0 08	0 08½

Nuts—Shelled walnuts are very strong, although there is no actual change in prices to be announced. Peanuts continue strong, while other lines are normal.

In shell—		
Filberts, Sicily, per lb		0 13
" Barcelona, per lb		0 10½
Tarragona Almonds, per lb	0 12	0 13
Walnuts, Grenobles, per lb	0 13	0 14½
" Marbots, per lb		0 12½
" Cornes, per lb		0 11½
Shelled—		
Almonds, 4-crown selected, per lb	0 32½	0 35
" 3-crown " "	0 31½	0 33
" 2-crown " "		0 30
" (in bags), standards, per lb	0 26	0 27
Cashews	0 15	0 17
Peanuts—		
Spanish, No. 1		0 12
Virginia, No. 1	0 13	0 15
Pecans, per lb		0 65
Pistachios, per lb		0 75

Beans and Peas—Beans are strong, supplies held locally being light and offerings from the west scanty. Peas are weak in tendency.

Ontario prime pea beans, bushel	2 15 2 20
Peas, boiling, bag	2 50

CANNED GOODS

MONTREAL—An advance in tomatoes is the feature of the canned goods market this week. Demand from trade and consumers alike has been particularly strong for some weeks past, and the advance is not a surprise under the circumstances. All vegetables have been selling freely of late, largely owing to the high prices asked for meats. Corn and peas are steady. Opening prices for 1910 lobsters were announced this week. They are as follows: ½ lb. flats, $2.40 doz.; 1 lb. flats, $4.50 doz.; 1 lb. talls, $4.25 doz. These figures are quoted on stock to be delivered June-July. Canned fruits are moving fairly well, though the demand is not marked.

Peas, standard, dozen	$1 05
Peas, early June, dozen	1 07½ 1 10
Peas, sweet wrinkled, dozen	1 10 1 12½
Peas, extra sifted, dozen	1 52½ 1 60
Peas, gallons	3 87½ 3 92½
Beans, dozen	0 85
Corn, dozen	0 80 0 82½
Tomatoes, dozen (Ontario and Quebec)	0 85 0 90
Strawberries, dozen	1 37½ 1 40
Raspberries, 2's, dozen	1 75
Peaches, 2's, dozen	1 65
Peaches, 3's, dozen	2 65
Pears, 2's, dozen	1 60
Pears, 3's, dozen	2 30
Plums, Greengage, dozen	1 50 1 55
Plums, Lombard, dozen	0 95 1 00
Lawtonberries, 2's, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb talls, per dozen	1 87½
½-lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 02½
Other salmon—	
Humpbacks, dozen	0 95 1 00
Cohoes, dozen	1 35 1 40
Red Spring, dozen	1 60 1 65
Red Sockeye, dozen	1 85 2 00
Lobster Futures—	
½-lb. flats, doz., $2.40; 1-lb. talls, doz., $4.25.	
1-lb. flats, doz., $4.50.	

Compressed corned beef, 1s	1 50	Minced collops, 2s	2 50
Compressed corned beef, 2s	2 70	Corned beef hash, 1s	1 60
English brawn, 2s	3 00	Corned beef hash, 2s	2 80
Boneless pigs' feet, 2s	3 00	Jellied hocks, 2s	3 50
Ready lunch veal loaf ½s	1 20	Jellied hocks, 6s	10 00
Ready lunch veal loaf 1s	2 35	Paragon ox tongue, 1½s	7 50
Roast beef, 1s	1 50	Paragon ox tongue, 2s	8 50
Roast beef, 2s	2 70	Paragon ox tongue, 2½s	9 50
Stewed ox tail, 1s	1 60	Parsons lunch tongue 1s	4 00
Stewed kidney, 1s	1 50	Tongue lunch, 1s	3 00
Stewed kidney, 2s	2 65	Sliced smoked beef, ½s	1 60
Minced collops, 1s	1 40	Sliced smoked beef, 1s	2 60

TORONTO — Although Montreal quotes tomatoes higher there is no change here. Jobbers claim that tomatoes should be advanced and from the feeling among them, retailers cannot make a mistake in buying at present prices. The stock is rapidly diminishing and it is supposed that not only tomatoes, but also peas and corn will all be required before new goods will be available. The best lines of salmon may also be all sold out before the season is over. Canned vegetables may go higher, but it is almost certain that they will not go lower.

Beans	0 85	0 90	Red pitted cherries, 2's 1 75
Corn	0 80	0 85	Gallon apples 2 45 2 75
Peas	1 10	1 60	Bartlett pears—
Pumpkins	0 80	0 85	Heavy syrups, 2's 1 65
Tomatoes, 3's	0 80	0 85	Light " 2's 1 15
Strawberries, 2's	1 40	1 50	Raspberries, 2's 1 60 1 67½
Peaches, 2's		1 65	Heavy " 3's 2 40
" 3's		2 65	Light " 3's 1 70
Lawtonberries		1 65	Lombard plums, 2's 0 80 0 85

Clover Leaf and Horseshoe brands salmon:

1-lb. talls, dozen	1 90		Red Spring, doz. 1 55 1 65
½-lb. flats, dozen	1 25		Red Sockeye, dz. 1 65 1 70
1-lb. flats, dozen	2 12½		Lobsters, halves, per dozen 1 85 2 20
Other salmon prices are:			
Humpbacks, doz	0 95	1 00	Lobsters, quarters, per dozen 1 40
Cohoes, per doz.	1 45	1 50	

ONTARIO MARKETS

POINTERS—

Sugar—Not much moving.

Prunes—Good demand.

Canned Vegetables—Getting scarce.

Toronto, March 17, 1910.

The wholesale trade this week has not measured up to the expectations of the wholesalers. It has been quiet and some said it was dull, while others would admit no more than "they could have done more business if it had come their way."

There is nothing of any special interest to report. The markets in all lines are steady, but a notable feature is the fact that all goods have an upward tendency. Although sugar has taken a rest in its wild upward course, there are no indications that the leap was a mistake. The market is very strong, and after a little rest another upward move would not be unexpected. While sugar has reached the $5.20 point it is still not much above the average and much lower than it was in 1905, which is only a few years ago.

Dried fruits have so far not moved in proportion to other goods, but this is owing to the large quantities of preserved fruits. Their best selling time, however, is during the spring, so that they may still reach their usual sales.

Sugar—After several weeks of excitement and advances with heavy purchases the sugar market has lapsed into a state of unusual dulness. This is accounted for from the fact that heavy buying was done, and now all are supplied and little is required. The market, however, is very strong, and shows no sign of weakness. It is the general opinion that present prices will be fully maintained for some time and the out-

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look rather favors higher prices than lower.

St. Lawrence "Crystal Diamonds," barrels	5 85
" " " ½ barrels	5 95
" " " 100 lb. boxes	6 05
" " " 50 lb. boxes	6 15
" " " 25 lb. boxes	6 35
" " " cases, 20-5 boxes	7 60
" " Dominos, cases, 20-5 boxes	7 60
Paris lumps, in 100-lb. boxes	6 05
" in 50-lb. "	6 15
" in 25-lb. "	6 35
Red Seal	7 10
St. Lawrence granulated, barrels	5 20
Beaver granulated, bags only	4 90
Redpath extra granulated	5 20
Imperial granulated	4 90
Acadia granulated (bags and barrels)	5 10
Wallaceburg	5 10
St. Lawrence golden, bbls	4 80
Bright coffee	5 10
No. 3 yellow	5 00
No. 2 "	4 90
No. 1 "	4 75

Granulated and yellow, 100-lb. bags 5c. less than bbls.

Syrup and Molasses—Nothing more than the usual demand at unchanged prices can be reported this week.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz. in case	2 50	Gallons, 6 to case	4 80
		½ " 12 "	5 40
5 lb. tins, 2 doz. in case	2 85	Quarts, 24 "	5 40
		Pints, 24 "	3 00
10 lb. tins, ½ doz. in case	2 75	Molasses—	
		New Orleans, medium	0 31 0 33
20 lb. tins, ½ doz. in case	2 70	New Orleans, bbls	0 29 0 31
Barrels, per lb	0 03½	Barbadoes, extra fancy	0 45
Half barrels, lb	0 03¾		
Quarter " "	0 03¾	Porto Rico	0 45 0 62
Palls, 38½ lbs. ea	1 80	Muscovada	0 30
" 25 " "	1 30		

Tea—"Tea is very firm just now," was remarked by one of the large dealers, but while a slight advance means much to big dealers, it does not affect the retailer so much because so many teas are sold in packages at fixed prices.

Coffee—Quietness rules in this market and not having any news to report in the coffee line, one of the large coffee houses showed the writer through their factory, and explained the process the coffee is put through in preparation for the retail grocer. This was certainly interesting and proved that it requires great skill and care to get it exactly right to give the best results.

Rio, roasted	0 12	0 13	Mocha, roasted	0 25	0 28
Santos, roasted	0 15	0 17	Java, roasted	0 27	0 30
Maricaibo, "	0 16	0 18	Rio green	0 08	0 09

Spices—Cream of tartar is a little higher, but all other lines are quiet.

Peppers, black	0 15	0 18	Cloves, whole	0 25	0 35
" white	0 22	0 25	Cream of tartar	0 22	0 25
" whole, black		0 16	Allspice	0 14	0 16
			" whole	0 14	0 16
Peppers, whole, white		0 23	Mace, ground	0 75	0 80
			Mixed pickling spices, whole	0 15	0 16
Ginger		0 25			
Cinnamon	0 5	0 40	Cassia, whole	0 20	0 25
Nutmeg	0 20	0 30	Celery seed		0 24

Dried Fruits—Prunes are in fairly good demand. All the rest are slow, but are expected to get a move on very soon. Their best time is yet ahead of them, which is between now and the new fruit season.

Prunes—	Per lb
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 09
50 to 60 " "	0 07½
60 to 70 " "	0 07
70 to 80 " "	0 07
80 to 90 " "	0 06
90 to 100 " "	0 05½

Same fruit in 50-lb. boxes ¼ cent less.

Apricots—					
Standard		0 15			
Choice, 25 lb boxes		0 15			
Fancy, " "		0 17			
Candied and Drained Peels—					
Lemon	0 09	0 11	Citron	14	17
Orange	0 11½	0 12½			
Figs—					
Elemes, per lb		0 08	0 10		
Tapnets, "		0 03½	0 04		
Bag figs		0 03½	0 04		
Dried peaches		0 08	0 08½		
Dried apples			0 07½		
Currants—					
Fine Filiatras	0 06	0 07	Vostizzas	0 08½	0 09
Patras	0 07½	0 08			

Uncleaned ¼c less.

Raisins—		
Sultana	0 05	0 05½
" fancy	0 06	0 07
" extra fancy	0 08½	0 09
Valencias, new	0 06	0 06½
Seeded, 1 lb packets, fancy		0 08
" 16 oz. packets, choice		0 07½
" 12 oz. " "		0 06
Dates—		
Hallowees	0 05	0 05½
Fards choicest		0 08½
Salrs	0 05	

Rice and Tapioca—Rice is in good demand which may be taken as a sign that people are studying economy in cooking. If the discussion on the cost of high living produced this result, it was not in vain.

	Per lb.	
Rice, stand. B	0 03	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal		2 85
Rangoon	0 03½	0 03½
Patna	0 05½	0 05½
Japan	0 05½	0 06½
Java	0 06	0 07
Carolina	0 10	0 11
Sago	0 05	0 06
Seed tapioca		0 06
Tapioca, medium pearl	0 04½	0 05

Nuts—Nothing but a limited quantity of shelled goods are asked for. Nuts are out of season.

Almonds, Formigetta		0 11½
" Tarragona		0 12
" shelled	0 32	0 35
Walnuts, Grenoble		0 13½
" Bordeaux		0 11
" Marbots		0 12
" shelled	0 29	0 30
Filberts	0 12	0 12½
Pecans	0 16	0 18
Brazils		0 15
Peanuts, roasted	0 08	0 12

Evaporated Apples — There is no change in these goods. Since a quantity changes hands at what was considered below value, there is a firmer feeling, but not much demand.

Evaporated apples	0 07½	0 08

Beans—The demand for beans is rather keen and prices are well maintained.

Prime beans, per bushel	2 10
Hand-picked beans, per bushel	2 25

MANITOBA MARKETS

Corrected by Wire.

POINTERS—
Sugar—Stronger.
Peanuts—Advanced.
Fresh Vegetables—Higher.
Evaporated Apples—Weak.

Winnipeg, March 17, 1910.

The output is quite as heavy as can be expected. In comparison to other years, it is found that the volume of trade is much in excess. Whether it is as large per capita, however, is another question. During 1909 the total immigration into Canada was about 100,000, and this will explain the growth of business in every line.

There have also been many new stores opening in every centre of the west, and there is room for many more. Last week two opening orders were taken in southern Manitoba. Also last week a trainload of one hundred and seventy-five United States settlers were unloaded at the Town of Kindersley, Alberta, and two of that number are opening stores in that place. These facts, together with the bright prospects for an excellent business year, and an early spring rush of business, gives the trade a good aspect.

Wholesalers are already making preparations to take care of the railway construction camp trade, which is always heavy. Manufacturers, canners and packers everywhere are prepared to utilize all crop products in order to meet the demand for goods.

This week has seen an increase in the ordering, which goes to show that the country trade is more active. The cereal market is still quiet, with the exception of beans, which seem to be cornered in crop centres.

There seems to be a steady tendency to advance the general lines and prices this week are on the whole stronger.

Sugars—There was a further advance of 10c per 100 lbs. to all points in Saskatchewan last week. Alberta and Manitoba prices are unchanged. In Winnipeg, B. C. sugars are 5c per 100 lbs. under Montreal sugars. The market is firm and a further advance may be looked for.

Montreal and B.C. granulated, in bbls	5 65
" " in sacks	5 70
" yellow, in bbls	5 .5
" " in sacks	5 20
Icing sugar, in bbls	6 00
" " in boxes	6 20
" " in small quantities	6 25
Powdered sugar, in bbls	5 80
" " in boxes	6 00
" " in small quantities	6 65
Lump, hard, in bbls	6 50
" " in ½-bbls	6 60
" " in 100-lb. cases	6 60

Syrup and Molasses—United States syrup has declined, but the Canadian product has not followed suit. It may do so at an early date. We quote New Orleans in ½-barrel lots, as this is the quantity usually sold. Molasses trade is good.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case					2 23
" " 5-lb. tins, per 1 "					2 68
" " 10-lb. tins, per ½ "					2 51
" " 20-lb. tins, per ¼ "					2 57
" " ½ barrel, per lb					0 04
" " Sugar Syrup, per lb					0 03½
Beehive Brand, 2-lb. tins, per 2 doz. case					2 23
" 5 " 1 "					2 68
" 10 " ½ "					2 51
" 20 " ¼ "					2 57
Barbadoes molasses in ½-bbls., per gal					0 50
Gingerbread molasses, ½ bbls., per gal					0 40
New Orleans molasses, ½ bbls., per gal				0 33	0 35
Challenger, 6 10-lb. tins, per case					2 15

Foreign Dried Fruits—As the green fruits are becoming exhausted the dried fruit trade is growing better. Apples have interfered much with the prune and apricot trade and these lines are moving well at present. Seeded raisins have a good market and some advances are expected.

Smyrna Sultana raisins, uncleaned, per lb	0 08
" " " cleaned, per lb	0 09½
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 85
" " selects " 28's	1 95
" " layers " 28's	2 05
California raisins, choice seeded in ¼-lb. packages per package	0 06
" " fancy seeded, in ¼-lb. packages per package	0 06½
" choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08½
Raisins, 3 crown muscatols, per lb	0 06½
" 4 " " "	0 07

Prunes, 90-100, lb		0 05	Prunes, 40-50, lb		0 08½
" 80-90 "		0 05½	" 30-40 "		0 09
" 70-80 "		0 06	Silver prunes, ac. to quality	0 09	0 12
" 60-70 "		0 06½			
" 50-60 "		0 07½			

Currants, uncleaned, loose pack, per lb	0 06½
" dry, cleaned, Filiatras, per lb	0 06½
" wet, cleaned, per lb	0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08½

Pears, per lb	0 09	0 15	Dates, per lb., Hallows, bulk		0 06½
Peaches, standard, per lb		0 08½	Dates, Fard, 9½ lb. boxes		1 30
Peaches, choice		0 09	Dates, packages 30 in case		0 07
Apricots, standard, per lb		0 15	Figs, per lb	0 04½	0 05
Apricots, choice per lb		0 15½	Peel, lb., lemon		0 09½
Plums, pitted, lb	0 11	0 12½	" " orange		0 10
Nectarines, lb		0 09¼	" " citron	0 13½	0 18

BRITISH COLUMBIA MARKETS.

Vancouver, March. 17, 1910.

At last an advance in the price of sugar has been announced on the Coast, the increase being from $5.60 to $5.80. The change has been slow in coming, and it was thought because of the presence of a foreign product in this market, at a cheaper price, that an advance might not be made. The sugar from Glasgow is quoted at $5.25, and so far notification has not been received of an advance in this.

California eggs have dropped to 32 cents, while eastern eggs remain at 30 cents. Locals are to be had in good quality and quantity now at 40 cents, so the supply just now is good.

Eastern butter is strong at 30 cents, and there is talk of an advance to 31 and even 32 cents. It is claimed that selling eastern at 30 cents, gives no profit, as it takes that much to land it here. Local butter is still very high, but with the advent of spring weather, which is now in the air, better quality and more reasonable prices should come.

Manitoba cheese can be found at 14 cents. The quotation might be given at this figure, though it is more of a price to meet current conditions. Prices in this market are not governed by what they are in the east, but by the supply and demand. If the stocks are large, prices are lower, but if the demand is keen and stocks not too large for ultimate clearing, the figure is stiff at about what the trade will stand. Lack of competition in the instance say of the dog biscuits referred to two or three weeks ago, also helps to hoist the price.

Corrected by Wire.

Sugar, standard granulated		5 80	Butter, local creamery	0 45
Val. raisins, lb.		0 05½	Butter, Western	0 22 0 25
Oal. " "		0 07	Eggs, Eastern	0 30
Prunes	0 05½	0 07½	Eggs, California	0 3?
Currants	0 06½	0 07½	Eggs, local	0 40
Dried apricots	0 11	0 13	Cheese, Ontario	0 14½ 0 15
Flour, Standard, bbl.		6 90	" Manitoba	0 14
Cornmeal, p. 100 lbs.		2 60	Bacon, premier	0 29
Beans, per lb.	0 03½	0 04½	Lard, pure	0 18½ 0 19
Rice, per ton	68 00	76 00	Lard, compound	0 17½
Taploca, per lb.		0 03½	Potatoes—	
Evaporated apples		0 08½	Ashcrofts, ton	40 00
Butter, Eastern dairy in tubs		0 25	Local, ton	25 00
Butter, Eastern dairy, choice	0 30	0 31	Canned Goods—	
			Peas	1 30
			Tomatoes	1 27½
			Corn	1 02½
			Apples	3 42½
			Strawberries	2 15
			Raspberries	1 66

NOVA SCOTIA MARKETS.

Halifax, N.S., March 17, 1910.

Fine weather conditions and improved roads helped business greatly during the past week. Some of the jobbers report an increased demand for canned goods both fruit and vegetables. Sugar is now steady there being no change in the price since last report.

Dairy butter is coming in more plentifully but the quality is only fair. Prices are a shade firmer but as the advance is small it is thought to be only temporary. Eggs are coming on the market in fairly good supply and prices are a little easier. Fresh laid stock can now be purchased for 24 cents per dozen.

Fish is in good demand and the grocers who handle certain lines of salt and pickled fish report heavy sales. Onions continue firm, but the price is unchanged.

Corrected by Wire.

Creamery prints per lb	0 26	0 27	Beef, Canadian per bbl	18 00
Creamery solids per lb	0 27	0 28	Hams smoked	0 16½
Dairy, tubs, lb.	0 23	0 24	Pork, fresh	0 10 0 11½
Fresh eggs, doz.		0 24	Codfish, quintal	5 50
Case eggs "		0 21	Herring, pickled per bbl	5 00
Sugars—			Apples, per. bbl.	1 50 3 00
Extra Standard, granulated		5 15	Potatoes—	
Austrian, bags, granulated		5 05	P.E. Island, bag	1 35
Bright yellow		4 85	Nova Scotia	1 60
No 1 yellow		4 75	Onions, Spanish per lb	0 02½
Flour h. wheat per bbl	6 40	6 50	Onions, American, per lb	0 02½
Flour, Ontario blends, bbl	5 75	5 85	Onions, Canadian, per bag	1 60 1 75
Cornmeal, bag.	1 70	1 75	Molasses, fancy Barbados, bbl	0 38
Oats	0 54	0 55	Molasses, fancy Barbados, gal.	0 32 0 35
Pork, American per bbl		28 00	Beans, bushel	2 25
Pork, olear bbl	31 50	32 00	Rolled Oats, bbl.	5 25 5 40
Beef, American plate per bbl.		18 25		

NEW BRUNSWICK MARKETS

St. John, N.B., March 17, 1910

A marked advance in the price of pork products has been the feature of the local markets during the past week. American clear pork is up $1.50 per barrel, and pure lard is a cent a pound higher. United States and Canadian plate beef are also quoted much higher, and eggs are likewise firmer.

Corrected by Wire.

Sugar—			Molasses, fcy. Barbados, gl	0 32 0 33
Standard gran.	5 30	5 40	Butter, dairy, lb	0 22 0 25
Austrian "	5 20	5 30	Butter, creamery, lb	0 26 0 29
Yellows	4 80	5 20	Eggs, doz	0 24 0 26
Flour, Manitoba	6 55	6 65	Eggs, new laid	0 28 0 3
" Ontario	5 85	6 15	Potatoes, bbl.	1 25 1 50
Cornmeal, bags.	1 57	1 60	Canned goods—	
Rolled oats, bbls	5 35	5 40	Peas, doz	1 10 1 50
Buckwheat, west. grey, bag	2 90	3 00	Corn, doz	0 85 0 90
Val. raisins, lb.	0 05½	0 06½	Tomatoes, dz	0 95 1 00
Cal. raisins, seeded		0 07½ 0 08½	Raspberries, dozen	1 85 1 90
Currants, lb		0 07 0 07½	Strawberries, dozen	1 45 1 50
Prunes, lb		0 05½ 0 09	Salmon, case—	
Rice, lb		0 03½ 0 03½	Red spring	6 50 6 75
Beans, hand picked, bus	2 25	2 30	Cohoes	6 00 6 25
Beans, yellow eye, bus	3 60	3 75	Peaches, 2's, dozen	1 70 1 80
Cheese, lb	0 13½	0 14	Peaches, 3's, dozen	2 70 2 80
Lard, compound lb		0 14 0 14½	Baked beans, dozen	1 15 1 25
Lard, pure, lb.	0 18	C 18½	Fish—	
Pork, domestic mess	28 00	28 50	Cod, dry	3 25 4 50
Pork, American clear	29 50	33 00	Herring, salt, half bbls	2 60 2 70
Beef, American plate	18 75	19 00	Herring, smoked, box	0 11 0 12
Beef, Canadian plate	18 25	18 50		

INFORMATION TO BUYERS.

Supplied to the Trade by Sellers.

John Fullerton, of Rowat & Co., Glasgow. Scotland, is in Canada at present, on his annual visit. He crossed with A. G. Snowdon, of Snowdon & Ebbitt, Montreal, who are now agents for Rowat's pickles and olives, and Paterson's sauce, for Quebec, Ontario, Manitoba and the Northwest. Mr. Fullerton and Mr. Snowdon were in Ottawa and Kingston this week.

MacLaren Imperial Cheese Co. are now booking orders for their new season's Beauce Brand Maple Syrup. They expect early delivery and improved quality this year. Prices and samples forwarded to buyers promptly.

Another United States manufacturing concern come to a realization of the importance of the Canadian field is the C. B. Knox Company, of Johnstown, N.Y., who have secured premises on St. Paul St., Montreal, where up-to-date machinery is being installed for the manufacture of Knox's gelatine. W. H. Dunn is sales agent for the Province of Quebec.

Attention is being drawn by the Imperial Syrup Company, Montreal, to the fact that they intend to prosecute all dealers selling "Beauce Brand" maple syrup, if same is not put up under their name, as the brand is registered by the company.

When the Ontario Lantern & Lamp Co. added their Patent Positive Automatic Safety Lock to their "Banner" cold blast lanterns, one would have thought that this lantern was as near perfect as human ingenuity could make it. This, however, was not the opinion of the makers and they have been constantly experimenting during the past twelve months and the result to-day fully repays their watchful zeal which will prove an inestimable boon to all users of lanterns. The "Banner" 1910 is certainly a winner. Not content with one improvement, there are several and we should advise all traders handling this class of goods to wait and see this wonder of 1910.

As all grocers know, the "Adulteration of Food" Act makes the vender directly responsible for the quality of the goods he sells and in case of trouble he is the one who suffers unless he protects himself when buying from the manufacturer or dealer. In an article recently written by A. McGill, Chief Dominion Government Analyst, he states: "The Adulteration Act recognizes the importance to the retailer, of his dependence upon the honesty of the manufacturer, and provides for his being able to call into the case, as third party, the manufacturer himself. This he does by the production of a Warranty from the manufacturer; and it is not too much to ask of any person, having intelligence enough to go into business at all, that he should be wise enough to secure himself by having such a guaranty furnished him with all goods he buys. For the further protection of the retail dealer, the Act provides a form of guaranty, so that he cannot plead anything but his own gross ignorance, or carelessness, if he fails to fully protect himself against all charges of having, with knowledge, any adulterated goods in his stock." Realizing the importance to the grocer of full protection White Swan Spices & Cereals, Limited, are now placing on every package of White Swan Brand spices and coffees—large or small—the form of warranty approved by the Government. This is given voluntarily to their customers to insure them against trouble for any reason. In other words the grocer has their warranty in the proper form which places the onus on them as manufacturers. This voluntary Act on the part of White Swan Mills (no other Canadian manufacturer gives this warranty) will, doubtless, be fully appreciated and taken full advantage of by the trade.

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Will do 50% more work, or last 50% longer than an equal weight of any other cleanser or polisher.

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Do you make or handle high-class lines of groceries?

There are over one million people now in the three Prairie Provinces, and they must have these goods! The West wants the best only, and you are assured of a profitable market if your products are right in price and quality.

We are here to advise you, and to sell your products for you on a reasonable commission basis.

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Let us have your enquiry, with details of what you have to sell. You can do business with us to your mutual benefit.

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Old-Time Purity

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Our claim to ABSOLUTE purity is stronger than a mere assertion. The Government Analyst has certified "E.D.S." Brand 100 per cent. pure. Send for Bulletin 194 from the Department of Inland Revenue, and see how E.D.S. Brand outrivals all other brands in purity. We use no preservatives or coloring matter and never have used them.

Isn't this the line to handle, Mr. Grocer---a 'quality' line that never fails to bring the repeats?

Equally profitable to handle is "E.D.S." GRAPE JUICE ---a non-alcoholic, appetising and refreshing drink! It's proving a rare seller. Try a case!

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GUNNS LIMITED — Pork and Beef Packers TORONTO

Easter Hams, Bacon, Lard

In our ad. last week we predicted higher prices. It did not require a prophet to do that, but the high prices came quicker than we anticipated and are here to stay. Buy what you may require for the Easter trade and buy it now from the old reliable firm.

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EVERY MOTHER
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Breakfast Bacon Skinned Backs and Hams

Finest Quality. Made from Selected Hogs.
Made under Government Inspection.

The WM. RYAN CO.

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PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Limit of Prices of Hog Products Not Yet Reached

Another Series of Advances Occur — Lard Goes up Also— Shortage of Supply Shows the Reason—Fresh Butter Higher— Receipts of Fresh Eggs Increasing.

Irrespective of all that has been said and written about the high cost of living, the price of hog products are still going higher, as the people will have them in spite of all the newspaper talk. And as long as they eat more than the country will produce they will have to pay the top figures. The production of hogs both in Canada and the United States is about 25 per cent. less than last year. This, with the increased demand, will naturally keep prices very high for some time to come.

The butter market in general is firm with a fair demand, enabling holders as a rule to clean up at a profit and get ready for the next season.

While the cheese trade throughout the year has not been very profitable to all the dealers, there are, however, comparatively small quantities on hand and these are good value at present prices.

MONTREAL.

Provisions.—Remarkable strength is being displayed in hogs and all by-products. The scarcity is quite marked, and packers have no hesitation in periodically raising quotations. This week several advances will be remarked. Hams are higher by one cent all along the line, while fat back pork is up 50c. Demand continues strong, despite high prices which tends to further strengthen the situation.

Pure Lard—	
Boxes, 50 lbs., per lb	0 17
Cases, tins, each 10 lbs., per lb	0 17½
" " " 5 " "	0 17½
" " " 3 " "	0 17½
Pails, wood, 20 lbs. net, per lb	0 17½
Pails, tin, 20 lbs. gross, per lb	0 17½
Tubs, 50 lbs. net, per lb	0 17
Tierces, 375 lbs., per lb	0 16¼
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 11⅞
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 13½
" 5 " " " "	0 13¾
" 3 " " " "	0 13¾
Pails, wood, 20 lbs. net, per lb	0 13½
Pails, tin, 20 lbs. gross, per lb	0 12½
Tubs, 50 lbs. net, per lb	0 13
Tierces, 375 lbs., per lb	0 12½
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	29 00
Bean pork	23 50
Canada short cut back pork, bbl. 45-55 pieces	28 50
Heavy clear pork, bbls. 20-35 pieces	28 50
Clear fat backs	33 00
Heavy flank pork, bbl	29 00
Plate beef, 100 lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 14½
Long clear bacon, heavy, lb	0 15
Long clear bacon, light, lb	0 15½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 16
Large sizes, 18 to 25 lbs., per lb	0 17
Medium sizes, 13 to 18 lbs., per lb	0 17½
Extra small sizes, 10 to 13 lbs., per lb	0 17½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 18½
" " small, 9 to 12 lbs., per lb	0 19
Breakfast bacon, English, boneless, per lb	0 20
Windsor bacon, skinned, backs, per lb	0 21
Spiced roll bacon, boneless, short, per lb	0 15
Hogs, live, per cwt	9 00
" dressed, per cwt	14 00

Butter.—Fresh butter is firmer, though there has been no actual change in prices since last week. Business is reported as satisfactory.

Fall creamery solids	0 26	0 27½
Dairy, tubs, lb	0 21	0 22½
Fresh dairy rolls		0 24

Cheese.—Good local demand at unchanged prices and some foreign trade reported this week.

Quebec, large	0 13
Western, large	0 13
" twins	0 13½
" small, 20 lbs	0 13½
Old cheese, large	0 16

Eggs.—Eggs continue to decline, another fall of 1c. a dozen being noted this week. Domestic receipts are larger than they have been for some time, and importations are very small.

New laid	0 27
No. 1, dozen	0 23

Poultry.—Chickens and hens are worth a little more this week, owing to more general buying by dealers, who are now well out of stock purchased around the Christmas holidays. Good stock brings the price to-day.

Chickens, per lb	0 15	0 20
Hens, per lb	0 12	0 16
Young ducks, per lb		0 20
Turkeys, per lb	0 19	0 22
Geese, per lb	0 14	0 15

Honey.—Dealers report strong demand for buckwheat, with offerings small in volume, and coming in rarely. Other lines are quiet.

White clover comb honey (nominal prices)	0 15	0 17
Buckwheat, extracted	0 08½	0 09
Clover, strained, bulk, 30 lb. tins	0 11	0 11½
Buckwheat comb	0 12½	0 13

TORONTO.

Provisions—Hogs are up higher, and cured meats have advanced from half to two cents per lb. all round. This brings them up to a price that a year ago would have been thought entirely beyond the possible selling point, but still the demand continues, and the difficulty still remains in getting the hog.

Long clear bacon, per lb	0 15	0 15½
Smoked breakfast bacon, per lb	0 18	0 18½
Roll bacon, per lb	0 15½	0 16
Light hams, per lb		0 17
Medium hams, per lb		0 17
Large hams, per lb	0 15½	0 16
Shoulder hams, per lb	0 13½	0 14
Backs, plain, per lb	0 19½	0 20
" pea meal	0 20	0 21
Heavy mess pork, per bbl	28 00	29 00
Short cut, per bbl	31 00	31 50
Lard, tierces, per lb	0 16½	0 16⅞
" tubs "	0 16¾	0 16¾
" palls "	0 16½	0 17
" compounds, per lb		0 13
Live hogs, at country points	9 40	9 60
Dressed hogs	12 75	13 00

Butter—The butter market is active. Prices are from 1 to 2c up for the best fresh-made butter, and the demand is good. The cold storage creamery is diminishing, and is giving the holders some profit. On account of the high price of lard, the lower grades of butter are also finding sale. With the good prices and the time of the year when the make will increase, it is reasonable to suppose that the supply will soon exceed the demand and prices will decline.

	Per lb.	
Fresh creamery print	0 29	0 32
Stored creamery solids	0 25	0 26
Farmers' separator butter	0 25	0 27
Dairy prints, choice	0 21	0 23
Baking butter	0 18	0 19

Cheese—Cheese has continued on the same level without a change of any consequence for about a year. As the stocks are not heavy it is not likely that we will see any change either way before the new-made cheese will make its appearance.

Cheese, new, large	0 12¼	0 12¾
" " twins	0 12½	0 13

Eggs—The receipts of fresh eggs are increasing from day to day and retailers are careful in buying, expecting them lower every day. As we are within 7 days of Easter, when large quantities will be required, the people may be fortunate enough to get them at 25 cents a dozen.

New laid eggs	0 25

Poultry—Poultry is confined almost exclusively to cold storage stock. There is little fresh stuff coming in. Prices are steady and the demand limited.

Spring chicken, dressed	0 18	0 20
Hens, per lb. dressed	0 11	0 12
Turkeys, per lb., large	0 18	0 19
Ducks	0 16	0 17

Honey—Honey will likely have to make room for the new spring maple syrup, which is usually selling every spring before any is made.

Honey, extracted, 60 lb. cans	0 10⅝	0 11
" 10 lb pails	0 11	0 12
" 5 lb. pails	0 12	0 12½
" comb, per dozen	2 50	2 75

ALL CLOSING AT 6.30.

Members of Grocers' Association Decide To Have a Longer Rest.

The Retail Grocers' Association of Kalamazoo, Michigan, after a canvass of all the grocers in that city, have united in establishing an early closing hour.

Commencing with February 14, these merchants suspended business each evening at 6.30, excepting Wednesdays and Saturdays, and as the grocers have for some time past expressed themselves as being in favor of this movement, it is to be adhered to rigidly, out of consideration alike for the employe and employer.

The agreement having been made by all the grocers, the chance of any loss of business is eliminated.

This is another instance of what getting together will accomplish. In this case, where all grocery stores close at 6.30 the buying can and will be done before that time.

TRADE NOTES.

The grocers who are members of the Ottawa Retail Grocers' Association have decided to close their stores on Good Friday.

W. J. Andrew, formerly of Mulmur, who has been on a farm at Blyth, Ont., for the past six or seven years, has given up farming and bought out a grocery business in Blyth.

SEND THEM ALONG.

The Bowmanville News says :—The Canadian Grocer is one of the best trade journals that comes to this office. Every grocer should be a subscriber. Each week a page or more is devoted to "Practical methods used in retail grocery stores" sent to this magazine by successful grocers from Vancouver to St. John. How is it we never see any suggestions from Bowmanville grocers ?

PLENTY OF CUBAN SUGAR.

E. S. Kirkpatrick, Canadian Trade Commissioner at Havana, Cuba, says under date of Feb. 1st:—Now that the "Zafra" or sugar harvest is on in Cuba in earnest, and all the mills are working to their utmost capacity day and night for seven days in the week, some estimates regarding Cuba's great crop may be of practical interest.

Last year 171 mills were in operation; this season 174 are busy, while the improvements made in many make possible an increased output. At the beginning of the grinding season last year the best estimate of the Cuban sugar crop was 1,397,571 tons; the total amount of sugar ground during the past season was 1,513,582 tons, which shows that sugar estimates are made on a conservative basis.

After a thorough survey of the situation, Pedro M. Conception, a well-known writer on the sugar industry, estimates that 1,730,044 tons of sugar will be ground in Cuba this season. In these calculations the long ton (2,240 pounds) is used. Where the output is stated in bags, it is understood that each sack contains a little less than 13 arrobas (about 300 pounds). According to the estimates of Mr. Conception, the mills of Cuba will grind 11,924,000 bags of sugar this season, which would be 1,228,928 bags more than last year.

SAP'S RUNNIN'.

Reports from correspondents in Sherbrooke and Richmond, Quebec, state that the maple sugar season is on and that the initial run of sap was unusual for so early in the season. In Sherbrooke new sugar was offered last week for 12c. and new maple syrup at $1 per gallon. In Richmond the weather caused the sap to freeze up. Some was secured last week and new goods have been offered for sale there.

It takes all sorts of people to make a world, says a philosopher, but give me the cheerful people every time. Optimism has pessimism beat a mile, and especially in merchandising. Even if things are gloomy, there's no sense in dwelling upon the prospect and pulling a long face. Trouble is half cured when the victim resolutely determines to look upon the bright side of events and ignore the dark side. There are grocers whose gloomy, sour faces scare trade away from their shops. They have acquired the habit of being worried by little troubles, probably owing to chronic indigestion, sluggish liver or something similar, and their features become set in the melancholy, ill-tempered or discontented expression that does more harm to a trade then even excessive prices can do. Crack a smile when things look gloomy, and you'll feel the better for it.

P. J. Girard, grocer and crockery merchant, Richmond, Que., expects to open a new store about June 15th.

Strength in Every Cupful

A Delicious Food and a Drink in One. A Cup of

Epps's Cocoa at Breakfast

Warms and Sustains You for Hours. As a Supper Beverage it is perfect.

Special Agents, G. E. Colson & Son, Montreal

Nova Scotia, E. B. Adams, Halifax. **Manitoba, Buchanan & Gordon, Winnipeg**

LA GRIPPE

IS WITH US AGAIN

At this season many of your customers or their relatives will be suffering from that complaint. It is well to know that

BOVRIL

REPELS LA GRIPPE

A cup of hot Bovril taken daily is not only a preventative of Influenza and many other complaints, but its use will cut an attack short, and it is invaluable after the acute attack has passed. Nothing else will so quickly restore strength and vigor.

A timely reminder to a customer will easily sell a one-pound bottle.

CONTAINS NO ALUM

The increasing demand by the public for a high-class, medium-priced baking powder that does not contain alum, proves conclusively that consumers are realizing the injurious effects of alum in baking powders.

Magic Baking Powder

CONTAINS NO ALUM

MAGIC is the only well-known, medium-priced baking powder made in Canada that does not contain alum. Grocers best serve their trade by recommending Magic.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

Clark's Meats

ALWAYS IN DEMAND

Any meats so well known and so generally asked for as **CLARK'S MEATS** are entitled to a prominent place on every grocer's shelves.

They give a sure profit to the grocer and solid satisfaction to the customer.

Wm. Clark - Montreal

Manufacturer of high-grade
—Food Specialties—

THEY ARE CANADA'S BEST

A SEASONABLE SELLER

ROSE & LAFLAMME, Limited
Montreal and Toronto

Wooden Butter Dishes

If your dealer is out of Oval Butter Dishes write us and we will tell you where you can get them. They are a solid dish without seam or wire. They please the buyer.

Graham Bros. & Co., Kinmount, Ont.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM *ESTABLISHED 1871*

SUCHARD'S OOOOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

GEO. KEMP, LTD.
LONDON, ENGLAND.

SUPPLIERS TO THE BRITISH GOVERNMENT

Dainty Novelties
Splendid Selling Lines

KEMP'S BISCUITS

YOU MUST STOCK THEM

Send your name and address for samples and Export Price List.

SOLE EXPORT AGENTS

H. COLLINGS & CO.
16 Philpot Lane, E.C., London, Eng.

FOR QUALITY

Nation's Celebrated
CUSTARD POWDER
THE BIG 5c. PACKAGE
Just the thing
WHEN EGGS ARE SCARCE
We stock it. Write.
W. H. ESCOTT
Broker
Winnipeg, - - Man.

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON

Pot and Pearl Barley
Split Peas and Feed

John MacKay, Limited
BOWMANVILLE, - ONTARIO

ORANGE MEAT

are offering to their patrons a First Prize of

Seven Hundred Dollars Cash

Have you entered the contest?
Send postcard to Orange Meat, Kingston, Ont., for full particulars.

NONE HAVE BETTER OPPORTUNITY OF WINNING THE FIRST PRIZE THAN THE GROCER

Maple Sugar

We handle only Pure, Unadulterated Maple Sugar. Write us.

Woodman & McKee
Coaticook - Que.

When writing advertisers kindly mention having seen the advertisement in this paper.

PROFIT FROM BISCUITS

A Pointer to Think Over at Your Leisure

Many grocers believe that biscuits are a bother in the handling, considering the profit most lines allow. Now, in the case of our biscuits, there is no more trouble in handling them than in selling any other—AND THE PROFITS ARE LARGER THAN AVERAGE.

Have You Seen Our Animal Biscuits?

THE CANADIAN BISCUIT COMPANY, LIMITED
LA PERADE, QUE.

Christie reputation is a valuable asset

TO MANY

successful grocers

Consider the reputation of the manufacturer whose goods you handle!

What does it mean to you—not theoretically, but in *actual cash?*

Is it good commercial sense to endanger *your* business supremacy by handling lines your best customers know to be second-rate.

Few people in Canada will dispute the superiority of Christie Biscuits—certainly experienced grocers *will not.*

Particular housewives all over the Dominion *know* exactly what *Christie reputation* stands for. They know it means scrupulous *cleanliness*, absolute *purity*, high-grade and lasting *quality*.

And they insist on Christie biscuits because they know positively that Christie biscuits are *the purest of all pure foods.*

Why not let Christie reputation work for you in building up a bigger and better business?

N. B.—Christie Biscuits sell more than biscuits.

CHRISTIE, BROWN & CO., Ltd.

Working Capital

is the money you put into quick-moving stock. Don't let your money loaf around your shelves in the form of slow-moving stock. Buy

QUEEN QUALITY PICKLES

Sweet Mixed Chow

They sell quickly and steadily, because their quality is uniformly excellent and they are packed in attractive 10 and 20 oz. bottles

We use only the best selected vegetables, high-grade spices and pure vinegar in Queen Quality.

Write us for Prices.

Taylor & Pringle Co., Limited

Owen Sound : Ont.

THE PUREST AND BEST

MR. DEALER

Have you stocked the new **5c.** tin

St. Charles Brand ?

Some of your customers will want it and any jobber can supply you. It's a convenient package and only **$2.00** per case.

Manufactured by

St. Charles Condensing Co.

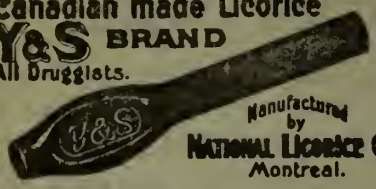
INGERSOLL, ONTARIO

CANADA

Canadian made Licorice

Y&S BRAND

All Druggists.



Grocers, Confectioners and Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

Send To-day

AGENTS

ONTARIO S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES, W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
PROVINCE OF ALBERTA, Tees & Persse Calgary and Edmonton

PUSH

"White Lily" Brand

COTTAGE MIXED BISCUITS

Why? Because

they are superior biscuits which have won favour by their distinctive flavour. They are made of the purest ingredients, and are skillfully and scientifically mixed and baked by modern machinery. Leave a splendid margin of profit at their retail price of 15c.

Are you handling our ***"WHITE LILY" BRAND*** Cream Sodas? If not—why not?

WRITE FOR PRICES

J. A. MARVEN, Ltd., Moncton, N.B.

By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Probable Effect of Growing Crop on Flour Market

Tendency Will be to Weaken Prices if Fall Wheat Comes Out All Right—Little Changes Occuring at Present — The Oatmeal Decline.

The flour situation is uninteresting. The fight between the two opposing forces in the wheat market is even. One day the bulls may get the better and then again the bears, but on the whole the market has varied very little for several months. The prospects of the growing winter wheat crop is closely watched, but nothing has happened to affect the flour market.

It is still the impression that the farmers hold far more wheat than was expected and with the prospects of the new crop the market is inactive, and is waiting for something to turn up. Taking a view of the whole situation as it appears at the present time, the outlook is rather in favor of lower prices.

MONTREAL.

Flour.—Fair local trade is being done at unchanged prices. There has been some export enquiry, but sales have not been numerous, nor large.

Winter wheat patents, bbl.	5 45
Straight rollers, bb	5 20
Extra, bbl.	4 80
Royal Household, bbl.	5 80
Glenora, bbl.	5 30
Manitoba spring wheat patents, bbl.	5 80
" strong bakers, bbl.	5 30
Five Roses, bbl.	5 80
Harvest Queen, bbl.	5 30

Oatmeal.—Weakness displayed in the oats market caused a drop of 10c. in oatmeal, but there was no noticeable increase in sales as a result. Business is rather quiet.

Fine oatmeal, bags	2 5½
Standard oatmeal, bags	2 5½
Granulated " "	2 5½
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
Rolled oats, bags	2 30
" barrels	4 85

TORONTO.

Flour.—The flour market is dull with no export demand, but the prices are well maintained. Millers still claim that they have to work on small margins, but they have to keep their customers supplied. Feed is high which gives them a good price for the offal and to that extent helps them out.

Manitoba Wheat.	
1st Patent	5 70
2nd Patent	5 30
Strong bakers	5 10
Winter Wheat.	
Straight roller	5 10
Patents	5 30
Blended	5 30

Cereals—Cereals are in good demand and with the slight drop of lent week, orders have somewhat increased, but prices are firm and are not likely to go lower here.

Rolled oats, small lots, 90 lb. sacks	2 30
" " 25 bags to car lots	2 15
Rolled wheat, small lots, 100 lb. brls.	3 10
" " 25 brls. to car lots	2 80
Standard and granulated oatmeal, 98 lb. sacks	2 55

COST MARKS ON GOODS.

Some Suggestions for Using a System Which Can be Secretly Maintained.

Since the changing of the selling mark of an article in the average store from a blind figure to a plain figure, says a merchant, there has been a lost interest among clerks in the search for the key to the system. The average clerk of today does not puzzle his brain to discover the workings of the cost price as he did in years gone by, when it was necessary for him to know the key to the selling price, which was written in blind figures. There is, howere, he maintains, a necessity for the merchant to keep secret the cost price of his goods from his clerks. The better class of clerks if they discover the key to any cost mark, possibly, would not use it to the store's disadvantage, but there are many clerks coming in the store, who sometimes remain but a short time, and who do not understand the necessity for keeping secret the cost price of merchandise. If they learn the secret key they are inclined to spread the news that their employer is selling an article which cost $2 or $3, asking a dollar on on each sold. They do not understand that the selling expenses has anything to do with the matter.

Department stores in the larger cities make a practice of using a different cost mark for each department. This cost mark is usually changed each season. Now, that it is not far from the first of the year, this is a good time to change the cost mark and instal a different one, the old one having possibly become familiar to salesmen who are not now in the store. A mark of some sort is necessary to record the cost item of stock. All sorts of sytem of letters, characters or signs to represent figures have been devised, the primary purpose being a system that would, by the aid of the key, be clear to the salesman and unintelligible to the purchaser.

Some of these systems are so simple that even a novice can decipher it with a little study; others are made more difficult by the use of blinds and other complexities.

In the following lists a character must be substituted for naught in the nine-letter variety and the last letter of the eleven-letter variety used as a repeater.

NINE-LETTER WORDS.

1 2 3 4 5 6 7 8 9
c l e r k s h i p

The following list of words can be used in the same manner: Blasphemy, cavernous, dangerous, drunkable, dropsical, harmonize, labyrinth, manifesto obscurity observant, outwardly, outspread, prudently, pneumatic porcelain voluntary.

TEN-LETTER WORDS.

1 2 3 4 5 6 7 8 9 10
m a n u s c r i p t

Salada Tea Co. have purchased the stone block corner at St. Paul and St. Sulpice Streets, Montreal, at present occupied by them. It is 35x72 feet and is five storeys high.

CUSTOM CATCHERS!

Some goods you sell create a regular demand for themselves and influence a large volume of the family trade to your store. Such an article is the Mooney "Perfection" Cream Soda, which always reaches you in as fresh and crisp condition as it leaves our ovens.

Here's the box!

The Kind that is Different!

Don't forget the name "MOONEY'S"

Order to-day

The Mooney Biscuit and Candy Co., Ltd.

STRATFORD - CANADA

COX'S GELATINE

The Leading Gelatine for more than Sixty Years. Foremost in Purity and Manufactured by Messrs. Cox as well as PACKED by them.

PURITY GUARANTEED

Canadian Agents: J. & G. Cox, Ltd.
C. E Colson & Son, Montreal
D. Masson & Co. "
A. P. Tippet & Co., "
Gorgie Mills, EDINBURGH

THE NEW FLAVOR

MAPLEINE

Better Than Maple

The Crescent Mfg. Co., Seattle, Wash.

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance.

WRITE TO

P. POULIN & CO.

39 Bonsecours Market, - Montreal

WE SELL FEATHERS TOO

WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments. Write us for prices. Phone order our expense.

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, MANAGER

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

MAPLE SYRUP

"Your syrup is superior to anything I have seen on the market."—H Mockford, Charlmond Road, London

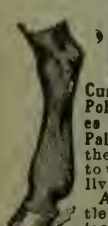
It is STANDARD. Get Prices.

CANADA MAPLE EXCHANGE

Montreal

TRADE MARK.

Smalls



ABSORBINE

Cures Strained Puffy Ankles, Lymphangitis, Poll Evil, Fistula, Sores, Wire Cuts, Bruises and Swellings. Lameness, and Allays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use. $2.00 per bottle at dealers or delivered. Horse Book 5 D free.

ABSORBINE, JR., (mankind, $1.00 bottle.) For Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, kills pain.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.

LYMANS Ltd., Montreal, Canadian Agents.

TRUMILK

— AND —

MILKSTOCK

The only milk powders manufactured in Canada that are perfectly soluble in cold water.

Always sweet, safe, pure and nourishing. Will keep after the cans have been opened.

Manufactured and packed under the most sanitary conditions.

For Further Information Write to

Canadian Milk Products, Limited

Head Office : MAIL BUILDING, TORONTO.

LEITCH ANCHOR BRAND OAK LAKE

Poor Bread?

There's a remedy—no necessity of being content with a dead, tasteless loaf, or even ordinarily good; you should have beautiful bread, and

Anchor Brand Flour

will produce the results so much desired —always and all ways

Good Bread

Manfd. by
Leitch Brothers Flour Mills,
Oak Lake, Manitoba.

7

A FELLOW came along this A.M. and said to me: *"I see you're advertising FIVE ROSES pretty hard in the papers. I say, old fellow, do YOU write that "stuff? Why, you know, it's long enough to sell "automobiles. No woman's going to read that long-legged "'copy.' Seems to me flour's such a small matter that a nice "catchy picture is enough to keep the name before her. Cut "it short, old chap. Brevity's the soul of wit, you know."*

And he sauntered away warbling, "Expert, That's Me."

Of course, Brother Grocer, brevity's the soul of wit, so it is.

But, you see, I'm not trying to be witty.

Comes natural, maybe.

Moreover, I'm not trying "to keep the name before the public." How I hate the man who started that phrase!

We simply try to explain to every busy, worried homemaker what "good" flour really *is*, and what it *isn't*, what *good* bread means, what pastries can be at their *best*.

So that when she wants such results and wants them in the "wuss way," she will think of FIVE ROSES and get them every time.

We try to keep the *meaning* of FIVE ROSES before the kitchen manager, *not the name itself*, which really means nothing when *separated* from the flour qualities it stands for.

FIVE ROSES is nothing but a *combination of excellencies*, and you must tell about these excellencies to excite *desire* in the buyer.

Not the pretty pictures we can buy, Brother Grocer, but what good flour we can make for YOU to sell, that's all our advertising is.

Just as we would speak to her over your counter with a sale of FIVE ROSES at hand.

Did you ever consider that flour is *everything* in the kitchen? Have *you* ever seen the look on a woman's face when taking a baking failure from the oven the day "hubby's" folks were coming to dinner?

I have, Brother Grocer.

That's why we tell her how to prevent accidents, soul-vexing mistakes.

That's why the FIVE ROSES "copy" is longer than usual, longer than the copy written by those who don't see it the way we do.

Don't YOU think we are *right*, Brother Grocer?

Don't you want to add such *selling* advertising to YOUR selling force?

Then *sell* FIVE ROSES, too.

—E.M.E.

LAKE OF THE WOODS MILLING COMPANY

LIMITED

MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES

LATEST TRADE NEWS.

Changes That Have Occurred in Canada Recenty—Some Assignments Made.

Ontario.

A. T. Campbell, grocer, Toronto has sold to O. T. Schaak.

Hebron Davidson, general merchant, Manotick, is selling out.

J. A. Robinson, grocer, Bobcaygeon, Ont., is giving up business.

F. H. Bible, grocer, Toronto, sustained small damage by fire recently.

Walter Bros., grocers and dry goods merchants, Listowel, Ont., have assigned.

Quebec.

Adolphe Paquette, grocer, Montreal, is offering a compromise.

L. O. Aubut general merchant, Bic, Que., offers to compromise.

Edmond Angers, general merchant, St. Leonard, Que., has assigned.

J. E. Brousseau, general merchant, Magenta, Que., has assigned.

Moquin & Frere, general merchants, Clarencevilla, Que., have dissolved.

Assets of J. A. Bernier, grocer, Point de Maskinonge, Que., are to be sold.

G. Brousseau general merchant, Quebec, sustained loss by fire recently.

Winding up order has been made on the Star Biscuit, Ltd., Valleyfield, Que.

J. F. Varin & Co., grocers and butchers, Tetreaultville, Que., are registered.

A winding up order has been made on Dignard, Ltd., biscuit manufacturers, Montreal.

Chas. Crepeau, general merchant, Notre Dame de Mercie, Que., is offering a compromise.

Assets of Grace D. Brassard, general merchant, Murray Bay, Que., are to be sold on 24th inst.

Western Canada.

Burns Bros., general merchants, Cranbrook, B.C., are succeeded by McCreary Bros.

New Companies.

A company has been formed in Brockville, Ont., and given an Ontario charter to acquire the business of The John Bull Candy Co., and to manufacture and deal in toffee and kindred products.

The "Gloy" Adhesives, Ltd., is a new company with an Ontario charter to manufacture soaps, gums, glue, etc. The head office will be in Toronto, the provisional directors being R. W. Hart, O. H. King, and Geo. Ballard.

FOUND HIS PROPER LEVEL.

Climbed to Presidency of House — A Grocery Trade Romance.

About thirty-seven years ago a tall, sinewy youth entered Francis H. Leggett's office and told him he wanted to enter his employ.

"Sit down," said Mr. Leggett, bluntly. "What can you do?"

"Well, I can tackle almost anything."

"But can't you do some one thing in particular; can't you keep books?"

"I can't say that I can keep books, but I will keep books, if you want to put me at it. All I desire is to get in! I'll find my proper level afterwards."

He went to work. He worked! Then he worked more! He never ceased working! Up he went, and before he knew it, he was handling Mr. Leggett's money behind a sign that read, "Cashier."

And it was not very long before he became the head of a department. The youth was growing, and his growth was the work which work wrought. He became vice-president. And it is evident that even then, when most men think, "It is about time now for me to take my ease and loll a while," he thought otherwise.

So, at a special meeting of the board of directors of Francis H. Leggett & Co., New York, held recently that boy of thirty-seven years ago, who knew how to stick to one thing until that thing was done, was unanimously elected president of the company in which he entered with no other thought than that of finding his level, plus the determination to succeed. He was John C. Juhring.

Geo. Bates, of Seaforth, Ont., has purchased the Broadway Grocery in Mitchell from W. M. Hord.

PAPER JUST FINE.

The Canadian Grocer.

Dear Sirs.—Excuse the delay in sending cash; your paper is just fine.

E. WHATLEY.

Room 9, Betts Bldg., Portage Ave., Winnipeg, Man.

Tell Your Customers That:

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

TANGLEFOOT

The Original Fly Paper

For 25 years the Standard in quality

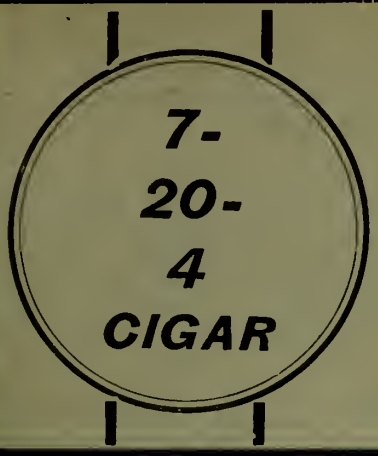
All others are imitations

Black Watch

The Big Black Plug Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade



Do you realise

that it's easy for you to run a Tobacco Department in your store, and it's a sure thing that your profit will be all right if you feature the

7-20-4 CIGAR

It is a high-class, popular smoke which never fails to please. Write for prices.

Sherbrooke Cigar Co., - Sherbrooke, Que.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

Opening New Accounts

Your business will not grow unless you do add new customers constantly. The old ones will drop out with surprising regularity and those that remain will not increase their purchases materially.

Have a good live talk about your goods in THE GROCER every week. All the best grocers in Canada will read it, and if what you say is worth while, they'll steadily be influenced in your favor.

You will find THE GROCER the most powerful agent at your disposal in the cultivation of new accounts.

Florida Tomatoes
Florida Cabbage

Our first car of each has arrived. Quality is all that can be wished. Send in your orders. Have also

Strawberries, New Beets, New Carrots, Head Lettuce, Wax Beans and full line Oranges, Lemons, Nuts, Figs, Dates, etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

Always

Take time to think

Don't be misled by any wild, breezy, February-March assertions. They usually amount to about as much as the goods they refer to.

MORAL

In Lemons pin your colors to the old reliable St. Nicholas and Home Guard. They'll make you money.

J. J. McCABE

AGENT

32 Church Street, Toronto.

Expensive Southern Vegetables Selling Well

High Prices Not Standing in Way of Consumer—Carload Florida Tomatoes in this Week—Oranges in Great Demand—Potatoes a Little Firmer—Fresh Fish on the Market.

MONTREAL.

Green Fruits—During the week there has been a fair trade done in oranges and lemons, but aside from this there has been little activity in fruits of late. Favorable shipping weather did not increase sales appreciably. Monday's snowstorm put a further damper on the situation.

Apples—			Kumquats, qt.		0 20
Baldwins, bbl.		3 50	Lemons—		
Greenings, bbl.		4 00	Sicily bitters, box	1 75	2 25
Russets	3 50	4 25	Limes, per box	1 50	
Kings, No. 1		4 00	Oranges—		
Spies, per bbl.		5 00	Floridas		3 00
Tallman Sweets		3 00	California navels	2 75	3 00
Bananas crated, bunch	1 50	2 00	Porto Ricos		2 50
Cranberries, bbl.	6 00	10 00	Mexicans		2 25
Cranberries, per bushel box	1 50	2 00	Messina bitters, box	2 25	3 00
Cocoanuts, bags.		4 25	Jamaica, bbl		4 00
Grape fruit—			Pineapples—		
Florida, box		5 00	Floridas, case	3 75	4 00
Grapes, Almeria, per keg	5 00	7 00	Strawberries—		
			Florida, qt.	0 30	0 40
			Tangerines, strap		5 75

Vegetables—Potatoes are firmer this week, supplies which glutted the market a week ago having been fairly well cleaned up. Quotations at present range from 60c to 70c a bag, which is 5c higher than the best price obtainable a week ago. Demand is fairly brisk now that purchasers do not fear a sudden slump. Turnips are firmer, too, though transactions have not been numerous. Florida celery is easier this week by 25c, while mushrooms are selling at lower figures, too. Some firmness is displayed in red onions, which are 10c higher. Cucumbers are not coming in as freely as might be desired, and are worth more money. Tomatoes are still arriving from Florida, and prices are elastic. Business is satisfactory, on the whole.

Beets, bag	0 40	0 50	Spanish, cases 150 lbs.		3 00
Brussels sprouts, per qt.		0 23	Spanish, ½ cases	1 50	1 75
Carrots, bag	0 40	0 50	Potatoes—		
Cabbage, bbl	1 00	1 25	Montreal, bag	0 60	0 70
Celery—			Sweet, per bbl.	2 50	3 50
Canadian, doz	0 75	0 90	" basket		1 50
California, crate		5 50	Parsley, dozen		0 30
Florida, crate	3 00	3 25	Parsnips, bag	0 75	0 80
Cauliflowers, crate	2 75	3 00	Radishes, dozen bunches		0 40
Cucumbers, doz.		2 50	Rhubarb, doz.		1 25
Garlic, per lb.		0 15	Spinach, bbl.		4 00
Green Peppers, basket.		0 85	Tomatoes—		
Lettuce—			Floridas, crate	4 00	4 50
Montreal, box	0 50	0 75	Cubans, crate	2 25	2 50
Imported, box	1 75	2 00	Turnips, bag	0 50	0 60
Mushrooms, lb.	0 50	0 75	" Quebec, per ton	12 00	14 00
Onions—					
Red, per bag		1 00			

Fish—Several lines of fresh fish are quoted this week, including dore, pike, perch and mullets, all locally caught, and mostly coming in by express. Dealers report strong and steady demand, especially from the Hebrew trade, in view of the approaching Jewish holidays, around Easter time. Stock which has come in so far has been satisfactory. Fillets are in better supply than they have been for some time, but prices are well maintained owing to continued demand. Finnan haddies, cured from fresh fish, are arriving, and selling freely, trade in the frozen article dropping off in consequence. Fresh cured kippered herring and bloaters, are also freely sold. In salted and pickled fish there is considerable activity in imported Holland and Scotch herring, consumed largely by the Jewish trade. The cold spell early in the week made better business. The coming of Good Friday next week will undoubtedly cause an increased demand for fish during the week.

FRESH

Dore		0 15	Mullets		0 07
Pike		0 08	Haddock		0 06
Perch		0 07	Halibut		0 15
Steak cod		0 07			

FROZEN

Codfish	0 04	0 04½	Large sea herring, 100		1 40
Dore, winter caught, per lb.		0 08	Tomcods, per brl.		1 00
Haddock		0 05	Steak cod, lb.	0 04½	0 05
Halibut, per lb.		0 10	Salmon, B.C., red,		
Herring, per 100	1 70	1 80	Gaspe salmon		0 18
Market cod		0 04	per lb.		0 08½
Steak cod		0 05	Smelts, 10 lb. boxes		0 09
Mackerel		0 09	Tom cods, bbl.	0 75	1 00
Pike		0 06½	Whitefish, large, lb.		0 09

SALTED AND PICKLED

Green cod, lb.	0 02	0 03½	Salmon, B.C., ½ bbls.		8 00
Labrador herring, bbl		5 00	" " bbls.		14 00
" " ½ bbl		2 85	" Labrador, bbl		18 00
Labrador sea trout, bbls		11 00	" " ½ bbls		9 00
Labrador sea trout, half bbls.		6 00	" " trcs., 300 lb.		26 00
No. 1 mackerel, pail		2 00	Salt eels, per lb.		0 07½
" ½ bbls.		8 00	Salt sardines, 20 lb. pls		1 00
No. 1 pollock, lb.		0 02	Scotch herring, bbl.		5 50

SMOKED

Bloaters, large, per box	1 00
Fillets, lb	0 12
Haddies	0 10
Herring, new smoked, per box	0 13
Kippered herring, per box	1 00

SHELL FISH

Lobsters, live, per lb		0 18
Oysters, choice, bulk, Imp. gal	1 30	1 50
" "Sealshipt," standards, per Imp. gal		1 75
" " select, per Imp. gal		2 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Shredded cod, per box	1 80
Skinless cod, 100 lb. case	5 50

TORONTO.

Green Fruits—The apple market is still unsatisfactory. The demand is light. This is supposed to be owing to the supply the retail stores receive direct from the farmers. It seems rather strange and yet quite in line with the high cost of living craze that the wholesale houses are selling far more oranges than apples. The orange trade is enormous, and is constantly increasing. The frosted fruit is off the market, and the quality is now excellent. California navels, Floridas and Jamaicas are all in good demand. Grape fruit is another great seller and is more fashionable than apples. Strawberries are arriving in good condition and find ready sale at 60 to 65c a box.

Apples	1 00	4 00	Oranges—		
Bananas	1 75	2 00	California navels	3 00	3 25
Cranberries, bbl	6 25	6 50	Floridas	2 50	2 75
Cocoanuts, sack		4 00	Mexican	2 00	2 25
Grapes, Almeria per keg	6 00	6 50	Valencia	3 50	4 00
Grape Fruit—			Jamaica, barrel		4 25
Cuban	2 25	2 50	Marmalade, Seville, per chest		4 50
Florida	4 00	4 25	Sicily bitter, box		2 50
Lemons—			Pineapples, case	4 50	5 00
Sicily	2 25	2 75	Strawberries, qt.	0 50	0 60

Vegetables—All kinds of fresh vegetables are in abundance, and the turn over is large. High prices do not seem to stand in the way. In spite of our excellent quality of potatoes, cabbage, beets, etc., large quantities of new potatoes, new cabbage, new beets are com-

ing in from the south and are selling at much higher prices. A car of Florida tomatoes arrived this week and is said to be in splendid condition. Florida celery is another article that meets with great demand, and so is cabbage, which both reach the city regularly in car lots. Prices of vegetables are high but will gradually get cheaper as we approach spring. The potato market is weak and lower prices will be accepted. With all our cheap potatoes and excellent qualities we are still importing some from the eastern provinces, and pay more for them. The reason they find sale here is because they are more of the same size, and in this respect our farmers might learn a lesson from them. California celery is off the market.

Asparagus, bunch		0 40	Valencias, new, crate	3 00	3 25
Beets, bag		0 90	Spanish	2 50	2 75
Beets, new, doz.		1 00	Green, per doz.	0 50	0 60
Beans, green in qt. boxes		0 25	Spanish, ½ cases		1 50
Cauliflower, doz		2 25	Parsnips, bag	0 85	0 90
Cabbage, Canadian, dozen	0 35	0 40	Potatoes— Canadian, bag	0 55	0 60
Cabbage, Can., per barrel		1 50	Bermuda, new, per barrel		8 00
Carrots, bag	0 65	0 75	Sweet, hamper	1 25	1 50
Carrots, new, dz		1 25	" barrel		3 50
Celery, Canadian, dozen	0 30	0 35	Parsley, per doz bunches		0 70
Celery, Florida	3 00	3 25	Radishes, doz.	0 35	0 40
Cucumbers, doz.		2 50	Rhubarb, doz.		1 00
Lettuce, hamper		2 50	Spinach, hamper		1 10
Lettuce, per doz		0 30	Tomatoes, hot house, lb		0 25
Mushrooms, lb.		0 90	Tomatoes, case of 6 baskets	4 00	4 50
Onions— Canadian, bag	1 00	1 25	Turnips, bag		0 40

Fish—The cooler weather has improved the fish trade, and the demand is quite active. It is expected it will continue so during the remainder of Lent. Some lines are scarce, especially fresh caught fish. Finnan haddie are still scarce and 1c higher.

LAKE FISH (FROZEN)

Goldeyes	0 06	Pike	0 06
Herring, Lake Superior	0 04	Trout	0 10
Pickerel, blue	0 05½	Whitefish	0 11
Pickerel yellow	0 09		

OCEAN FISH (FROZEN)

Steak Cod	0 07	Salmon, pink, per lb.	0 09
Halibut	0 12	" red	0 10
Haddock	0 06½	" sea dressed	0 13
Herring, per 100	1 75	Smelts, No. 1	0 11
Mackerel, each	0 20	" extra	0 15

SMOKED, BONELESS AND PICKLED FISH.

Acadia, per crate	2 40	Fillets, per lb	0 14
" tablets, box	1 60	Haddie, Finnan	0 10
Bloaters, per basket	1 10	Herrings, Digby, bndle	0 60
Codfish, shredded, box	1 80	Herrings, Imported Loch Fyne, per kit	1 10
" Bluenose, "	1 40	Kippers, per box	1 25
Cod steak, per lb	0 07	Quail on toast, per lb.	0 05½
Cod, Imperial, per lb.	0 05		
Ciscoes, per basket	1 25		

BULK OYSTERS.

Oysters, standards, per gal	1 65	Oysters, selects, per gal	1 85
		Oysters, extra selects	2 00

Fish for Good Friday

Every Variety of Best Quality at Cut Prices.

Fruits for Easter

Bananas, Pineapples, Tomatoes, Strawberries, New Cabbage, Celery, Lettuce, Rhubarb, Cucumbers, Oranges, Grape Fruit, etc.

PROMPT SERVICE. BEST GOODS.

WHITE & CO., Ltd.
Toronto and Hamilton

Fresh Arrivals

THIS WEEK

Car BANANAS—Fancy Fruit

Car CALIFORNIA NAVELS

Extra Fancy Heavy Juicy Fruit. "GOLDEN ORANGE" Brand.

Car DOMESTIC CABBAGE

FINE SOLID HEADS

Fancy Ripe Pineapples. Extra Fancy Florida Celery

PRICE AND QUALITY ALWAYS RIGHT

HUGH WALKER & SON

(Established 1861) GUELPH, ONTARIO

Half a Century

and more FOLLINA BROS., or their father, have been engaged in the packing of Lemons. The gradual and steady increase in their business is attributed to the general satisfaction their pack has given. We try to please every customer, and you know how gratifying it is to hear your own customers say, "I would like some the same as the last you sent me." If any box of lemons of our brand you buy from the wholesale turns out unsatisfactory on account of faulty packing, we would like to know it. Advise us. Remember the brand to ask for. It is easy to remember

"BUSTER BROWN" Extra Fancy Sicily Lemons.

Follina Bros., Packers
Palmero and Messina, Sicily.

W. B. STRINGER
Canadian Agent, Toronto.

Determining the Value of the Retail Salesman

On what He Should be Judged—More to Learn Than Prices and How to Wrap up Groceries — What a Study of a Customer's Tastes Means in Holding Trade.

By F. W. Ross.

That there is a difference in the value of clerks is admitted by everybody, but if their earning powers and real value as salesmen are considered, and fully understood, the difference in their wages should be much greater.

Two men may work side by side, apparently of equal ability and who are drawing the same salary and yet one may be worth much more than the other. The difference in their services may not even be observed by the employer and yet there is a vast difference. Even if they should get the same amount of money in the till every day, that does not prove that they are of equal value.

If there is, therefore, a difference in the value of two good men, what is the difference between a good man and a poor man? If a young man has reached a point in his occupation where he no longer finds room for improvement, he will soon find that others have passed him and that he is a back number. The keen race through progressive methods is continually going on, and the moment one does not keep up the pace, he will fall behind. If then, the best retail salesmen have to struggle to keep at the head of the race, what about those who have never entered the race, who are mere counterfeits, as clerks, who have never learned enough about the grocery business to see any interest in it and who never think it worth while to read anything in connection with the business—in short, who do not know that their is anything to learn except the selling prices of goods, how to wrap them up, and make the change.

Must Have Judgment.

The most competent salesmen know that the greatest skill and knowledge is required to please and satisfy the customer, not merely while she is in the store, but the sales must be judiciously made, so that the customer will not regret when she gets home that she has been influenced to buy things she did not ask for. The customer should be made to feel that through the help of the grocer and his salesmen she just got what she wanted.

To assist people on the part of the grocer to buy to the very best advantage is one of the great secrets in the success of a salesman. It used to be said that anybody can sell things which people want, but it takes a good salesman to sell things they do not want. This is entirely wrong. It is better to hold a customer than to make a smart sale with a few cents profit and lose a customer who may be worth a good deal of money in a year. To learn this part of the clerk's duties is of the highest importance and requires the greatest perseverance and careful study.

To hold trade is the secret of success, and to do this one must have his heart as well as his mind in his work. This is by no means slavery, but here is the point where the work becomes interesting and enjoyable. No one has ever held trade on cut rate prices, but a well-trained clerk can not only hold trade, but he is constantly gaining new customers without cutting prices through his knowledge of true and right methods of doing business.

The value therefore of a good salesman cannot well be exactly estimated, but it is clear that there is room for young men to learn more of their work and increase the value of their services. I am not comparing an ideal salesman now, with one who is a bill of expense to his employer through blundering and ignorance, but with what is considered a good clerk, and yet I will show that there is a great difference between them.

Some save a great deal in taking bet- care of the stock, in being more accurate in weighing, more careful in making change, etc., but I will at present con-

"SUNKIST"

SEEDLESS NAVEL

CALIFORNIA ORANGES

ARE NOW AT THEIR BEST

¶ "Sunkist" Oranges and Lemons build up your fruit trade.

¶ Our advertising campaign will help you.

CALIFORNIA FRUIT GROWERS' EXCHANGE

Distributing Points: TORONTO WINNIPEG MONTREAL CALGARY

GOOD FRIDAY
FISH SUGGESTIONS

Your customers will want fish next week. Here are a few good sellers with which we can supply you:

Salmon	***Cod***	***Haddies***
Halibut	***Haddock***	***Kippers***
Pickerel	***Pike***	***Bloaters***
Whitefish	***Smelts***	***Smoked Herring***

Large Frozen Sea Herrings

We also have in stock all kinds salted and prepared fish

Orders by mail, telephone or telegraph filled same day as accepted.

Fresh fish every day in the year—Weekly price list mailed to all customers—Ask for it

LARGEST FISH AND OYSTER WAREHOUSE IN CANADA

BRANCHES:
Montreal
St. John
Grand River
Gaspe

LEONARD BROS.

20 to 26 Youville Square (Near Customs House) Montreal

P. O. Box 639
4 Long Distance Telephones

BRUNSWICK BRAND
BREAKFAST DELICACY
HERRINGS in TOMATO SAUCE
CONNORS BROS
BLACK'S HARBOUR N.B. CANADA
DIPLOMA AWARDED at ST JOHN EXHIBITION 1913
THEY SHOULD NOT BE LEFT IN THE TIN AFTER IT IS OPENED

BRUNSWICK BRAND
KIPPERED HERRING
CONNORS BROS
BLACK'S HARBOUR, N.B. CANADA
DIPLOMA AWARDED at ST JOHN EXHIBITION 1913
THEY SHOULD NOT BE LEFT IN THE TIN AFTER IT IS OPENED

Especial Emphasis

should be laid on the fact that

BRUNSWICK BRAND SEA FOODS

are "quality" goods, and you had better be out of business rather than handle canned goods of doubtful quality!

In "Brunswick" Brand our scientific system of canning preserves the delicious natural flavor of the fish—**a great selling point!**

See that you have a full range on your shelves.

CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

sider only the difference in clerks in holding and gaining trade.

A clerk may wait on a customer with all the qualities that make up an ordinary good salesman, and yet lack the judgment and knowledge which are necessary to permanently hold trade. The trick is not so much in making a favorable impression during the few minutes the customer is in the store, as to sell her the goods that will make a favorable impression during all the time she is using them. She will soon forget what you may have said to her, or even if you tried to please her by making a reduction in the price, but she will now judge her purchases entirely from the value and satisfaction she gets out of them.

To please the customer in the store so that she stays pleased during the week is the acme of good salesmanship, and a clerk who reaches this state of perfection is the one who is entitled to an advance in his salary.

Study Customer's Desires.

How to do this can be better done than described, but a good salesman must become familiar, as far as possible with the customer's circumstances, her ideas of economy, and then sell her the goods that will give her better satisfaction than if she had selected them herself. This can be done, and she will soon learn that your advice was in her interests and she will gain confidence and be a permanent customer. She will not only stay, but she will influence her friends, often unconsciously, to deal in the same store. What does this mean to the employer? In a business with 300 or 400 customers, if a grocer is able to hold 10 who would have been lost with poor salesmanship, and through them gain 10 new customers during a year, it means a profit of probably a thousand dollars.

This is gained through the superior knowledge of the clerk as a result of constant study and close application to business. There is no limit to the possible attainments of the salesman, and the more he learns the better will he enjoy his work.

WHERE NO FUNDS EXIST.

The directors of the Merchants' Association of New York City recently adopted a resolution as follows:

"Resolved, that the board of directors of the Merchants' Association of New York approves the law proposed by the American Bankers' Association to punish the giving of cheques or drafts on any bank or other depository wherein the person so giving such cheque or draft shall not have sufficient funds or a credit for the payment of the same,'

"Provided, however, that the penalties prescribed in the act be reduced to five hundred dollars or imprisonment of one year, or both."

Another resolution adopted by the same board follows: "Resolved, that the board of directors of the Merchants' Association of New York approves the draft of law passed by the American Bankers' Association 'to punish the making or use of false statements to obtain property or credit,' to be enacted in all states where this matter is not already covered by statute or by judicial decisions."

CATALOGUES AND BOOKLETS.

A neat series of blotters has been issued by the Blue Ribbon Tea Co., each blotter containing some strong hints on the advisability of consumers using a better quality tea, from a health, economy and general satisfaction standpoint. They are being distributed widely.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

TRY LEARD'S LOBSTERS
and CANNED CHICKEN
Write for Prices
W. A. LEARD
Summerside, - P.E.I.

Lemon Bros.
Owen Sound, Ont., and Sault Ste. Marie
Wholesale FRUIT, FISH and PRODUCE
Commission Merchants, and
Dealers in HIDES, WOOL and RAW FURS

EPICURE BRAND

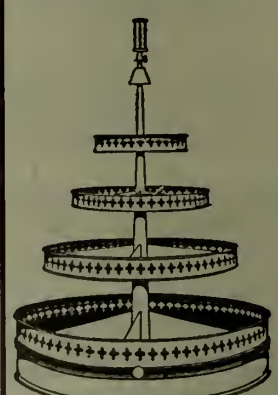
Lobsters

If you would sell Lobsters that are the choicest, the whole meat, claws and tails—order ***Epicure Brand.***

Packed right by the fishing grounds and sold with a guarantee of excellence.

Order at once, as there may be a shortage.

C. H. MITTON,
Port Elgin, : N.B.
BROKER AGENTS WANTED



Our Vegetable Display Stand Will Increase Your Profits

on vegetables, green truck, etc., by keeping them in better condition and increase your sales because it displays them so appetizingly. Grocers and Market men everywhere write us for price and particulars. State whether you have a city water supply.

GALESBURG CORNICE WORKS
93 Cox Street, Galesburg, Illinois

GOOD FRIDAY

THIS is the biggest fish day of the year. Everybody eats fish. Don't be short of fish on this day. We have made big preparations and expect the biggest trade that we have ever had. Get our prices and be properly posted on the situation. : : : : : : :

OUR LINE INCLUDES

White Fish Trout Halibut
Sea Salmons Pickerel
Herrings Goldeyes Smelts
Haddock Cod
Dry Cods Kippers Bloaters
Finnan Haddie Digbys

ORDER EARLY

Remember that there will be a big rush, and we want your co-operation in order to please everybody.

The F. T. JAMES CO., Limited

Church and Colborne Sts. : TORONTO

Objections in West Indies to Preference to Canada

Many Afraid it Would Offend United States Shippers—Delay of Canadian Goods Going to the Islands and Why it Occurs—Difference Between U. S. and Canadian Methods—System of Collecting Not Approved of.

By D. Williams, now in the Indies, and written especially for The Canadian Grocer.

A great deal of interest is at present being taken in the West Indies Islands in the question of closer trade relations with Canada. The visit of the Royal Commission to the different islands, collecting and hearing evidence upon the subject, has brought it prominently to the front, and it is being discussed freely in the different Chambers of Commerce, by the press, in private conversation upon the street, and elsewhere. The opinions one hears and reads upon the subject are varied according to the viewpoint of the speaker or writer, or to the probable effect any change of policy on the part of the islands may have upon his individual business.

Whether the present enquiry will result in anything definite being done in the near future seems doubtful; but whatever its outcome may be, it will have the effect of making the people of Canada and those of the West Indies much better acquainted with each other than they have previously been.

There is throughout the islands an almost universal feeling of great friendliness to Canada and a strong desire for closer relationships.

The greatest difficulty in the way of consenting to a preference to Canada is the fear of offending the United States, and thereby imperilling the market that now exists for West Indian products in that country. This feeling has, no doubt, been fostered by the agents of U. S. houses doing business in the islands, and is being worked for all it is worth to deter any move in that direction, because a substantial preference in favor of Canadian foods would sooner or later destroy the U. S. trade in several lines.

One of the lines that a preference to Canadian trade would materially benefit is flour. It is well known that the West India Islands do not grow wheat, so that all their flour has to be imported. In the Barbadoes, where there is a population of two hundred thousand people, the duty upon imported flour is one dollar per barrel, and in Trinidad, 80c per barrel, so that the effect of a substantial preference can readily be seen.

Slow in Filling Orders.

Apart from the fear of retaliation by the United States in case of a Canadian preference, there are some other objections to it by West Indian merchants, that would be well for Canadian millers and shippers of flour to seriously consider. One of these is the complaint that Canadians are not prompt in filling orders.

Several large flour handlers put it this way. They say: "Our climate being warm we cannot carry large stocks on account of the tendency to spoil quickly. A result of this is we are sometimes caught short when it is necessary to have prompt and immediate delivery..

"Now, if we cable to New York for say 500 barrels of flour, we can depend almost to a certainty that it will be shipped next boat, and as the steamboat service from there is more frequent and much faster than from St. John or Halifax, we get the flour in ten or twelve days after cabling."

A factor that enables New York commission houses to fill orders so promptly is the holding of large stocks of flour of almost every brand ready for immediate shipment. West Indian merchants say: "If we sent a similar order to Halifax or St. John, we could not depend on anything like such prompt service."

This is owing to several reasons. One of these is, there are no large commission houses handling every brand the same as in New York, and no large stocks are held at seaboard, enabling prompt shipment, but the order must be forwarded to the mill or office of the firm handling the respective brand. Another cause of delay is the infrequency of the steamboat service—every twelve days—while there are boats from New York every two or three days, and much faster than the Canadian steamers.

Too Much Substitution.

Another complaint frequently heard is that Canadian flour is not always up to standard and that there is too much substituting of similar brands, when the shipper does not have on hand the one ordered, while still another is, United States shippers study West Indian conditions more than Canadians and give them what they want and not what the shipper thinks they should have or what he has on hand. It should be borne in mind by all Canadian exporters to these islands that the merchants are largely English in their make-up, and consequently somewhat conservative in their ideas. A result of this is they want what they want, and naturally so, and not something else.

One merchant put it this way: "The Canadian too frequently give us what they have, while the English shipper usually gives us what we order."

One practice of Canadian shippers which is particularly annoying to West India merchants is that of drawing upon them with bill of lading attached. As the flour comes by the Canadian route, which takes twelve or fourteen days at best, and the draft usually by New York in eight days, the consequence is the latter often arrives before the shipment, and the merchant is under the necessity of either accepting the draft or allowing it to be returned. Either of these alternatives is very unpleasant to a reputable house.

If the Canadian shipper would take the trouble to enquire into the commercial standing of many of the West India houses, they would find their credit rating excellent, consequently could treat them as New York commission houses do—await remittance, which would be promptly sent forward. Of course, there is liability to get up against unreliable dealers, but this can be guarded against by the study of conditions and careful enquiry.

There appears to be little complaint of the general quality of Canadian flour, while the objections enumerated could be eliminated.

Complaints About Boat Service.

There is much complaint about the efficiency of the Canadian steam service, and it certainly is not all that could be desired. However, those complaining do not always give due consideration to all the circumstances. It should be remembered that a boat from Halifax or St. John must make a number of calls among the islands on the way down, where there is frequently more or less unavoidable delay in discharging the cargo. Few of the ports-of-call have docks, so that steamers are compelled to anchor some distance out, and land their freight, often in row barges, frequently of small size.

On our way down on the "Aurora" we called at Monserett to leave several tons of cargo. It was about ten p.m. when the boat cast anchor. Soon after four or five small boats came out to take the freight ashore, and brought over a number of men to help unload. Many of these were inefficient and the result was, the little freight that should have been taken off in a couple of hours, took nearly all night.

Among the cargo was a few thousand feet of lumber. For this the captain was unable to get a boat to take off at all, so was compelled to build it into a raft and float it ashore as best he could, towed behind the row boats that were unloading the balance of the cargo.

These are difficulties that time and improvement of harbors will no doubt remedy, but at present they exist.

There are a number of other articles, such as lumber, hay, fish, butter, cheese, etc., exported by Canada to the West Indies, nearly all of which could be materially improved by a careful study of conditions.

BOWSER

Long Distance System

For Handling

Kerosene or Gasolene

meets the highest approval because it is

SAFE

The old method of handling oil by gravity or any kind of pressure was very dangerous, as a leak in a joint or elsewhere was most apt to result in an explosion.

Every feature of the Bowser Long Distance Underground Storage System meets the requirements of Insurance Companies and Fire Underwriters.

HEAR IS THE PLAN:--The oil is stored in a tank buried outside, any distance that you desire away from the building. The tank is made of best heavy sheet steel riveted and soldered, tested and guaranteed leak and evaporation proof. It is painted with three coats of asphaltum, which absolutely prevents the damp earth from acting upon the metal. The pump is the latest improved, all metal, and measures accurately gallons, half-gallons, quarts or pints at a stroke. The nozzle is fitted with a lever shut-off that absolutely prevents evaporation.

THE SYSTEM HAS NEVER CAUSED A FIRE, nor has an explosion of a Bowser Tank ever occurred. One hundred aud eighteen outfits passed through the San Francisco Fire--not one explosion resulted. Some of the pumps were warped and melted by the heat, but the oil remained in good condition in the tank. The Bowser System is safe in every way.

WRITE FOR BULLETIN 5-G.

S. F. Bowser & Co., Ltd., Toronto, Ontario

To Handle Credit Customers Successfully

It is primarily essential that you get your MONEY out of them. Yet the credit customer expects the same consideration and courteous treatment that the cash customer gets—and he is entitled to it.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost hut little and pay for themselves many times over.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by

ALLISON COUPON CO., Indianapolis, Ind.

Bradley Stencil Machine

The latest development of a CIRCULAR Stencil Machine not so expensive as the Standard.

EASY TO OPERATE

HAMILTON STAMP & STENCIL WORKS, Limited

Sole Canada Agents

HAMILTON
37-39 King William St.

TORONTO
38 Colborne St.

¶ If you are interested in good Bond Papers, send for our sample book. We make the following lines:

Superfine Linen Record
Earnscliffe Linen Bond
Standard Pure Linen
Empire Linen Bond
Crown Linen
Colonial Bond

SAMPLES SENT ON REQUEST

THE ROLLAND PAPER COMPANY, LIMITED

MONTREAL, QUE.

Classified Advertising

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30	00
" " "	6 months...	17	00
" " "	3 months...	10	00
50 " "	1 year.....	17	00
" " "	6 months...	10	00
25 " "	1 year.....	10	00

ADDING MACHINE.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

AGENT WANTED.

AGENTS WANTED IN CANADA by Manchester Manufacturer of Bottled Jams. An attractive line that should sell well. Address—Duerr & Sons, Old Trafford, Manchester. (tf)

BUSINESS CHANCE

FOR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover $20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

GROCERY, CROCKERY and CONFECTIONERY business for sale. Good thriving village in Western Ontario. Excellent farming country. Stock and fixtures $2,000. Turnover $8,000, at 85 cents on the dollar. Good reasons for selling. Box 336, CANADIAN GROCER, Toronto. (13)

COUNTER CHECK BOOKS.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

CASH REGISTER FOR SALE — National, nearly new, cost $525. Price to-day $350. Will sell for $175. Box 338, CANADIAN GROCER, Toronto. (11p)

FOR SALE—City and Town rights for preserving eggs. No cold storage needed. Box 339, CANADIAN GROCER, Toronto. (14p)

FOR SALE — Automatic Computing Scale. S. H. Fagan, Windsor, Ont. (13p)

FOR SALE—Good, live, general business in the best town in Alberta. Stock and fixtures about $11,000. Must be sold before 1st of April. For particulars address, R. A. Robertson, 632 First Street, Edmonton, Alta. (11)

FOR SALE—National Cash Register. Total adder check and detail strip printer; six clerks' initials received on account, charge, paid-out keys. Used twelve months. For sale cheap. Albert James, Peterboro, Ont. (11p)

MISCELLANEOUS.

AT LAST - A really practical pencil sharpener. The "Spiro" sharpener built on a new principle, positively does not break the lead. Ten blades. Sharpener lasts lifetime. Every pencil user needs one. Pencil sharp in a second. Ask your stationer or write us direct. A. R. MacDougall Co., Canadian Agents, Toronto.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto,

MISCELLANEOUS.

CUT DOWN THE COST of your fire insurance. Our illustrated catalog "O" on fire-proof windows, doors, etc., contains full information as to how you can save money on your insurance. You will find it interesting. Write for it to-day. A. B. Ormsby Co., Ltd., Toronto. (tf)

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

DOES YOUR FIRE INSURANCE POLICY protect you? There are points in connection with fire insurance policies that need expert handling to secure proper protection. We are Fire Insurance Experts. We can safeguard your interests, and procure the lowest rates. Mitchell & Ryerson, Confederation Life Bldg., Toronto.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Snou-perior" Autographic Register. Three copies issued at one writing. 1st, invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

FREE TEST—Prove our claim that "Klear Copy" Carbon gives the best, clearest, unsmudged copies of all typed matter at our expense. Send for sample package "K," free. Peerless Carbon and Ribbon Mfg. Co. of Canada, Ltd., 180 Richmond St. West, Toronto. (tf)

FASHION DECREES—Holland Linen correspondence stationery correct in style. Its beautiful writing surface most attractive. Envelopes to match. Fashionable sizes and colors. Visiting cards. Invitation and At-Home Cabinets and Writing Tablets. Ask your stationer. W. J. Gage & Co., Ltd., Toronto.

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

INSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive. All foul air in room expelled through special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co., Saturday Night Building, Toronto; Board of Trade Building, Montreal. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

MISCELLANEOUS.

SAVE 50% OF THE COST OF HANDLING merchandise by Installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Write-press Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU DON'T buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge Street, Toronto.

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S" The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

$75 buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit: Acme Duplicating Machine, one tubular stand fitted with type cases, compartments plainly lettered and arranged like universal keyboard of the standard make of typewriters, one drawer for accessories and forms, 20 lb. font of typewriter type, one chase, one Acme ribbon any color with typewriter ribbon to match, one pair tweezers, two quoins, one key, one oil can and one set of regiets. Sold with a guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

SITUATIONS VACANT.

GREAT OPPORTUNITY FOR SALESMAN visiting the drug or grocery trade in and west of Winnipeg. Firm established on eastern market several years wants salesman who can invest $300. All profits from his territory will be turned over to him until his investment is paid back. Commission and half the profits thereafter. Profits very large. L.C.M. Co., 505 Union Trust Building, Detroit, Mich

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case		$2 00
½-lb. tins, 3	" "	1 25
1-lb. tins, 4	" "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-dozen	10c.	$0 85
3-dozen	5-oz.	1 75
1-dozen	12-oz.	3 50
3-dozen	12-oz.	3 40
½-dozen	2½-lb.	10 50
½-dozen	5-lb.	19 80

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 dozen	5c.	$0 50
4 "	4-oz	0 75
4 "	6 "	1 00
4 "	8 "	1 30
4 "	12 "	1 80
2 "	12 "	1 85
4 "	16 "	2 25
½ "	16 "	2 30
1 "	2½-lb	5 00
1 "	5-lb	9 50
2 "	5-oz	Percase
1 "	12 "	$6 00
1 "	15 "	

ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams	Per doz		Per doz
		Peach	1 80
		Pear	1 70
Strawberry	1 90	Jellies	
Raspberry	1 90	Red currant	2 40
Black currant	1 80	Black currant	2 40
Red currant	1 80	Crabapple	1 70
Raspberry & red currant	1 80	Pluu	1 70
		Grape	1 70
Raspberry and gooseberry	1 80	Marmalade	
		Scotch	1 40
Damson plum, stoneless	1 70	Orange Jelly	1 75
		Green Fig	2 25
Greengage plum, stoneless	1 70	Lemon	1 80
		Pineapple	2 25
Gooseberry	1 80	Ginger	2 25

Pure Preserves—Bulk

5's & 7's per lb.		14's & 30's per lb.
Strawberry	0 11	0 10½
Blackcurrant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

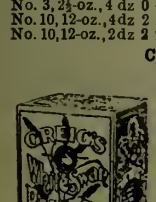
White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz				2 00
½-lb.	"	"	"	
¼-lb.	"	"	"	0

Cook's Friend Baking Powder

Cartoons—	Per doz	No. 12, 4-oz., 6 dz	0 70
No. 1, 1-lb., 4 doz	2 40	No. 12, 4-oz., 3 dz.	0 75
No. 1, 1-lb., 2 doz	2 50	In Tin Boxes—	
No. 2, 5-oz., 5 doz	0 80	No. 13, 1-lb., 2 dz.	3 00
No. 2, 5-oz., 3 doz	0 85	No. 14, 8-oz., 3 dz	1 75
No. 3, 2½-oz., 4 dz	0 45	No. 15, 4-oz., 4 dz.	1 10
No. 10, 12-oz., 4 dz	2 10	No. 16, 2½-lbs.	7 25
No. 10, 12-oz., 2 dz	2 20	No. 17, 5-lbs.	14 00

Cereals



WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case $3.00.

The King's Food, 2-doz. in case, per case $4.80.

White Swan Barley Crisps, per doz. $1.

White Swan Self-rising Buckwheat Flour, per doz. $1.

White Swan Self-rising Pancake Flour, per doz. $1.

White Swan Wheat Kernels, per doz.. $1 40
White Swan Flaked Rice, per doz..... 1 00
White Swan Flaked Peas, per doz..... 1 00

Blue

Keen's Oxford, per lb..... 0 17
In 10-box lots or case..... 0 16
Gillett's Mammoth, ¼-gross box..... 2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED

Cocoa—	
Perfection, 1-lb. tins, per doz	$4 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Solu. le, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22

Special quotations or Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½s & 1's, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen s Dessert, ½s and 1's, 12-lb. bxs., per lb	$0
Queen s Dessert, 5's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, 1's, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90
Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 35
Maple buds, 5-lb. boxes	0 35
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpare l wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

EPPS'S.

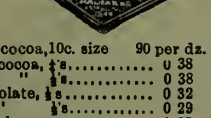
Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz 0 90



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " 1's	0 38
" No. 1 chocolate, ½s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 35
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 32
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda 1-lb. tins	0 28
Cracked cocoa, ¼-lb. pkgs., 6-lbs. bags	0 32
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases.	Per lb
1-lb. packages	0 26
½-lb. packages	0 27
¼-lb. packages	0 28
1 and ½ lb. packages, assorted	0 26½
½ and ¼ lb. packages, assorted	0 27½
¼ lb. packages, assorted, in 5 lb. boxes.	0 28
¼ lb. packages, assorted, in 5 lb. boxes.	0 29
¼ lb. packages, assorted, 5,10,15 lb. cas.	0 30

Bulk—

In 15 lb. tins, 15 lb pails and boxes.	10, 25 and 50 lb. Pails.	Tins.	Bbls.
White moss, fine strip	0 12	0 21	0 17
Best Shredded	0 15		0 1
Special Shred	0 17	....	0 16
Ribbon	0 19	....	0 15
Macaroon	0 17	....	0 17
Desiccated	0 16	....	0
White Moss in 5 and 10 lb. square tins, 21c.			

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 16
In packages 3-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$5 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins

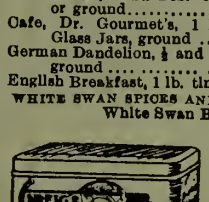
Club House	$0 32	Ambrosia	0 25
Nectar	0 30	Plantation	0 22
Empress	0 28	Fancy Bourbon	0 20
Duchess	0 26	Bourbon	0 18
Crushed Java and Mocha, whole			0 14
" " "		ground	0 17½
Golden Rio			0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" In 1 lb. tins	$0 33
"Gilt Edge" In 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, per dz	3 25
Medium size jars, per doz	4 50
Small size jars, per doz	2 4
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40

Ground or bean.	W.S.P.	Ret. P.
1s	0 32	0 50
½s	0 33	0 50
1s	0 29	0 40
½s	0 30	0 40
1s	0 23	0 30
½s	0 23	0 30

Packed in 30s and 50-lb. cases. Terms—Net 30 days prepaid.

Confections

THE COWAN CO., LTD.

Cream Bars, 50's, assorted flavors, box	1 80
Milk Chocolate Sticks, 35 in box, "	1 35
" " 10c cakes, 35 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40
These prices are F.o b. Toronto.	

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95 dozen
Medium, cases 2 dozen	1 80 "
Large, cases 1 dozen	2 75 "
Tumblers, cases 2 dozen	1 35 "
25-lb. pails	0 15 lb.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co Ltd; Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ¼ cent.

Infants' Food

Ro' inson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.	1	00
2 "	"	1	75
2½ "	"	2	00
4 "	"	3	00
5 "	"	3	75
8 "	"	5	50
16 "	"	10	00
32 "	"	18	00

Discounts on application.

CRESCENT MFG. CO.

	Per doz
2 oz. bottles (reta at 50c.)	4 25
4 oz. bottles (retail at 90c.)	5 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	14 50

Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. $2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
5 and 7 lb. tin pails, 8 and 9 pails in crate, per lb	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails, per lb	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
7 wood pails, 5 pails in crate, per lb	0 07

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds, doz. $1.20. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. $1.40. Tomato Ketchup—Bottles (10c. size only) doz. $1.40. Tabasco-Ketchup—Bottles (10c size only) doz. $1.40 Chili Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (newl doz. $1.40; No. 80 jars, doz. $1 40.

W. CLARK'S SPECIALTIES

S.S. Beef (Inglass Brand), 3 sizes—½s, $1.5; ½s, $2.25; 1s, $3.35 dozen. Ox Tongue (Paragon), 4 sizes—½s, $7.50; 2s, $8.50; 2½s, $9.50; 3s, $12 doz. Stewed Ox Tail—1s, $1.60 dozen. Stewed Kidney—1s, $1.5; 2s, $2.65 dozen. Minced Collops—1s, $1.40; 2s, $2.50 dozen.

A GROCER'S CO-OPERATION

RISING SUN Stove Polish in Cakes gives a lustre which far outlasts all others under the heat of the stove, and that is why it has so many friends that call for it over the grocery counters the world around. We believe that the real live grocer wants to push the goods that please his customers, and that is why we have the hearty co-operation of thousands upon thousands of grocers everywhere. It pays you to push it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

WALKER PATENTED —BINS— Ⓜ

If Interested in Modern Grocery Equipment write for Our Illustrated Catalogue.

The Walker Bin & Store Fixture Co., Ltd.
Berlin, - - Ontario

Five Essentials

Simplicity
Fast Grinding
Durability
Easy Adjustment
Finish

Elgin National Coffee Mills

(40 STYLES)

These are high-grade, attractive looking mills, at a

LOW COST

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

Tea Lead,

Best Incorrodible

"Pride of the Island"

Manufactured by BRAND

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C. Codes used 4th and 5th Editions. LONDON, E., ENG.

Canadian Agents ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants,

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

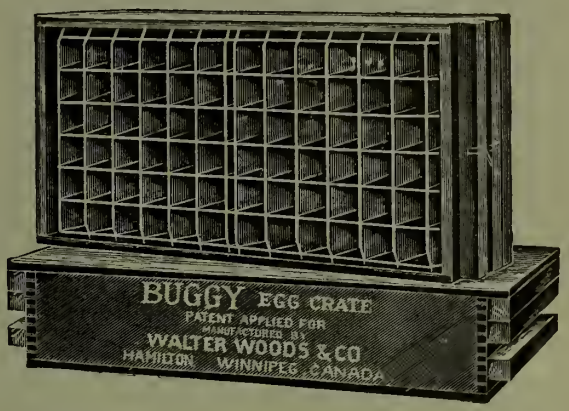
LAMBE & MacDOUGAL, London
H. & A. B. LAMBE, Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax

GREEK CURRANT CO.

95 Broad Street - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

BUGGY EGG CRATE



The most satisfactory Egg Carrier yet invented.

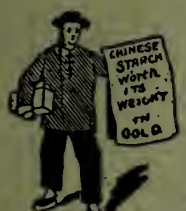
YOU should have them in stock.

5,000 sold first season.

Walter Woods & Co.

Hamilton and Winnipeg

OCEAN MILLS
Montreal



Chinese starch, 48 1-lb., per case $4.00; Ocean Baking Powder, 48 3-oz., $1.10; 48 4-oz., $1.80; 60 8-oz., $4.50; 36 1-lb.-$3.75; 48 1-lb. pkg., $4; 10 1-lb. tins, $5; loose 25 lbs., $1.75; Ocean blanc mange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-ounce, $7.20; Ocean corn starch, 48 1-lb. $3.60

Jam

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

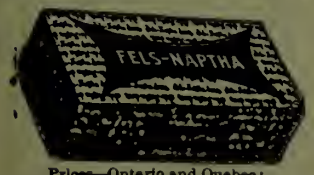
Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95

List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 12½
½-bbls.	0 12⅝
Tubs, 60 lbs.	0 12⅝
20-lb. Palls.	2 63
20-lb. tins	2 53
Cases 3-lb.	0 13⅜
" 5-lb.	0 13½
" 10-lb.	0 13⅜

F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12½
Tubs	0 12⅝
20-lb. palls.	0 12⅝
20-lb. tins	0 12½
10-lb. "	0 13
5-lb. "	0 13½
3-lb. "	0 13½
1-lb. cartons	13½

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED LYE

Per case

1 case of 4 doz	$3 50
3 cases of 4 doz	3 40
5 cases or more	3 35

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 dozen case, per doz. $1; 16-oz. glass jars, 2 doz. in case, per doz. $1.40; 5 and 7 lb. tins and 7-lb. pails, per lb. 7c.; pint sealers (24 oz.), 1 doz. in case, per dozen $2.

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Sbredded"—	
1-lb. glass, doz.	1 90
2-lb. "	3 10
7-lb. tins, "	8 25

SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz.	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz.	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00

ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream, family size, per case	$3 50
Baby size, per case	2.00
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen	0 45 dozen
Medium, cases 2 dozen	0 90 "
Large, cases 1 dozen	1 35 "

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda

COW BRAND

Case of 1-lb. containing 60 packages, per box, $3 00
Case of ½-lb. containing 120 pkgs. per box, $3 00
Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$2 60
No. 2, " 120 ½-lb. "	2 60
No. 3, " 30 1-lb. "	2 60
" 60 ½-lb. "	
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 65
5 cases	2 55

Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. **Montreal**

Soap and Washing Powders

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	$10 20
Maypole soap, black, per gross	15 30
Oriole soap, per gross	10 20
Gloriola soap, per gross	12 00
Straw hat polish, per gross	18 20

3 doz. to box..... $3 60
8 doz. to box..... $7 20
30 days.

1 Box Price $4.00
5 Box Price $3.90
Freight paid on 5 box lot

Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

	Per lb
Laundry Starches—	
No. 1 white or blue, 4-lb. carton	$0 07
No. 1 white or blue, 2-lb. carton	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada white gloss, 1-lb. pkgs.	0 06½
Benson's enamel, per box	1 50 to 3 00
Culinary Starch—	
Benson & Co's. Prepared Corn	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue	0

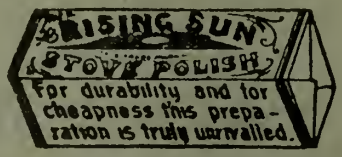
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lb	0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. canisters, cases of 48 lb	0 07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 35 lb.	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish

	Per gross
Rising Sun, No. 1 cakes, ½ & ¼ grs. bxs.	$8 50
Rising Sun, No. 3 cakes, gross boxes	4 50
No. 5 Sun Paste, ½ gross boxes	5 40
No. 10 Sun Paste, ¼ gross boxes	9 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
¼-barrels, 175 lbs.	0 03¾ "
Pails 25 lbs.	1 30 each
" 38½ lbs.	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 [illegible]
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire bandles.)

Teas

THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label ½'s	" 44	" 60
Red-Gold Label, ½'s	0 55	0 80

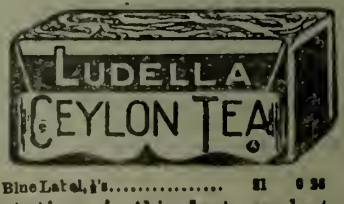
GEO. E. BRISTOL & CO., Hamilton, Ont.

EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c.	1s, 20c.; ½s, 21c.
30c.	1s and ½s, 23c.
40c.	1s and ½s, 28c.
50c.	1s and ½s, 35c.
75c.	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s	$1	0 36
Orange Label, 1s and ½s	0 23	40
Sun-Label, ½s	0 20	0 26
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

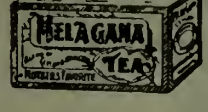
LAPORTE, MARTIN & OIL, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1.00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.

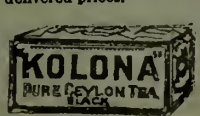


MELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 32	0 40
" " ½s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 80 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 20
Black Label, ½-lb., retail at 25c.	0 21
Blue Label, retail at 0c.	0 23
Green Label, retail at 40c.	0 30
Red Label, retail at 50c.	0 35
Orange Label, retail at 60c.	0 42
Gold Label, retail at 80c.	0 55

Pure Gold Jelly Powder	90 cents per doz.
Pure Gold Salad Dressing Powder	

Discounts on application.

THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

OILLETT'S CREAM TARTAR.

	Per doz
½-lb. paper pkgs., 4 doz. in case	$0 90
½-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ½-lb. paper pkgs. / 2 doz. ½-lb. paper pkgs. } assorted	$7 20
	Per doz
½-lb. cans with screw covers, 4 doz. in case	$2 00
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ½ doz. in case	0 30
10-lb. wooden boxes	0 27½
25-lb. wooden pails	0 27½
100-lb. kegs	0 25½
360-lb. barrels	0 25

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s	44
Black Watch, 12s	45
Bobs, 8s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 6 2-5s	48
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar.	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	59

Veterinary Remedies

W. F. YOUNG

Absorbine, per dozen	$18 00
Absorbine Jr., per dozen	9 00

Yeast

Royal Yeast, 3 doz. 5 cent pkgs.	$1 15
Gillett's Cream Yeast, 3 doz. in case.	1 15

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Tell your Doggy Customers that you Stock

Spratt's MEAT "FIBRINE" Dog Cakes

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch . 13 St. Therese Street, St. Gabriel's, Montreal.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, . . Ontario

WARNING!

Crescent BM&Co. TRADE MARK. Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

SALT:

FROZEN VEGETABLES:—To extract Frost from vegetables, prepare them for cooking and lay them in cold salted water all night, standing the vessel in which they are placed in a warm room. The vegetables must be quite covered with the water.

VERRET, STEWART & CO.
LIMITED
Wholesale Salt Dealers, 12 Port St.
MONTREAL

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

WETHEY'S CONDENSED MINCE MEAT

Wrapped and packed in sanitary packages

SOLVES THIS QUESTION

Quality Unexcelled. Absolutely Dust-proof.
Three dozen to a case. All jobbers.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.

Your Rush Orders—

Phone them at our expense

4 Free Phones

Specials in Seasonable Goods

Pure Jam—Jam—Pigs' Feet and Canned Meats—Pork and Beans—25c. Black Tea—Bulk Pickles—Twine—Pineapple—Salmon—Good Dates—Raw Sugar (crystal and soft.)

GEO. E. BRISTOL & CO.
WHOLESALE GROCERS
HAMILTON ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building
London, Eng.: 88 Fleet St., E.C. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV. PUBLICATION OFFICE: TORONTO, MARCH 25, 1910. NO. 12.

KEEN'S OXFORD BLUE

The only argument necessary to convince your customers of the undeniable superiority of KEEN'S OXFORD BLUE is to get them to try it once—they will buy it always thereafter That's what you want, steady trade.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

Canada's Leading Starches

Edwardsburg

"Silver Gloss" Starch

(for laundry purposes has no equal)

Benson's "Prepared" Corn

most perfect for cooking, puddings, desserts, etc.

These brands are found in every up-to-date grocery store. They make satisfied trade.

Demand them of your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

MacLaren's Imperial Products

BE WISE—SELL THEM

MacLaren Imperial Cheese Co., Ltd., Toronto, Canada

"THISTLE" Canned Fish

Canned Haddies, Kippered Herring and Tunny Fish packed under the label and brand of "Thistle," come direct from the famous St. Mary's Bay Fishing grounds. The motto of the Packers is: "not how cheap but how good." The verdict of connoisseurs is: "*the finest produced.*"

SARDINES From Norway

Packed in perfectly pure Olive Oil by Olsen & Kleppe at Stavanger, Norway, and packed with wondrous care and skill in the selection. Their special leading brands "Albatross" (small fish) and "Ambrosia" (a trifle larger) command ready and large sales to the most fastidious people.

A MODEL

Budget

good for all.

Griffin & Skelley's Dried and Canned Fruits (all packed under the "Griffin" brand) are unique in the possession of that absolute confidence which wins permanent trade—the "Griffin" brand is like the "sterling" mark on silver. Seedless and Seeded Raisins, Sterilized Prunes, Cured Fruits and Canned Fruits.

GRIFFIN'S Dried Fruits

Vermicelli, Macaroni, Spaghetti and Fancy Pastes, bearing the name "Codou" on the package, are accepted the world over as the best of their kind—nothing finer can be produced. Cleanliness is absolute in the factory whence they come—the model factory of national repute. The rigid maintenance of quality is absolute. "Codou" is the name.

CODOU'S Macaroni

ARTHUR P. TIPPET & CO., Agents

Montreal Toronto

Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

Winnipeg Office

R. B. Colwell

BROKER HALIFAX, N.S.

REPRESENTING LEADING MANUFACTURERS, SUCH AS

E. D. Smith Lowneys Toblers

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

—

27 St. Sacrament Street, Montreal

TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

Representing Morris Packing Co.

Pork and Lard—Finest Quality

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.

52 Nicholas Street, - Ottawa

J. R. Routh, Manager.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON, Western Canada

An inch space in this department costs 77 cents per week or $40.00 per year.

E. H. BOWEN

Manufacturers' Agent and Broker

SHERBROOKE, QUE.

Solicits representation of another first class firm putting up high grade goods. Eastern Townships thoroughly covered by three travellers. Highest references. Write immediately if you desire to have your line well introduced.

E. T. BUSINESS.

You, Mr. Manufacturer, can do a good deal larger business in the Eastern Townships, if your lines are pushed by a live representative right on the ground. You want someone who thoroughly knows the field and to whom grocery business is not a Chinese puzzle.

15 Years on the Ground

S. ROBITAILLE & CO., Sherbrooke

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

We are Buyers and Sellers of

White Beans

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S. NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

77 York Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

JUST ARRIVED IN STORE

Shipment from John Gray & Co., Limited, Scotland, of their celebrated Jams and Marmalade. 1's, glass, black currant, strawberry and raspberry jam. 1's, stone jars, black currant, strawberry and raspberry jam. 1's, glass, marmalade. 7lb. tins Marmalade. We will gladly furnish prices.

DOMINION BROKERAGE CO.

73 Front St. E., Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

TRACKAGE PROPERTY

Storage Warehousemen

and Distributors

Prout, Simpson & Co.

WINNIPEG, MAN.

Open for a few good lines

J. W. SNOWDON

Manufacturers' Agent

413 ST. PAUL STREET

MONTREAL

Face-to-Face Business

Are you satisfactorily represented in this district? If not, write

G. WALLACE WEESE

Manufacturers' Representative 30-32 Main East

HAMILTON

Are you interested in MOLASSES? We have it.

A genuine

New Orleans—

fine strong bakers'—

in barrels **24** cts. imp. gal.

half barrels at the usual advance, 2c. gal.

A sample for the asking.

"ANCHOR" brand

New Orleans MOLASSES

2's cases 3 doz. } **2.85 case**
3's " 2 " }

Freight prepaid on 5 case lots.

QUALITY GUARANTEED.

Our new "ANCHOR" label will sell these "at sight."

EBY-BLAIN, LIMITED

Wholesale Grocers, - - TORONTO

Artful Advertising Often Exalts Poor Quality in Tea

It makes the dealer lose his pride in encouraging a higher taste for superior tea.

Spread this information amongst your trade and you can raise them to the level of

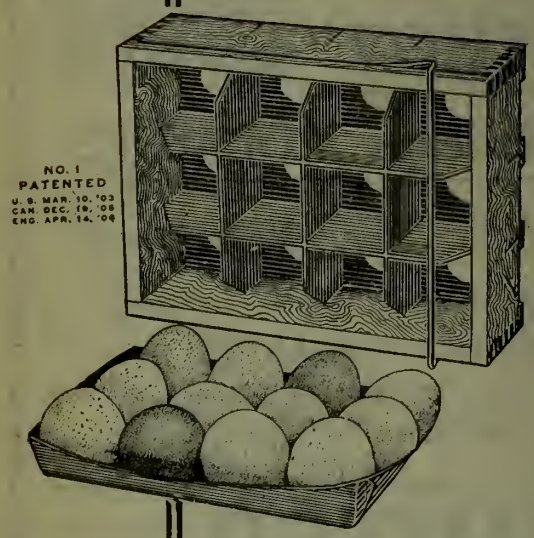
"Ram Lal's Pure Tea"

SEND TO US FOR SAMPLES AND PARTICULARS

Ram Lal's Pure Tea Co., Limited Montreal Canada

A Broken Egg

means loss of profit, a smeared package, and a disgruntled customer.



STAR Egg Carriers and Trays

assure safe egg delivery, and absolutely satisfied customers.

You Cannot Afford to be Without Them

Ask any one of our 200,000 satisfied customers.

STAR EGG CARRIERS AND TRAYS

are ready for instant use—no setting up required.

They mean a great saving of time—are filled and emptied in six seconds.

On sale by leading jobbers everywhere.

Star Egg Carrier & Tray Mfg. Co.

Rochester, N.Y., : : U.S.A.

JOHN G. ELBS, Proprietor

MacLaren Imperial Cheese Co, Ltd., Toronto, Canada
Selling Agents

"AYLMER" JAMS, JELLIES PRESERVES, etc.

Every Glass Jar or other package of "AYLMER" Jams, Jellies or Marmalades is Guaranteed Absolutely Pure, put up from FRESH FRUIT when in season and FINEST GRANULATED SUGAR.

The flavor and high quality of "AYLMER" Preserves cannot be obtained in preserves made from pulp.

NO PRESERVATIVES
NO COLORING

At every process cleanliness is reduced to a science.

"AYLMER" New Season's Scotch Marmalade and Orange Jelly Marmalade now ready. Send in your orders at once for stocks of these fine goods.

CANADIAN CANNERS
Limited

HAMILTON, - CANADA

To Win The Trade Of The Particular Home-Baker Just Get Her To Try One Bag Of

PURITY FLOUR

Every particular home-baker would like to improve the flavor, the color and the nutritiousness of her bread, if she knew how to do it.

You are the one who can tell her how to do it. Just advise her to use PURITY flour.

PURITY flour consists exclusively of the high-grade constituents of the hard wheat berry.

The Quality of PURITY shows in the baking.

The flavor of a PURITY loaf is much more delicious than a loaf made of lower grade flour.

The color is more delightful—a beautiful, snowy white loaf.

The nutritiousness—the food value—is greater, as the high-grade constituents of the hard wheat berry contain more nutriment than the low grade.

Of course, such a high-class flour as PURITY costs the customer more, but PURITY makes up the small difference in price by producing **"More Bread and Better Bread"**

Perhaps your customer may not want to buy a barrel or a 98-lb. bag of PURITY Flour for her first trial. She will, however, be easily persuaded to try a small bag—a 7, 14 or 24-lb. bag—especially when you tell her that PURITY Flour is guaranteed satisfactory or money refunded.

But after she has tried PURITY Flour she will be so delighted with her baking-day results that she will never again be willing to go back to a lower grade flour.

To improve your flour trade become a "booster" for PURITY Flour. Other dealers are finding that a profitable plan. Just send us an order by next mail—and ask us about our plans for helping the dealer increase his sales.

Western Canada Flour Mills Company, Limited

Toronto, Montreal, Winnipeg, St. John, N.B., Brandon

$25.00

For a Brainy Person with an Idea

"What's In a Name?" We Think There's a Lot

Suggest a name by which we may call our line of **high class chocolate goods,** and, if it suits us, and we use it, we will pay you $25.00.

We cannot think of a catch phrase, or better, a word that pleases us—perhaps you can. Try. Read this ad. carefully. Consider what is said, and think of, or create, a word or a short descriptive catch-phrase that will fill the bill.

Pertinent Facts to Guide You:

We are makers of highest grade biscuits and confectionery, and have a reputation from one end of Canada to the other as manufacturers of reliable goods.

We occupy one of the largest and most sanitary factories in the Dominion.

Every step in the manufacture of our biscuits, confectionery and high-grade chocolates is personally superintended by competent foremen, who are under the supervision of our factory superintendent, who has been with us many years.

Scrupulous cleanliness is everywhere observed.

Our chief line is our "Chocolate Bordo" (registered), the premier Bordeaux chocolate—for 25 years the leader.

We make a full assortment of high-grade chocolates and a complete line of confectionery.

Remember it is for our **high-grade chocolate line** we want the name.

The Montreal Biscuit Company.

We prefer one word, but if the phrase is short, explanatory and applicable, it may do.

We desire something that will connect in your mind quality chocolate and the name of The Montreal Biscuit Company.

Competition closes April 25, 1910.

Prize-winning idea and name of winner will be published in this paper on June 3.

Get busy right away. You can use $25 as well as the next one.

Consult the panel to the left and learn something of the goods for which you are to suggest a name and then put on your thinking cap and see if that head which has successfully directed your affairs all this time will not yield you a money-winning idea.

You ought to pull in that $25.00.

Get into the game to-day. Few of us are devoid of at least One Idea—Perhaps you have a Winner in Your Mind. Let's have it.

Ask Us for More Facts about Our Goods if You want Definite Information.

Address: "Competition"

The Montreal Biscuit Co.

Manufacturing Confectioners

. . Montreal . .

When You Write Ask Us to Send You, Free, a Sample of our "Chocolate Bordo."

PURE FOOD PRODUCTS

PINK'S Food Products the World Over are Admitted to be the Perfection of Purity

Of the numerous and varied commodities manufactured by the great house of E. & T. Pink, the head and sole proprietor of which is Sir Thomas Pink, the best known and appreciated are Pink's Jams and Marmalade, the annual output of which reaches the enormous figure of 10,000 tons. To make a comparison and in order to demonstrate the magnitude of this output it may be mentioned that if the Jam was packed into one pound jars and the jars set in a straight line they would extend for considerably over 1000 miles.

To obtain the best knowledge of the work entailed in the manufacture of Pink's Jams one must needs visit the factory, to an inspection of which by their patrons, Messrs. Pink extend at all times a hearty welcome, but for those who are denied this highly interesting and instructive pleasure, the few following facts may be of interest :

The factory and stores cover a ground area of 7½ acres and have a floor space of 15 acres.

An army of 2,000 people are employed in making the Jam and operating the various branches of this vast business amongst which may be mentioned the manufacture of Confectionery, Pickles, Candied Peel, Jellies, Potted Meats and other Table Delicacies, Bottled Fruits, Spices, Mustard, etc., etc., the grinding of Pepper and Spice, the furnishing of all descriptions of Canned Goods, Fruits, Sardines, Salmon, Lobster, etc., and in fact all commodities applicable to the operating of a Grocery Store.

To aid the army of workers all kind of labor-saving machines and appliances are called into requisition as well as twelve steam boilers (3,600 H.P.) numerous steam and gas engines as well as electric motors, 100 Vans and Carts, 120 Horses, and in addition a fleet of Lighters, the latter being extensively used in connection with the ever-growing Continental and overseas export business of the firm.

Taking care of the customer and his requisitions are over 100 travelers and agents, which fact will convey to the ordinary commercial man the extent of the operations effected.

In the manufacture of their Jams, Pink's are easily first in the field in having the pick of the choicest fruits grown in the renowned fruit gardens of Kent and all the other fruit-growing districts of England, and thus it is ensured that all the fruit used in the manufacture of their wide-world known and sterling quality jams is freshly gathered day by day from the finest of the English fruit gardens. It may here be mentioned that as much as fifty tons (112,000 lbs.) of strawberry jam alone have from such daily arrivals of freshly gathered fruit been made in a single day.

Immediately upon the arrival of the fruit at the factory it is transported from the vans direct into the reception rooms and at once conveyed therefrom by elevator to the sorting department, where experienced operators remove the stalks and pick out any bruised specimens, the sound fruit being placed in scrupulously clean earthenware containers and therein carried by trucks to the boiling room where with the requisite quantity of the finest refined crystal sugar it is placed in the boiling pans of which there are 75, each having a holding capacity of one hundredweight. After the jam is made it is emptied into spotlessly clean receptacles which are transported by means of conveyances on wheels to the filling room.

In the filling room a large number of hands are employed to ladle the jam into a great variety of different sized glass and earthenware jars, cups, jugs, teapots, butterdishes, tumblers, tins, etc., etc., according to the requisition of each customer. As each container is filled it is carefully wiped on the outside so that any chance splashes may be removed therefrom, cleanliness in this factory being the ever predominant feature from the outset of the process of manufacture to the despatch of the goods ; the container is then placed aside for the jam to cool prior to being transported by elevator to the finishing department preparatory to despatch to the customer.

The finishing department consists of three large rooms where about 250 women are employed in covering and labelling the jars, etc. One has to see this process in order to believe that it takes the practised hands so short a time to top, cover, tie and label the container, wrap it up and affix another label to the wrapper. The completed article then being ready for the Grocer's counter.

The rapidity with which the whole process of manufacture and finish is effected, coupled with the scrupulous care in handling the goods precludes the entry therein of foreign or harmful matter of any sort, and ensures the preservation of the aroma and rich flavor of the fruit for which Pink's Jams are famed.

It will be of interest also to learn that a large percentage of the fruit used in the manufacture of Messrs. Pink's Jam is never touched by hand after it is gathered.

Is it to be wondered at that whilst taking care of the purity and flavor of their products Messrs. Pink are usually enabled, by the immensity of their transactions, embracing as they do the buying of sugar by the ship load and fruit by the million pounds, to furnish their goods at more inducing prices than other manufacturers, and far beyond comparison with the cost to the careful housewife of making jam at home.

The railway facilities making it possible to ensure during the fruit season daily arrivals at the factory of freshly picked fruit, the housewife may have on her table jam, the principal ingredient of which was growing in the fruit garden the previous day.

The floor space required for the manufacture of jam and marmalade is very considerable, but each line of goods manufactured or handled by the house has its separate building or department. In this manner a large building has been erected and fitted up for the manufacture of candied peel of which the firm claim to be the largest outputters in England. The process of manufacture is of very considerable interest. As the reader knows, candied peel is made from citrons, oranges and lemons. Immense quantities of these fruits are imported by Messrs. Pink for the purpose of this trade.

During the process of manufacture of candied peel the juice is extracted from the fruit. This forms a very important branch of business. Very large purchases of this fruit juice in bulk are made by manufacturers of cooling drinks and beverages, who bottle and send same out to their customers under their own labels.

Bottled fruits, of which E. & T. Pink are the largest outputters, bottling as they do from 15,000 to 20,000 dozen per season, may also be instanced as a speciality of the house. The immensity of the output may be taken as an indicator of unassailable quality.

Another important department is that apportioned to pepper and spice. This department is under the personal direction of Mr. Leonard Pink. But in order to demonstrate what is done in this section it will suffice to mention that "Pink's Perfect" is the recognized household pepper, and that of pepper alone the nominal weekly output of the mills is 15 tons. Visitors should not miss seeing and having explained to them the highly interesting process of pepper and spice grinding and mixing.

At the branch establishment of the firm, at 6 and 5 Eastcheap, London, E.C., are the city offices and sale rooms. Here an up-to-date assortment of inducing samples of the principal commodities offered by the firm are displayed for the convenience of its customers.

And so one might continue elaborating upon the ramifications of this beehive of industry, and thus fill a large volume with but a scant description of the manufacture of a few of the very many articles manufactured by Messrs. Pink, but space precludes this being done. In passing however mention may be made of the immense pickle factory from where it has aptly been said, is drawn the world's supply of pickles. Here the pickles are not only packed in bottles and similar containers, but also in casks, the latter being for customers who buy their pickles from Messrs. E. & T. Pink in bulk, and bottle them for sale to their customers.

The confectionery department also cannot be passed over without mention, employing as it does a very large number of hands, and turning out hundreds of tons of different sorts of delicious sweetmeats, too numerous to enumerate. But it can only be hoped that the reader may at some future time be fortunate enough to make a personal acquaintance with the factories of this very important business where the minutest detail in fabricating its manufacture being taken care of, the acme of perfection in the outturn of the commodity under fabrication is assured.

In the meantime if a word of advice is acceptable it is "Switch on to success by going into business with E. & T. Pink" and, as a preliminary, write to them for a price-list wherein is sure to be found offering just the right article at a price which fits the requisition of your customer.

The business from its modest inception has been steadily built up to its present great magnitude by scrupulous attention to the unrivalled purity of its Pure Food Products, the name of E. & T. PINK on any article or package of food being the recognized guarantee of perfection in taste, quality and purity.

E. & T. PINK, London, England

WRITE FOR PRICE LISTS TO THE FOLLOWING AGENTS:

EDGAR J. FRANKLIN, care The Montreal Star, Montreal — *HERBERT J. CAVE, 413 Hastings St., Vancouver, B.C.*

FRED COWARD, 1 Grandview Ave., Toronto

A WARNING

appeared in last week's issue of this Journal, as follows:

> All dealers selling Maple Syrup labelled "Beauce Brand," not put up by us and bearing our name, will be prosecuted, as we have the sole right to the use of the said name, as per our Trade Mark registered at Ottawa, in the Trade Mark Register No. 58, Folio 14255.
>
> IMPERIAL SYRUP CO.,
> MONTREAL, QUEBEC.

In this connection we wish to advise the trade that we are the originators and the first to use this Brand

"BEAUCE" BRAND

A short time ago we were approached by the Imperial Syrup Co., claiming that they were entitled to use this Brand as it originally belonged to them. We immediately invited them to test the issue in a Court of Law. So far they have not seen fit to accept our invitation.

In the meantime, we wish to advise the trade that we will protect them in any proceedings that may be taken against them by handling our

"BEAUCE" BRAND

MacLAREN IMPERIAL CHEESE CO., LTD.
TORONTO, - CANADA
AGENTS

The W. A. Freeman Co., Limited

MANUFACTURERS, MERCHANTS

Phones
1475
1476
1477
537
597

Cable Address "FREEMAN"

No. 08 MEAT, or GROCERS' DELICATESSEN, White tile panels, bronzed metal legs.

Counters, Silent Salesmen, Portable Offices, Oyster Cabinets, Etc.

HAMILTON, - - CANADA

"Keep up with the Twins"

"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

When you induce a customer to try a brand of Cocoa or Chocolate—that is better than the kind she has been using, you are taking a long step towards winning her confidence and her steady trade.

You'll find it pays to recommend **COWAN'S** Cocoa and Chocolate to those who are using ordinary brands.

The Cowan Company,
LIMITED
Toronto - - Canada

NEW

MAPLE SYRUP

Now Arriving

New Season Pure Maple Syrup, Direct from the Famous Bushes of the Eastern Townships, is now Being Received by us. This District is the Most Reliable and Most Widely Known in Canada. All of Our Syrup is Guaranteed to be ABSOLUTELY PURE, the Sap of the Maple Trees ONLY, Scientifically Evaporated by Experts who Have Been All Their Lives in the Syrup Business.

"PRIDE OF CANADA"

is What We Call Our Maple Syrup, All of Which is Put Up Under this Label in Attractive Bottles and Packages of Tin.

NEW MAPLE SUGAR,

Also "Pride of Canada" Brand—Carrying the Same Guarantee, Now Coming in Daily.

Order Immediately. We are Quickly Disposing of All We Receive.

The Maple Tree Producers Association, Limited

Waterloo, Que.

Montreal Office—58 Wellington Street
Toronto Office—512 Dundas Street

They Both Speak

For Themselves

PROPRIETORS:

ROWAT & CO. GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:—Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the North-west; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

BIG SALE OF TEAS

Over 20 tons to dispose of within the next thirty days. Bought previous to the advance.

Nice Japan Teas
at 16½c. to 18½c. per lb.

Choice Ceylon Green and Black Teas, in half chests and chests, at 16½c. to 18½c. per lb.

Large Assortment Young Hyson Teas. Good style and cup quality, at 12½c., 14c. and 16½c.

Gunpowder Tea in caddies of about 30-lbs. We are offering something very special at 12½c., 14c. and 16½c.

Orders taken from Standard samples for import. Special prices in jobbing quantities. If interested, ask for samples and see our travellers. Special attention given to enquiries and mail orders.

ROBERT SIMPSON & CO.

COR. MAIN AND HUGHSON STREETS, HAMILTON, ONTARIO

Telephone 3541 **(Formerly of Guelph)**

Customer's Side

ATTRACT TRADE TO YOUR STORE

BY USING

TOLEDO SCALES

NO SPRINGS
HONEST WEIGHT GUARANTEED

Customer's Side

Made in Canada
105 Styles and Sizes
Adapted to all kinds Stores
PRICES $40 UP

THE HIGH PRICES OF EATABLES

Have caused the consuming public more closely than ever to observe the scales used by the grocer and butcher. People lack confidence in Spring Scales, Beam and Even-Balance Scales. But they like to buy over Toledo Scales, because they can see the beautiful *Toledo Springless Mechanism* which automatically does the weighing; the scales show them the exact weight of their purchase; they see on the scales the signs, "No Springs," "Honest Weight," and have full confidence that their purchases are weighed correctly.

NO WAITING—NO ERRORS

There is no waiting for a salesman to find a balance or to figure what to charge. The Toledo itself does the weighing and calculates the exact value mechanically, instantly and accurately. Thus time is saved, errors avoided, profits assured, customers pleased. Any customer prefers to trade where his purchases are weighed by the most modern, automatic, reliable weighing machine than to buy supplies over old-style scales.

YOU CAN GET THESE ADVANTAGES

Write us and learn how profitable it would be to you to get a *profit-increasing* and *trade-bringing* Toledo Scale. We make allowances for some scales in part payment for Toledos. Tell us what you have. We guarantee a better computing scale for less money than you can get from any other source. Write for our Book 3, showing scales and prices.

CANADIAN FACTORY, WINDOR, ONT.

TOLEDO COMPUTING SCALE CO.
Makers of Honest Scales, TOLEDO, O., U.S.A.

Offices in all Large Cities
Look in Telephone Directory

COUNTER CHECK BOOKS

F. N. BURT COMPANY, Limited

Successors to

THE CARTER-CRUME COMPANY, LIMITED

Better Service. **No Advance in Price.**

Write for samples, or telephone repeat orders at our expense.

TORONTO **and** **MONTREAL**

Phone Main 2511 **Phone Main 2512**

All The World Loves a Winner

With the advent of warmer weather the demand for Sauces and Catsup increases. How about the line you are handling?

Have you got wise to the profit in selling "STERLING" BRAND?

Sterling
BRAND
Tomato
CATSUP

is made of the freshest and choicest tomatoes only, with the addition of pure spices and condiments. The flavor is unique, and the profit for you "well worth while." Try a case!

The T. A. LYTLE CO.
Limited
Sterling Road, - TORONTO

The West Indies

If you have anything to ship to the West Indies we will handle it promptly and get you the top price.

If you are a manufacturer and wish to place your goods on the West Indian markets our travellers will do it for you.

If you want information of any kind about the West Indies do not hesitate to write us for it.

T. Geddes Grant
Port of Spain - Trinidad

Redpath

Extra Granulated and other grades of Refined Sugar represent perfection in Sugar refining, and are the result of experience and modern machinery.

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

HAVE A CARE

that your stocks of a staple article like marmalade are right. Be on the safe side by handling

Shirriff's Imperial Scotch Orange Marmalade

It is made solely of luscious Seville Oranges and highest grade sugar, and in flavor is unapproachable.

SEE TO YOUR STOCKS

Imperial Extract Co., - 8, 10, 12 Matilda St. TORONTO.

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR

LONDON, ENGLAND

Commands a Preference over all others.

IS THE BEST

Made from the finest malted barley.

AGENTS

W. S. Clawson & Co., South Wharf, St. John, N.B. W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto. R. Robertson & Co., 912-913 Dominion Trust Bldg., Vancouver, B.C.
J. W. Snowdon, 413 St. Paul St., Montreal

We are open to do business on easy consignment terms *Write our Agents for Particulars*

SOAP SENSE

is a sense that comes to every grocer after a while, and which tells him his best interests are served by selling an honest soap—a soap of absolute purity, retailing at a moderate price. Such a soap is

ASEPTO
SOAP POWDER

"The enemy of dirt."

It is invaluable for every purpose in the house, and will be found more economical than any other soap. It is a sure seller and makes repeat orders a certainty.

Order from your jobber.

ASEPTO MFG. CO.
ST. JOHN, N.B.

Agents: ROSE & LAFLAMME, Limited
Montreal and Toronto

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott
Wholesale Grocery Broker
141 Bannatyne Ave., East

THERE'S a reason why

Canada First Evaporated Cream

sells so well throughout the year. Customers know that the process of manufacture is as perfect as care, skill and cleanliness can make it, and the canning in air-tight sanitary tins, without the use of acid or solder, uniformly safe. Stock and recommend this splendid selling line.

Order from your wholesaler

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

Tartan BRAND

The Public Demand WAGSTAFFE'S GOODS

Sell the line of least resistance. Pays you a good profit. We have Wagstaffe's full assortment of Jams, Jellies and Sealed Fruits. Also Wagstaffe's new season's Marmalade.

SEE OUR TRAVELLERS OR 'PHONE 596 FREE TO BUYERS

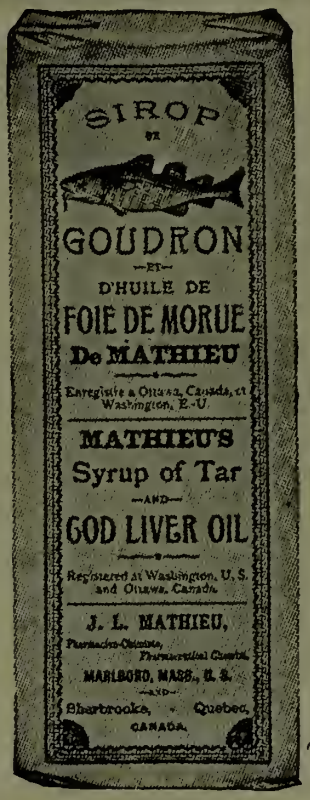
BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**

St. Lawrence

GRANULATED and GOLDEN YELLOWS

Made only from Pure Cane Sugar

The St. Lawrence Sugar Refining Co., Ltd., Montreal



MATHIEU'S SYRUP

of Tar and Cod Liver Oil

AND

MATHIEU'S NERVINE POWDERS

are the safest sellers amongst all the cold cure and cough remedies on the market.

The sale has increased enormously—

Thousands of testimonials attest their wonderful value—

They never become dead stock—

They afford dealers a good profit—

Those who once use them make them a household remedy—

Dealers who do not carry them simply lose sales that go elsewhere.

As the demand will be continuous for some months order a good supply now.

Sold by all wholesale dealers.

J.L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

Ewing's Pure Spices

Prince of Wales Brand Pure Spices require no introduction to the grocery trade. This brand stands for highest quality, and, above all things, for absolute purity. Always specify Prince of Wales Brand Pure Spices when ordering.

S. H. EWING & SONS, Montreal and Toronto

Are You Carrying The Empress Brand?

Coffees, Spices, Flavoring Extracts, Pure Jams and Jellies

WE WANT YOU to do so.
IT WILL PAY YOU to do so.
YOU WILL do so if you try them once.

WRITE US

Empress Manufacturing Co.
Limited
VANCOUVER, B.C.

FOREST CITY BAKING POWDER

THE STANDARD FOR 25 YEARS

6 oz. tins, 75c. doz.
12 oz. " $1.25 "
16 oz. " $1.50 "

Manufactured By
GORMAN, ECKERT & CO., Limited
London & Winnipeg

Is there any reason why Kandy Kid

Should not have attained the largest sale of any five-cent Pop Corn Confection in Canada?

The More You Eat The More You Want

Made Only By

Clyde Fuller & Bro.
WINDSOR : : : ONTARIO

WAGSTAFFE LIMITED, HAMILTON
WAGSTAFFE'S FINE OLD ENGLISH NEW SEASON MARMALADE 1910
NOW READY
SEVILLE BITTER ORANGES AND BEST GRANULATED SUGAR ONLY.
Exact Reproduction of
The Most Modern & Up-to-date Fruit-Preserving Factory in Canada
NO PRESERVATIVES OR COLORING USED WHATEVER

That Quaker Salmon!

Try a can of QUAKER SALMON yourself. If you do not find it the best you ever ate, do not buy it. If you DO——

MATHEWSON'S SONS

WHOLESALE GROCERS

202 McGILL STREET, MONTREAL

You have found

the most effective means of preserving your perishables in the hot weather if you have been induced to install a

"Eureka" Refrigerator

The "EUREKA" provides a continuous supply of cool, pure air, so long as any ice remains, and is, moreover, very economical in ice consumption.

Investigate the merits of the "Eureka" carefully.

SEND FOR PARTICULARS

Eureka Refrigerator Co.

Noble St., : Toronto

You Must Realize

that an article which has a huge amount of consumer advertising behind it to pull it through the stores, as has

2 in 1

The World's Best Shoe Polish

must be a profitable and quick-selling line to handle.

But, in addition to this ad-pulling force, "2 in 1" has sterling merit behind it. It preserves the boots and makes them pliable; is waterproof; shines quickly and lasts a long time; does not soil the clothes or clog the brush, and is just now in increasing demand.

You can't afford to be without "2 in 1" on your shelves.

The F. F. Dalley Co.

LIMITED

Hamilton, Canada, and Buffalo, N.Y.

JAPAN TEAS

Always best value at

S. T. NISHIMURA & CO.

MONTREAL AND JAPAN

If it's BUSINESS you want, Sir, H. P. SAUCE will surely bring it along.

H. P. is no shelf-warmer, it's no sooner on than it's off again—off again to good purpose, too, to your customers and to you.

Don't **TRY** to do without

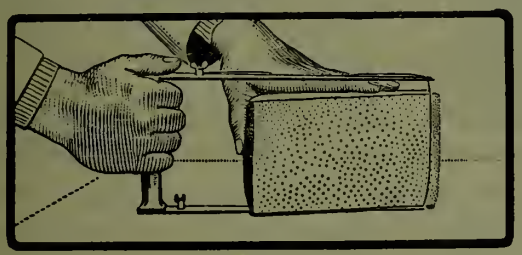
W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N. S.
W. H. Escott Winnipeg, Man.
The Midland Vinegar Co., Birmingham, Eng.

H.P. SAUCE

The Perfect CHEESE CUTTER

(Made in England)

A real time-saver, will cut three pieces of cheese whilst you'd be cutting one in the old-fashioned way—and cut them better.



Patent 13713

Carriage paid **$1.50** to any part of the country.

The arms are of spring steel screwed into a heavily silver-plated handle. Strong steel wire, instantly readjusted or replaced. Clean and attractive. A handsome, practical money-saving addition to your counter.

Every Grocer, Restaurant, and Hotel Keeper should have one.

E. MORRIS & CO.

KING'S LYNN, - - NORFOLK, ENGLAND

TRADE MARK KEYSTONE BRAND REGISTERED

WE WANT YOUR ORDERS FOR

BRUSHES and BROOMS

for the Spring trade, and we have the facilities to handle the business with satisfaction to our customers.

With the largest plant in Canada, and the most complete range of goods, we are prepared to meet all demands.

Stevens-Hepner Co., Limited

Port Elgin, Ontario, Canada

Branch: Sault Ste. Marie

BIGGER and BIGGER SALES

That's the tale you'll have to tell if you are featuring

AURORA COFFEE

because superior merit and better value are bound to win. "Aurora" is the coffee with that exquisite aroma and flavor which guarantees repeats. It is the best that money can buy and retails at 40c., leaving you a splendid profit.

W. H. GILLARD & CO. :: Hamilton, Ont.

We make a specialty of

Maple Flavor

For Manufacturers of Extracts
Syrups, Biscuits and Confectionery

STUART BROTHERS

Distillers Essential Oils, Etc.

NIAGARA FALLS - - - - CANADA

Get Wise to the Profit Problem

KITCHENER BRAND
PORK AND BEANS

are equal in quality and selling at 25 per cent. less than the best packs on the market.
Why not, Mr. Grocer, make this profit?
Our beans are all hand picked and put up in the new sanitary can, in 1, 2 and 3 lb. sizes, plain or tomato sauce. We also have a full line of fruits and vegetables. If your wholesaler cannot supply you, write us direct for prices.

THE OSHAWA CANNING CO., Limited
OSHAWA, ONT.

Some Dollars for You

Does $500.00 a month look good to you? That's what one of our operators is taking in from his route of Red Star Sanitary Vending Machines. Get into business for yourself. Ask us to make you the same proposition that we made this man. One of these marvelous little machines is a little store that pays $1.50 clear profit every week. At this rate forty machines would give you an income of $60.00 a week. Write for our proposition to-day. Remember the Red Star Sanitary Vending Machine is positively the only rust-proof vending machine made. Write to-day.

H. E. Winters & Company
73 Sandwich St. Windsor, Ontario

The White Mop Wringer

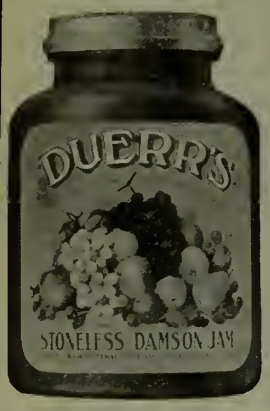
SELLS AND KEEPS SELLING

Because it never disappoints.
Because it does what we say it will.
Because it does what no other machine does.
Because it does perfect work; wrings drier and easier than any other device.
Each one sold is YOUR advertisement, creating more sales.

Every one knows this TRADE MARK, and that it stands for par excellence.

Write for particulars.

Made in Canada.
WHITE MOP WRINGER CO., : Fultonville, N.Y.



BRITAIN'S BEST JAM.
£250 CHALLENGE

Issued in "The Grocer" (London), August 14 1909, (repeated October 2, 1909), which did not elicit a single response.

"We are prepared to deposit £250 against a like amount that our New Season's Vacuum-Bottled Jams, as sold by grocers to the public, will surpass in excellence of quality and flavor any Jams made by any other firm in the United Kingdom, as sold by grocers to the public, which are free from Chemical Preservatives, artificial flavoring or coloring matters.

"Samples to be drawn from actual stocks held by grocers.

"This challenge remains open until Saturday, October 9th, 1909."

First British Vacuum Jam Factory.

Duerr & Sons, Old Trafford, Manchester, Eng.

"An ounce of caution is worth a pound of cure"

By handling an article with a 15 years' reputation for quality, you are showing a wise caution that is bound to make for success.

McLean's White Moss Cocoanut

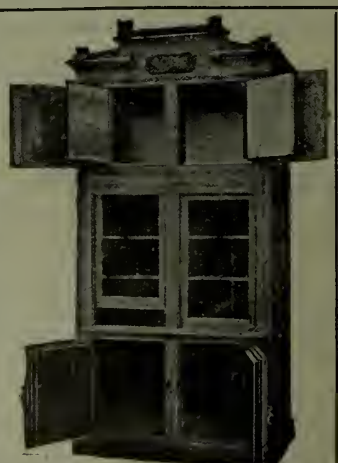
is made only from the finest selected Jamaica cocoanuts, and cleanliness and purity are essential features of its manufacture. Sold through jobbers only.
We also handle all kinds of supplies for bakers and confectioners.

The CANADIAN COCOANUT CO., Montreal

PRESERVE your PERISHABLES

during the hot summer months by installing an

ARCTIC Refrigerator



The 'Arctic' will keep your stock in tip-top condition, and will not swamp your profits by excessive ice consumption.
Made for all purposes.

JOHN HILLOCK & CO.
Queen and George Sts., TORONTO
Agents for Western Provinces: Ryan Bros., 147 Bannatyne Ave., Winnipeg

BUTTER IN TINS
"BLUENOSE" BRAND

For miners, prospectors, sportsmen, it is the only kind. A1 butter, carefully packed so as to retain its flavor and to keep any length of time in any climate. Put up in 1lb. and 2lb. tins.

EVERY GROCER SHOULD
HAVE ONE CASE AT LEAST

SMITH & PROCTOR, Halifax, N.S.
Sole Packers

BRIGHT YOUNG MEN WANTED

to learn the publishing business. Start will be given on subscription staff. Straight salary and expenses.

MacLean Publishing Company
LIMITED
10 FRONT STREET EAST, TORONTO

White Dove Brands

It always pays best to sell goods the people know and can ever depend upon.

"WHITE DOVE" brands are known because they have made good for years.

W. P. DOWNEY

MONTREAL

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

It dries them up **Common Sense KILLS** { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

CHINESE STARCH

The Real Thing in Starch.

Always gives Satisfaction.

Get Prices

OCEAN MILLS
MONTREAL

TRADE MARK

Smalls
MAPLE CONFECTIONS ARE STANDARD

(REGISTERED)

MAPLE SYRUP

Six Common sense established truths why grocers may handle Small's Maple Leaf Brand only with advantage and satisfaction to all.

1st. Good. Packers claim and give written guarantee on every package that materials used are of highest quality obtainable.

2nd. Better. Claims are substantiated by expert Judges, and awards given from every important Country.

3rd. Best. Its standard character has been maintained in verdict handed down by Judge Trenholme, in Canada's High Court of Appeal Nov. 4th, 1908. (No Government Inspector to fear.)

4th. It is the original Maple Leaf Trade Mark, Registered 1891, therefore you are free from trouble often caused by selling under an Illegal or stolen Trade Marks.

5th. The Exchange does not sell to Peddlers, Convents, Factories, Departmental Stores; neither your competitors, but to recognized wholesalers only.

6th. Prices are within reach of all consumers, made possible only by long experience and large connections.

Jobbers supplied from stock carried at our brokers in Toronto; Nicholson & Bain, Winnipeg, Regina, Calgary, and Edmonton; Standard Brokerage Co., Vancouver, and T. M. Duche & Sons, New York, and Manchester, Eng.

We pack two (2) grades only. SELECTED PURE and STANDARD MIXTURE. Following prices are for local points:

SELECTED

Tested and marked Pure Maple Syrup

No. 1.	Quart bottles	12	to	case,	$3.50
" 2.	Pint tins Wine	24	"		4.00
" 3.	Quarter gallon "	24	"		7.25
" 4.	Half gallon "	12	"		7.25
" 5.	1 gallon "	6	"		6.60
" 6.	2½ gallon, Imperial	2	"		6.60

STANDARD

Untested and marked Maple Syrup Mixture

" 8.	Quart bottles	12	to	case,	2.40
" 9.	Pint tins Wine,	24	"		2.50
" 10.	Quarter gallon "	24	"		4.80
" 11.	Half gallon "	12	"		4.80
" 12.	1 gallon "	6	"		4.50
" 13.	2½ gallon, Imperial	2	"		4.00

5 gallons tins are cumbersome. Put up to order only. 5 cts. less than Nos. 6 and 13.

Nos. 4, 5, 7, 11, 12 and 14 are square and include patent sealers.

TERMS

Freight prepaid on lots of 5 cases or over, assorted as required, to any point in Ont., Que., N.B. and N.S.

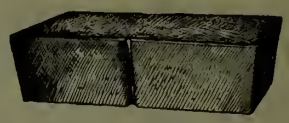
CANADA MAPLE EXCHANGE,
Montreal

(*Order by List and Case Nos. only*)

What we say regarding Small's Maple Leaf Brand Syrups are facts; what our friends are saying, may be.

Canada Maple Exchange, Montreal

MAPLE
Syrup and Sugar



Twin Block Maple Sugar
$3.00 a case.

We do not supply peddlers, who sell to consumers throughout Ontario, Manitoba, Saskatchewan and Alberta. In placing your orders buy brands put up by us which you can procure through your jobber.

Our standards are: ***Silver Sheaf, Diamond*** and ***Shanty Maple Syrups; Golden Drips, Silver Drips*** and ***Plantation Brand Molasses.***

New orop now being received

Sugars & Canners, Limited

MONTREAL

Quality begets the confidence of both dealer and consumer. If you sell your customers Chase & Sanborn's High-Grade Coffees, you can feel certain that you are giving them the highest quality that money can buy.

CHASE & SANBORN

MONTREAL

UNSWEETENED

Borden's Brands Do Build Trade—

Merchants who follow the policy of reserving the choice locations on shelves and counters, and in their windows, for such standard goods as Borden's are those who win and hold the largest measure of public confidence.

Always keep Borden's Brands to the front.

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE
BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Mason & Hickey, Winnipeg, Man.

Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

PERRIN'S

Our latest delicacy

ORANGE NECTAR

BISCUITS

LONDON Ask traveler for sample CANADA

Are Your Customers Permanent?

Do they come back for the same thing twice? If not, there is something wrong with some lines of your goods. Quality is the one sure thing on which to hold trade.

HEINZ
57 VARIETIES
Pure Food Products

(The kind that contain no preservatives)

bring customers back and they'll get you into no trouble with the food laws.

Guaranteed pure and guaranteed to please or money refunded.

Anything that's HEINZ is safe to sell.

H. J. HEINZ COMPANY

Pittsburg New York Chicago London

QUALITY

When anyone wants a high-class household refrigerator they always buy the Ham & Nott make. Our grocer refrigerators are made on the same principle. That means the best.

Sold by leading hardware dealers, or write to us.

HAM & NOTT CO.,
Limited
BRANTFORD CANADA

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,
ST. GEORGE, - ONT.

Say, brother Grocer, are you carrying

SNAP?

We don't claim for SNAP that it will do everything from washing a baby to cleaning a frypan. but we do claim that for chasing grease, paint, dirt and tar from soiled hands it is absolutely without a rival.

SNAP SELLS AT SIGHT

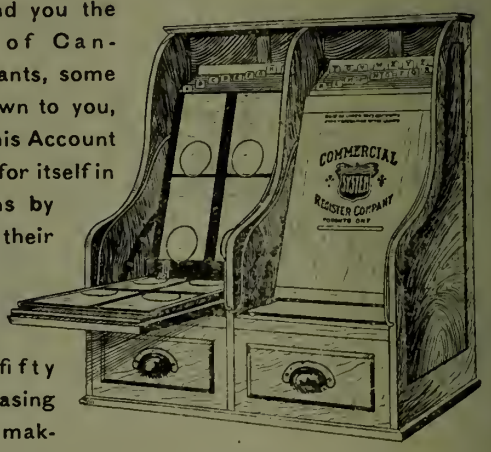
and leaves you a good margin of profit.

Order from your jobber.

Snap Co. Limited **Montreal**

Commercial Account Register

Let us send you the testimonials of Canadian Merchants, some of them known to you, telling how this Account System paid for itself in a few months by cutting out their book-keeping, increasing their collections fifty per cent. Pleasing their old and making new customers, and in other ways, what these merchants say is more convincing than anything we can write. Address



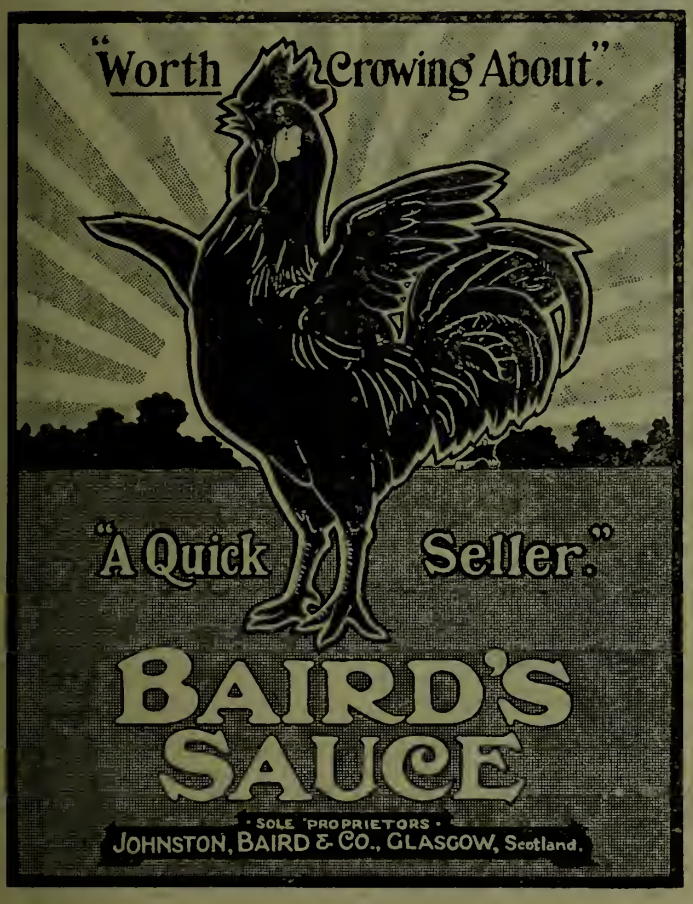
COMMERCIAL REGISTER CO.
Successors to R. B. Belden & Co.
178-180 Victoria Street - - Toronto, Ont.

MELAGAMA

There's a reason why **MELAGAMA** Tea and Coffee have won popular favor wherever they have been introduced.
High Quality is the keynote of their wonderful success.
Our Bulk Teas and Coffees are business-getters and holders.

We shall be pleased to send you samples and prices

MINTO BROS., Toronto and Buffalo



GINGERBREAD
BRAND
MOLASSES

THE KIND THAT SELLS

This well-known Molasses is packed in tins—2's, 3's, 5's, 10's and 20's; in pails—1's, 2's, 3's and 5's, 10 gallon kegs, half-barrels and barrels.

When ordering from your wholesaler mention the above brand.

The Dominion Molasses Co., Limited

HALIFAX - NOVA SCOTIA

No Automobiles, Tin Spoons, or Crockery Culls

Given Away With

Made of Pure Grape Cream of Tartar

Contains no Alum

It's all quality

The Only Baking Powder of Established Reputation Selling at a Moderate Price.

W. D. McLAREN, LIMITED, Montreal

MAPLE SYRUP AND SUGAR

We do not supply peddlers, who sell to consumers throughout Ontario, Manitoba, Saskatchewan and Alberta. In placing your orders buy brands put up by us.

Our standards are: **Snowshoe, Imperial and Cabinet Maple Syrups—Kitchen Brand Molasses and Rock Candy Syrup.**

We can fill your maple sugar orders with an extra light grade.

IMPERIAL SYRUP COMPANY

Refiners of High Grade Products. **MONTREAL**

BALAKLAVA
BAKED BEANS

Deliciously wholesome, the choicest hand-picked Canadian beans, packed with the tender corn-fed pork which imparts that "Somewhat Different" taste which make our beans distinctive.

Baked in steam ovens, **"BALAKLAVA"** Baked Beans are nut-like, mealy and whole—and always uniform.

Without a doubt the housewife's choice—and consequently yours.

If you have no stock you should order a case or two immediately.

The Eastern Canning Co., Port Canada, N.B.

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YOU

HAVE ONLY TO SEIZE THE OPPORTUNITY OF HANDLING

Richards Pure Soap

to assure yourself of a large volume of the soap trade of your district.
Here is the full Richards line:

Quick Naptha Soap Snowflake Soap Chips Ammonia Powder
100% Pure Lye Toilet Soaps

Fresh Tea Is All Important

—it is the life of your trade. Any tea kept in stock six months loses one cent per pound in value, after one year two cents, after two years it is positively unfit for sale.

Tea is at its best the day it is fired in the gardens, and although in sealed metal packages, it keeps very much better than in bulk, still it loses flavor. We do our utmost to have "SALADA" reach the consumer in all its garden freshness and fine flavor, and ask the co-operation of every retailer in our efforts to serve the public with FRESH tea. Our advice is to buy not more than three months' supply at a time. Eighteen years' experience proves to us that this is vitally important.

If any retailer—anywhere—at any time, has any "SALADA" in stock that is over six months old, ship it back to us (freight collect) and we will refund the full purchase price. We back up our belief in the paramount importance of FRESH tea by this sweeping guarantee.

The "SALADA" Tea Co. Toronto and Montreal

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Practical Methods Used in Retail Grocery Stores

Keeping Lemons Fresh With Wet Cloth—Value Montreal Grocer Places on Metallic Ceilings—Stratford Grocer Gets General Public to Write Advertisements for Him—Show Cards Increase Sales—Price Tickets Appropriate for St. Patrick's Day.

Wet Cloth Keeps Lemons Fresh.

Vegreville, Alta., Mar. 23.—H. A. Meredith has been using a simple plan to keep lemons from drying up too rapidly and which may be used with scarcely any trouble.

"We had been greatly troubled with lemons drying up," said Mr. Meredith, and going bad in a very short time.

"For the past three months I have been experimenting with them by placing a clean, wet cloth over the basket or bin and I have discovered to my entire satisfaction that the rind now keeps soft and the lemons retain their usual fresh looking appearance."

An Electric Easter Design.

Chatham, March 23.—The local branch of S. H. Knox & Co. had a striking Easter window this week. The window display was devoted to Easter cards, candy and novelties. In the centre stood a large cross several feet in height and completely covered with artificial (purple) violets. In the frame of the cross were set a number of incandescent lights about eight inches apart, there being five lights on the cross bar and seven on the upright, the common central light being the third from the top of the upright which was also the middle light of the five on the cross bar. As electric designs rarely appear in the windows, this one, particularly in view of its appropriate nature, attracted much attention.

Favors Metallic Ceilings.

Montreal, Mar. 23.—It is the opinion of a Montreal retailer that interior store appearance cannot be too highly emphasized. He maintains that perfect sanitation is an important feature and by having spotlessly clean silent salesman, counters and shelves and metallic ceiling and walls he aims to run a store which is as sanitary as careful attention can make it.

He takes great pride in his ceiling and walls. Being of the metallic variety they are easily kept perfectly clean and they present an appearance which cannot, he says, be obtained from wood or plaster.

"They can always be made to look attractive by having them redecorated and this can be done at little expense. They keep the store bright even on dark days and I know they always appeal to the eye of the particular customer as soon as she enters."

Is Your Staff an Asset?.

Chatham, March 23.—As a rule merchants seem to prefer to sink the personality of the individual clerk in the general business, the contrary policy has on quite a few occasions been adopted by C. Austin & Co., who have the distinction of being the largest advertisers in Chatham.

Last Christmas, for example, the firm's entire half page of advertising space on Christmas Eve was devoted to wishing the customers and public generally a Merry Christmas from the employes of the store. The names of all employes, numbering 75, were given in the advertisement.

On other occasions prominence has been giving in advertising to the names of department heads.

Merchants rarely give their employes prominence of this sort. The impression seems to be that to thus advertise an employe will give him or her a prestige which later, in the event of a change from one store or another, will prove detrimental to the original employer. Nevertheless, the example of the Austin company would indicate that the policy of introducing the individual employe to the public in this fashion possesses some advantages.

Introducing a New Store.

Stratford, March 23.—A local firm some time ago adopted a scheme of introdueing their newly established store to the general public.

Shortly after setting up in business, the announcement was made through the press and otherwise that the firm wanted the public to write its advertisements. Prizes of $10, $5 and $2.50 respectively were offered for the three best "write-ups" of the store and its advantages (not over 1,000 words in length) handed in by a certain date. In order to induce people of no literary pretensions to compete, the stipulation was made that professional writers were ineligible to enter the contest. Emphasis was placed on the fact that a plain, business-like write-up of the store and its methods was desired, and that in prize contests inexperienced writers frequently carried off the biggest money. Would-be contestants were cordially invited to visit the store and look it over and secure any desired information from the clerks.

Several hundred competing manuscripts were sent in, the prizes were duly awarded and the winning write-ups were published in the city papers. In the meantime, in addition to the general publicity the store secured through the comment aroused by the contest, not only the actual competitors but a large number of other people who contemplated competing but ultimately did not, visited the store, looked over the stock, and became acquainted with clerks, proprietors and business methods, thus giving the new business a good foundation upon which to build.

Show Cards Add to Sales.

Calgary, Alta., Mar. 23.—"I find that people like to know what an article is going to cost," said a retailer the other day, "and that is the reason why you always see price tickets and display cards in my windows."

He explained that often these cards sold the goods themselves. A purchaser frequently comes into the store and says that she wants a dozen of those 50 cent oranges, a dollar's worth of some particular sugar or two bottles of a jam that happens to be on display, without asking the price.

"I know that the show cards and price tickets sold the goods because the customers were new," he said.

Price Tickets Shamrock Shaped.

Lindsay, Ont., March 23.—The maple syrup season is just about to hand and already the first consignments of the delicious liquid has been offered for sale by Lindsay grocers. A good display of the jarred goods and also of the sugar cakes in a window at this time of the year tempts the onlooker to step in and buy. W. E. Baker dressed such a window to attract the Saturday buyers and reports excellent results.

St. Patrick's day saw many bright and catchy windows here. Some of the grocers had windows for the occasion, one of the prettiest being that of A. L. Primeau. The display was well arranged while everything was ticketed with the prices, the tickets being cut out of green cardboard and formed like shamrocks.

No Limit to Possibilities.

Montreal, March 23.—"Possibilities of the grocery business," said a Montreal retailer to a Grocer representative, "why they are so far reaching and numerous that it would be hard to list them. One thing is very sure, no man has ever entirely exhausted the possibilities of the grocery trade, and it has been a road to wealth and prominence to many.

"The greatest stumbling block to the average grocer, is his own inability to see the roads lying easily within his reach. The man who is ready to meet any sudden demand of his trade, to see a new popular line before others, and is generally wide awake, will find a sure road to success in the business, while the man who says it is all humdrum tediousness and sits down to wait for wealth, somehow seems to keep sitting there."

EMPLOYES AS SHAREHOLDERS.

Hamilton, March 23.—Considerably over one-quarter of the employes of the Stanley Mills Co., are now shareholders in the concern. The co-operative system whereby employes may become financially interested is being received with increased interest. During the coming year a plan will be worked out whereby a number of the preferred shareholders will be admitted to the directorate of the company. In his annual report, Stanley Mills, the president, stated that the actual business of the company since they moved into their present building was in excess of three and one-half millions.

An Address on Meeting Mail Order Competition

Western Merchant Points Out the Discrimination Made by Some Manufacturers and Jobbers—Farmers Forget the Harm Done Their Communities When They Order From the Catalogue House.

Winnipeg, March 23.—About one hundred retailers of the Western Retail Association met in the banquet hall of the Travelers' building on March 17. Although it was the regular monthly event yet the meeting proved to be of special importance as was outlined by President Devlin in his opening remarks.

A. E. Hill, Griswold, Manitoba, spoke on the subject: "How to deal with the mail order house."

Mr. Hill had experienced mail order competition in the early days of the retail business of the west, when eastern Canadian houses circulatcd catalogues throughout the west. But now the competition had become more serious since it was centered in Winnipeg.

"The difficulty should be dealt with," he said, "from the manufacturers' standpoint. The retailer is being eliminated by the excessive low rates that are given to the mail order house. It costs about 20 per cent. of the turnover to run any business, and the mail order houses have heavier expenses than small retailers. Their business is secured by the attractive prices which they offer to the consumer, made possible by the low prices which they purchase the goods.

"The variation between some prices quoted to the country retailer and the mail order house is too great for the retailer to tolerate. We should say to manufacturers and jobbers that are cutting prices that we will not buy from them and I would like the city merchants to join the country merchant on that stand.

"We have been planning further west to unite our buying forces in order to secure the quantity. The price will depend to a great extent upon the quantity, and the quantity will depend upon the combined efforts of retailers.

Where Prices Come in.

"The mail order house lacks the personal touch which belongs to a business and the retailer of the right sort should get a hold upon the people. Sentiment, however, is not strong in business and the price of the article must of necessity enter into the case.

"When the farmer sees a list price in the catalogue he docs not consider that the freight must be covered, and to that extent he is not getting value for his money, nor does he consider the wrong he is doing the local retailer and the community. It is the price that speaks.

"To meet the price I have taken the idea of the cataloguc in offering combination list prices. For instance, therc appeared in one catalogue a combination grocery offer. The order cost $4.15 and sold for $5.00. I advertised the same

Things That Shouldn't Be

Grocers and Their Clerks in Selling C heese, Cooked Ham, Etc., Frequntly C ut off a Slice for Eating Themselves. It Does not Look Well for a Salesman to Have His Mouth Full When Talkin g to or Serving a Customer.

goods at the same price and succeeded in selling a good quantity.

"The lack of good advertising of the country retailer's goods is a severe handicap, and advertising is of unspeakable importance."

In closing, Mr. Hill urged the attention of the association to the discrimination against them by the manufacturers and instanced a case where grain bags could be purchased for 1½ cents less from city retailers than the country retailer can purchase from the wholesaler. He thought that such matters should be rectified at once.

(Edit. Note)—Other addresses given will appear in later issues of The Grocer.

HOW THE NUTS WERE CRACKED.

Two would-be wags entered a grocer's shop the other day, and noticing a bowl of shelled Barcelona nuts on the counter thought they saw their way to a little joke.

"I've just been having an argument with my friend here, about those nuts," said one of them. "He says that you keep a squirrel to crack them, and I say that it is a monkey. Which is right?"

"Neither," smilingly answered the grocer. "We keep an ostrich to hatch 'em out."

Then they shut up.

FROM CASH BOY TO MILLIONAIRE.

"Every man should try to save at least one-fourth of what he earns," is the advice of Jacob L. Kesner, who recently retired from the position of general manager of one of Chicago's famous "big stores" to look after the millions he has accumulated. Mr. Kesner is one of the largest owners of down-town realty in Chicago. His entire fortune, he says, has come through strict attention to business and the savings out of his earnings.

Born in London forty-five years ago, he was brought to America by his parents when three years old. His parents were poor, and it was necessary for him to go to work at an early age. He had very little schooling, but at night he put in his time at a business college.

At twelve years of age he obtained employment in a Chicago department store. The store is now one of the largest retail mercantile establishments in the world, but in those days it was a comparatively small affair. After working several years as a cash boy, Mr. Kesner became a salesman. In 1881 he was given the management of one or two departments of the store, and as the establishment increased in size he was given added responsibilities.

Never satisfied with merely making good to the extent of holding his job, Mr. Kesner made his departments known over the country for their vast business and he became known as one of the shrewdest buyers and managers in the business. In the course of time he was made assistant general manager, and in 1895 when only twenty-nine years old, he became general manager of the entire establishment.

Though his friends regard his career as extraordinary, Mr. Kesner does not look upon his success as in any way phenomenal. "There are just as good opportunities now," he says.

VALIDITY OF VERBAL ORDERS.

Editor Canadian Grocer,—In a recent issue I noticed an item referring to the liability of a merchant in the case of a signed order. Can a merchant be compelled to accept a consignment of goods if a verbal order is given to a traveler? RETAILER.

Ottawa, March 24, 1910.

ANSWER,—Business men who have made a study of this, claim that in Ontario a merchant must accept all verbal orders for goods up to $40 purchased from a traveler, providing the goods are according to sample or representation. In Quebec, British Columbia, Manitoba, Alberta, Saskatchewan and Northwest Territories the limit is $50, while in Prince Edward Island it is $30. If the merchant admits that he gave an order for goods under the above-mentioned limits he becomes liable, beyond dispute, they maintain; if he won't admit it, then it is a case for the courts to consider his word against the salesman who claimed to have taken the order.

If, however, a merchant gives a traveling salesman an order and the traveler states he will submit it to his house for acceptance, that merchant can cancel the order at any time before the house accepts it, providing notice of cancelation is in the hands of the house before acceptance is posted.

Another important point in this connection is that every agreement, no matter how small the sum involved, not to be carried out within a year must be in writing.

FOR DESTROYING RATS.

Editor Canadian Grocer,—What methods are to be recommended for destroying rats? A. K. L.

Edmonton, March 22, 1910.

ANSWER,—There are many different poisons recommended for destroying rats. Barium carbonate, strychnine and arsenic might be suggested. Phosphorus is not recommended by some chemists, in view of its inflammable character.

Barium carbonate is represented as being one of the cheapest and most effective poisons for rats and mice. This mineral has the advantage of being without taste or smell. It has a corrosive action on the mucous lining of the stomach and is dangerous to larger animals if taken in sufficient quantity. In the small doses fed to rats and mice it would be harmless to domestic animals. Its action upon rats is slow, and if exit is possible they usually leave the premises in search of water. For this reason the poison may frequently, though not always, be used in houses without disagreeable consequences.

Barium carbonate may be fed in the form of dough composed of four parts of meal or flour and one part of the mineral. A more convenient bait is ordinary oatmeal with about one-eighth of its bulk of the mineral, mixed with water into a stiff dough. A third plan is to spread the barium carbonate upon fish, toasted bread (moistened), or ordinary bread and butter. The prepared bait should be placed in rat runs, about a teaspoonful at a place. If a single application of the poison fails to kill or drive away all rats from the premises, it should be repeated with a change of bait.

Strychnine, say some chemists, is too rapid in action to make its use for rats desirable in houses, but elsewhere it may be employed effectively. Strychnine sulphate is the best form to use. The dry crystals may be inserted in small pieces of raw meat, Vienna sausage or toasted cheese, and these placed in rat runs or burrows; or oatmeal may be moistened with a strychnine syrup and small quantities laid in the same way.

Strychnine syrup is prepared as follows: Dissolve a half ounce of strychnia sulphate in a pint of boiling water; add a pint of thick sugar syrup and stir thoroughly. A smaller quantity may be prepared with a proportional quantity of water and syrup. In preparing the bait it is necessary to moisten all the oatmeal with the syrup. Wheat and corn are excellent alternative baits. The grain should be soaked overnight in the strychnine syrup.

The following is an old formula adopted from an English source: Take a pound of oatmeal, a pound of coarse brown sugar, and a spoonful of arsenic. Mix well together, and put the composition into an earthen jar. Put a tablespoonful at a place in runs frequented by rats.

Another method is to mix twelve parts by weight of cornmeal and one part of arsenic with whites of eggs into a stiff dough.

Don't growl about the cost of food.
When prices upward roll,
Though for a nickel you may get
Less doughnut, just remember yet
You always get more hole.—Anon.

G. W. Hatfield, general merchant, Middle Simmonds, N.B., died recently.

The Canadian Grocer

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THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - PRESIDENT

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PUBLISHED EVERY FRIDAY

TIME FOR MAPLE SYRUP.

The wise grocer is now engaged in buying and marketing new crop of maple syrup and sugar. Consumers will buy more syrup when it is fresh from the boiling pans than at any other time of the year.

For one thing, sap season is rather looked forward to by the average consumer in Quebec and Ontario, and he expects to buy.

When consumers do buy it is a general rush for the man who has the best syrup, and consequently a wide-spread advertisement for him. With proper care the effects of syrup selling can be felt by the store throughout the year. The main things to remember are : get your stock early, get the best, whether pure or compound, and let it be known that you have the first and best.

There is only one time to sell maple syrup to the best advantage and that is now.

SEEDS TO THE FRONT.

April will soon be here and the grocer who is on the alert will make his plans to have ready seasonable goods for that month. The window and advertising space in the newspaper should work in harmony to bring the best results.

With the advent of spring every grocer should display his garden and flower seed samples prominently. During the next couple of months everybody who has any available space for gardening purposes will stock up with a supply of seeds and though the sales may be small they carry a good profit with little trouble.

The goods should be brought to the attention of the customers reminding them of the season in which they should obtain their supplies. A display of attractively colored envelopes in which the seeds are usually packed can easily be made and every grocer should make up his mind to increase his seed sales over last year.

B. C. COMPANIES ACT.

It was confidently expected that a change would have been made in the British Columbia act respecting the licensing of Extra-Provincial Corporations so as to make an exception in favor of business done through commercial travelers.

In fact it was circulated that the amendments to the act allowing this exception had been passed, but in the closing days of the Legislature the proposed new act was amended in committee by striking out the clause which exempted from the operation of the act all business done through travelers.

There was every prospect that the Bill would go through, but according to latest advices, the situation in respect to the licensing of Extra-Provincial Corporations remains unchanged.

BULK SALES ACT WITHDRAWN.

Nothing will be forthcoming during this session of the Ontario Legislature from the Bulk Sales Act which was introduced some days ago. After a few minutes adverse criticism when it came up for discussion it was withdrawn, but the member who introduced it declares that he will bring it forward again next session.

It was intended as a protective measure in the interests of purchasers of stocks or goods in bulk, and of the creditors of the vendors.

Had this act gone through and been properly enforced, it would have meant the elimination of fraudulent practices to which unscrupulous debtors have had recourse in order to shift their obligations by transferring their stocks to another party, who in turn has too often found it possible to evade all responsibility.

Creditors have frequently felt the need of some such measure, requiring parties interested in the sale to take precaution whereby liabilities may be properly provided for. The purchaser, at the same time, should be placed in a position where he can demand a verified statement as to liabilities outstanding against the stock he is purchasing in bulk. It would simplify the machinery, whereby he might assure himself that he is starting with a clear slate.

Provision was also made for such disposition of the purchase money as would make it available for the satisfaction of claims.

DEAR BACON IN ENGLAND.

That the present hog scarcity in the North American continent is making itself felt in the Old Country, may be observed from the existing high price of bacon in Leeds and Hull.

Canadian Trade Commissioner J. M. Mussen states that the scarcity of bacon there is a pronounced feature in the provision trade and that it is to be regretted that Canadian shippers are seemingly not in a position to profit by the opportunity in sending forward supplies

On an average, bacon is costing the English housewife three to four cents per pound more than the price usually charged for this commodity. According to one authority, prices ruled higher during last year than they have done for the past forty years.

The increase in price is not only caused by the decrease in the raising of hogs in the Old Country, but is also due to the shortage in the supplies forthcoming from the United States and Canada, largely owing to the increase in population, and also to the high price of feeding stuffs. In short, there are not enough hogs from which to make bacon, and, as far as can be seen at present, the scarcity and dearness is likely to continue.

The imports of bacon into the United Kingdom during January of this year were only 331,493 hundred weights, whereas they amounted to 424,968 and 176,594 hundred weights in the same month of 1909 and 1908, respectively.

GROWTH OF MACARONI BUSINESS

It is not so many years ago when macaroni and vermicelli were practically unknown in this country. When any did come in, it was regarded more in the light of a curiosity than in any other way. The only consumers were emigrants from Italy, who brought the taste for it with them. Gradually it has become a common table article in almost every household, combining, as it does, economy with considerable food value, being made from goose wheat.

Eventually the demand became sufficient to warrant the opening of factories in this country. During the past year our total production amounted to almost one-third of our consumption. The latter has reached the large total of 9,000,000 lbs. per year.

Moreover it is a line worth selling. Margins are good and sales, once well under way, perpetuate themselves.

Natural Trade Channel to Get to the Consumer

Seattle Visitor to Vancouver R. G. A. Banquet Gave Talk on Trade Ethics—Thinks Retailer, Jobber and Manufacturer Necessary—The Treatment of Travelers—Relation Between Wholesaler and Retailer—The Question of Fair Profits.

Vancouver, B.C., March 23.—Goodfellowship and solid trade ethics were the themes at the second annual banquet of the Vancouver Retail Grocers' Association, which was held on the 15th instant. There was a large attendance, and the speeches were along practical lines, with enough of the humorous to give a Worcestershire relish to the substantial portions. Wholesalers were invited, and among the guests outside the city was: Lovett M. Wood, editor of the Trade Register, of Seattle, who recently returned from the east. Mr. Wood passes out straight trade common sense, which applies directly. The management of the event was in the hands of R. D. Dinning, secretary, and the other officers of the association, and that it passed off so nicely showed the excellence of the arrangements.

The menu was interspersed with aphorisms, the study of which helped to while away the intervals, such as "jellies with whipped cream, soft as the wholesaler's heart when you can't pay up;" boiled ham, and thereby hung a tail that wags no more;" "Lobster salad, a fellow feeling makes us wondrous kind," and last nut not the least important, "P.S.—If you can't drink what you see ask for the teapot."

After the preliminary part of the programme had been attended to, the toastmaster, F. W. Welsh, proposed, "The King," which was duly honored.

"Our City," was responded to by Ald. James Ramsay, of Ramsay Bros. After congratulating the association on the splendid banquet, Mr. Ramsay declared there was no reason why all could not work in harmony, and take advantage of the good times that are, and the good times that are to come. He believed Vancouver was going to have half a million people in twenty years, and briefly outlined the resources of the city, mentioning the railways that were heading this way, the growth of the assessment, the civic expansion, etc. It served to show that there was something worth striving for.

Co-operation With Wholesalers.

W. J. McMillan, spoken of by the toastmaster as the 'dean of the wholesale trade'; W. H. Malkin, M. Oppenheimer, Charles Milne and F. R. Stewart, replied to "The Wholesalers' Associations," the men we work for. Mr. Malkin remarked on the amicable relations between the wholesale and retail branches of trade, as shown in affairs of this kind. He pointed out that interests of both were identical, and they were improved by co-operation, which was the great spirit of the age. While all were in business to make money, it should be made honestly, and the best way was to improve conditions by standing together. That would lessen troubles and would bring the trade closer together.

Mr. Oppenheimer referred to the objects of the association in the curtailment of undue credit, which tended to firmer business relationships, while Mr. Milne believed that every attention should not be paid to making money, but also to making friends in business.

F. R. Stewart was laughed at when he said that the great aim of the wholesaler was always to give as much as possible for a little money. He has an automobile himself, and said that while the members of the retail association might not have such joy-producers, at any rate the organization was in much better shape, and that prospects were encouraging. With the big population that was coming, as prophesied by Ald. Ramsay, he thought that the retailers would some day be riding in the buzzers.

A. Brenchley, in proposing the toast of the "Retail Grocers' Association," discussed the worthy objects of organization. He took the place assigned to H. T. Lockyer, who was not able to be present. Coupled with this toast were the names of Wm. Clark, president of the association; W. H. Walsh, vice-president; James Foran and Thomas Duke.

A hearty welcome was extended by Mr. Clark to the guests of the evening, and in commenting on the progress made, instanced the fact that every effort was being made to promote co-operation. Mr. Foran, who is an old-timer in the trade in Vancouver, emphasized the fact, that while there may be differences between the retailer and wholesaler, the way to overcome them was to get together and settle them. If conferences are held with the intention of giving a little and taking a little, much mutual good could be accomplished, as all were honest in spirit.

Fair Profits for Retailers.

Mr. Walsh did not believe a grocer was honest either to himself or to his creditors, if he did not put a fair profit on his goods, for without this he would go to the wall. One of the principal objects of the association was to see that a fair profit was obtained, not a combination of dealers to extract anything beyond this from consumers. The object was not to raise prices, simply to see fair play.

Mr. Duke is also an old-timer in the trade, but as he said he felt like a young one. He credited this to association with the ladies, which is a feature of the grocery business, and the tendency to keep a man pleasant, was a protection against the effects of growing years.

In re-introducing Lovett M. Wood to those present, Mr. Welch, said that he had addressed the members of the association several months ago.

Mr. Wood, who responded to the toast to "The Visitors," lost no time in propounding trade truths. He told a little story to point the moral that it must be definitely known what is being sought else either one's own efforts or the efforts of organizations would be lost, and even might have a bad effect. He particularly stated that unless there was integrity of purpose and square dealing, success would not follow. There were always two sides to a question, and both parties should be fair—get together and talk squarely, for without consideration of the other side, results would not follow. There should be no "must" when in conference, like the mandate of some of the trade unions. This would cause a wreck, sure.

He believed that there was a sentiment in business, and that confidence in the firm was the principal basis of success. He instanced the large stores in the big cities, which send out millions of dollars worth of goods to people they never know, simply because the customer knew he could rely on the house.

Natural Channel of Trade.

Mr. Wood discussed the problem of the field of the wholesaler, the retailer and the manufacturer. He said the retailer should insist upon the fact that he was the best distributor for the jobber, and he should also remember that the jobber was his best friend.

In good times, there was no difficulty in meeting payments, and then it was that the manufacturer got trade from the retailer, dispensing with the aid of the jobber, but the manufacturer did not carry the retailer in the times of trouble. In times of peace, we should prepare for war, was the axiom Mr. Wood exemplified. He said that the wholesaler also overstepped. He had to stop selling to hotels, restaurants and every one who was a direct consumer. If he did not, the same result would take place in Canada, as in the States—the retailers would combine to form exchanges to buy direct, and the manufacturer would arrange to sell direct to the retailer. In the United States, the manufacturer was allowed to fix the retail price of his goods, but he must not do it by collusion. In so doing, a reasonable profit should be allowed to the wholesaler and to the retailer, else it would result in the jobber becoming a semi-manufacturer, instances of which had already occurred in his country. One evil, he said, could not be created without another following.

He said that the man who was discourteous to the travelers was inconsistent, since he expected to be treated courteously himself, but how could he expect it, when he did not give what he expected to receive.

The Markets—A Puzzling Situation in Molasses

Importers Say Market is Going up and Dealers Say Down—Sugar Situation Cannot Yet be Fathomed—Decline in Peppers—Prunes in Good Demand.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—

Molasses—High in primary market.
Ginger—Firm.
Peppers—2c lower.
Tapioca—High in primary market.

Montreal, March 24, 1910.

Easter trade has so far been good, and wholesalers seem to be well satisfied with trade up to date. Several repeat orders have been booked, and numerous small "fill-up" orders show that trade among the retailers has been good.

Someone is going to be caught in molasses. The question is, who? Importers say they are surely going higher, while the jobbers are refusing to buy at present prices, saying they will surely lower somewhat. The importers base their opinion on advices from the West Indies, the jobbers on the happenings of other years.

Another feature of the week which is causing comment, is the sugar situation. At present it is high and the question is, can it stay there? So far no one in a position to know will hazard a statement. It seems as if the high point had been reached, however.

Sugar—Just at present there is somewhat of a lull in the sugar situation. It is hard to predict whether there will be any reduction in present high quotations. Buying is slacker of late and refiners are resting on their oars, so to speak. It seems quite certain, however, that present conditions warrant continued high prices.

Granulated, bags	5 05
" 20-lb. bags	5 15
" Imperial	4 80
" Beaver	4 80
Paris lump, boxes, 100 lbs.	5 85
" " " 50 lbs.	5 95
" " " 25 lbs.	6 15
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 75
" " 100 lb. boxes	5 85
" " 50 lb. "	5 95
" " 25 lb. "	6 15
" " 5 lb. cartons, each	0 37½
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37½
Extra ground, bbls.	5 50
" " 50-lb. boxes	5 70
" " 25-lb. boxes	5 90
Powdered, bbls.	5 30
" 50-lb. boxes	5 50
Phoenix	5 50
Bright coffee	5 00
No. 3 yellow	4 90
No. 2 "	4 80
No. 1 " bags	4 65

Bbls. granulated and yellow may be had at 5c. above bag prices.

Syrups and Molasses—In the hope of lower prices in the near future local dealers have so far refused to lay in their stocks of molasses. Reports from the West Indies, however, seem to show that prices are going higher instead of down. Syrups are somewhat slack just now, owing to the new run maple on the market.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels,	0 43	0 45
Choice Barbadoes molasses, puncheons	0 36	0 38
" " " barrels	0 39	0 41
" " " half-barrels	0 41	0 43
New Orleans	0 27	0 28
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls.		0 03½
" ¼-bbls.		0 03¾
" 38½-lb. pails		1 80
" 25-lb. pails		1 30
Cases, 2-lb. tins, 2 doz. per case		2 50
" 5-lb. " 1 doz. "		2 85
" 10-lb. " ½ doz. "		2 75
" 20-lb. " ¼ doz. "		2 70

Tea—Ceylons continue firm. Buyers seem to be awaiting developments. More inquiries for Japans are noted, but the market is rather bare of the grades mostly required. Stocks in hand are considered good value. It is reported that further quantities of Pingsueys, gunpowders and low-priced China Congos have been brought here.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 25	0 28
Good common	0 21	0 23
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Coffee—The coffee market seems to be a rising one, although no change has as yet been made to the retailer. A decided firmness has shown itself in all lines, however, and a rise would not be unexpected.

Mocha	0 18½	0 25	Santos	0 14	0 17
Rio, No. 7	0 10	0 12	Maracaibo	0 15	0 18

Spices—Peppers, both black and white, show decided weakness. Prices are down, and even at that, buyers seem to be scarce. Gingers, on the other hand, are strong, and in the primary markets have risen considerably. Other lines have a ready sale at former quotations.

	Per lb.			Per lb.	
Allspice	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20
" ground	0 15	0 19	Mace		0 75
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 18
Cream of tartar	0 23	0 32	" white	0 20	0 25

Dried Fruits—Trade is slack for seeded raisins and currants. Some dealers are offering the former at greatly reduced prices, as stocks on hand are comparatively large. Dates and figs are having a brisk sale, many of the orders being for large quantities. Otherwise the market is quiet and no price changes are reported.

Currants, fine filiatras, per lb., not cleaned		0 05¾
" " cleaned		0 06¾
" Patras, per lb.	0 07½	0 08
" Vostizzas, per lb.	0 08	0 09
Prunes—		
40-50		0 09
50-60		0 08
60-70		0 07
70-80		0 06½
80-90		0 06
90-100		0 05½
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
Old seeded raisins		0 06
California, choice seeded, 1-lb. pkgs		0 07
" fancy seeded, 1-lb. pkgs		0 09
" loose muscatels, 3-crown, per lb.	0 07½	0 08
" " 4-crown, per lb.	0 08½	0 09
" sultana, per lb.	0 07½	0 10
Valencia, fine off stalk, per lb		0 05
" select, per lb.		0 06¾
" 4-crown layers, per lb.		0 0[illegible]

Nuts—Paper-shell almond stocks seem to be about exhausted. Walnuts seem to be in popular demand. Peanuts are increasing in sale markedly, and a shift in prices is looked for. Other lines are quiet, with a fair demand.

In shell—		
Filberts, Sicily, per lb.		0 13
" Barcelona, per lb.		0 10½
Tarragona Almonds, per lb.		0 13
Walnuts, Grenobles, per lb.	0 12	0 13
" Marbots, per lb.	0 13	0 14½
" Cornes, per lb.		0 12½
Shelled—		0 11½
Almonds, 4-crown selected, per lb.	0 32½	0 35
" 3-crown " "	0 31½	0 33
" 2-crown " "		0 30
" (in bags), standards, per lb.	0 26	0 27
Cashews	0 15	0 17
Peanuts—		
Spanish, No. 1		0 12
Virginia, No. 1	0 13	0 15
Pecans, per lb.		0 65
Pistachios, per lb.		0 75
Walnuts—		
Bordeaux halves	0 28	0 30
Brokens	0 23	0 27

Rice and Tapioca—Tapioca has advanced considerably in the primary markets and presents a strong situation. Rice is firm but quiet.

Rice, grade B, bags, 250 pounds	2 75
" " " 100 "	2 75
" " " 50 "	2 75
" " pockets 25 pounds	2 85
" " ½ pockets, 12½ pounds	2 95
" grade c.c., 250 pounds	2 65
" " 100 "	2 65
" " 50 "	2 65
" " pockets, 25 pounds	2 75
" " ½ pockets, 12½ pounds	2 85
Tapioca, medium pearl	0 04½ 0 04½

Evaporated Apples—Although dealers are offering apples at practically cost, there seems to be an utter lack of demand. The dealer who depended on his evaporated apples for a profit is not the happiest mortal alive just at present.

Evaporated apples, prime	0 08 0 08½

Beans and Peas—Due probably to the high price of pork, combined with the present mild weather, the demand for beans has slackened a great deal. In fact, some dealers report that there is a decided falling-off in trade as compared with last year. Peas are quiet but firm.

Ontario prime pea beans, bushel	2 15 2 20
Peas, boiling, bag	2 50

ONTARIO MARKETS

Toronto, March 24, 1910.

Business shows some improvement on last week, orders are satisfactory, but collections might be better. The higher rents and other expenses begin to tell on the retailers. To meet this, they must learn to make better profits. They are entitled to fair pay for their risk and labor.

Sugar—There is no change in the sugar market since last week. The market is firm, but the demand is light, owing to the heavy transactions of a few weeks ago. There is nothing in sight that might have a tendency to weaken

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the situation. Prices of raw sugar are strong, without any speculative influence.

St. Lawrence "Crystal Diamonds," barrels	5 85
" " " ½ barrels	5 95
" " " 100 lb. boxes	6 05
" " " 50 lb. boxes	6 15
" " " 25 lb. boxes	6 35
" " " cases, 20-5 boxes	7 80
" " Dominos, cases, 20-5 boxes	7 60
Paris lumps, in 100-lb. boxes	6 05
" in 50-lb. "	6 15
" in 25-lb. "	8 35
Red Seal	7 10
St. Lawrence granulated, barrels	5 20
Beaver granulated, bags only	4 90
Redpath extra granulated	5 20
Imperial granulated	4 90
Acadia granulated (bags and barrels)	5 10
Wallaceburg	5 10
St. Lawrence golden, bbls	4 80
Bright coffee	5 10
No. 3 yellow	5 00
No. 2 "	4 90
No. 1 "	4 75

Granulated and yellow, 100-lb. bags 5c. less than bbls.

Syrup and Molasses—There is a good demand for these goods, but no change in prices.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz. in case	2 50	Gallons, 8 to case	4 80
5 lb. tins, 2 doz. in case	2 85	½ " 12 "	5 40
10 lb. tins, ½ doz. in case	2 75	Quarts, 24 "	5 40
20 lb. tins, ¼ doz. in case	2 70	Pints, 24 "	3 00
Barrels, per lb	0 03½	Molasses—	
Half barrels, lb	0 03¾	New Orleans, medium	0 31 0 33
Quarter " "	0 03¾	New Orleans, bbls	0 29 0 31
Pails, 38½ lbs. ea	1 80	Barbadoes, extra fancy	0 45
" 25 " "	1 30	Porto Rico	0 45 0 62
		Muscovada	0 30

Tea—The demand for tea is steady and consumption is on the increase. This is evidence that people are gradually using a higher grade of tea, for quality regulates consumption.

Coffee—The regular demand for coffee continues, but nothing unusual can be reported this week. Prices are steady.

Rio, roasted	0 12 0 13	Mocha, roasted	0 25 0 28
Santos, roasted	0 15 0 17	Java, roasted	0 27 0 30
Maricaibo, "	0 16 0 18	Rio green	0 08 0 09

Spices—Spices are very quiet, the demand light, and no changes in any lines.

Peppers, black	0 15 0 18	Cloves, whole	0 25 0 35
" white	0 22 0 25	Cream of tartar	0 22 0 25
" whole, black	0 16	Allspice	0 14 0 16
Peppers, whole, white	0 23	" whole	0 14 0 16
Ginger	0 23 0 25	Mace, ground	0 75 0 80
Cinnamon	0 5 0 40	Mixed pickling spices, whole	0 15 0 16
Nutmeg	0 20 0 30	Cassia, whole	0 20 0 25
		Celery seed	0 24

Dried Fruit—There is some improvement in the dried fruit trade. Prunes are in good demand, and there are more inquiries for other lines as well. The business in dried fruit is to be done from now until strawberry season.

Prunes—	Per lb
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 09
50 to 60 " "	0 07½
60 to 70 " "	0 07
70 to 80 " "	0 07
80 to 90 " "	0 06
90 to 100 " "	0 05½

Same fruit in 50-lb. boxes ½ cent less.

Apricots—	
Standard	0 15
Choice, 25 lb boxes	0 15
Fancy, " "	0 17

Candied and Drained Peels—			
Lemon	0 09 0 11	Citron	14 17
Orange	0 11½ 0 12½		

Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag figs	0 03½ 0 04
Dried peaches	0 08 0 08½
Dried apples	0 07½

Currants—			
Fine Filiatras	0 06 0 07	Vostizzas	0 08½ 0 09
Patras	0 07½ 0 08		

Uncleaned ½c less.

Raisins—	
Sultana	0 05 0 05½
" fancy	0 08 0 07
" extra fancy	0 08½ 0 09
Valencias, new	0 06 0 08½
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07½
" 12 oz. "	0 06

Dates—			
Hallowees	0 05 0 05½	Fards choicest	0 08½
Sairs	0 05		

Rice and Tapioca—Rice, especially the lower grades, are cheap, and can be bought at a small reduction.

	Per lb.
Rice, stand. B	0 03 0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03¾
Patna	0 05¼ 0 05¾
Japan	0 05¼ 0 06¼
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed taploca	0 06
Taploca, medium pearl	0 04½ 0 05

Nuts—There is nothing selling in nuts except shelled walnuts and almonds. Market is quiet, and lifeless.

Almonds, Formigetta	0 11½
" Tarragona	0 12
" shelled	0 32 0 35
Walnuts, Grenoble	0 13½
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 29 0 30
Filberts	0 12 0 12½
Pecans	0 16 0 18
Brazils	0 15
Peanuts, roasted	0 08 0 12

Evaporated Apples—One of the principal reasons that our evaporated apples, and also our green apples are looking for demand, is the fact that we have yet to learn how to handle them. With our heavy crop of apples last year, the demand has decreased, and the trouble is in the quality of the goods. We want to do things on a large scale, without doing them right.

Evaporated apples 0 07½ 0 08

Beans — Notwithstanding the statements from some quarters that beans are cheaper, it is reported from the most reliable points that they are firm, and that some are even asking an advance.

Prime beans, per bushel	2 10
Hand-picked beans, per bushel	2 25

MANITOBA MARKETS

Corrected by Wire.

Winnipeg, March 24, 1910.

The continued period of summer weather has done much to brighten up the trade in every branch. City ordering is however the heavier, as the country roads are not conducive to a good retail trade in these parts. Farmers also are all busy at home at present and the retailers are looking forward to increased population in their centres and they will not be disappointed. There has been a decided change in the ordering of late, due to the change in the seasons. Fresh fruits and vegetables are being largely replaced by canned and preserved products, and cereals are not moving quite so well. Syrup, dried fruits and nuts have an excellent market and prices are held firm.

Sugar—The price of sugar has been seriously broken into in the west and a various range of prices exist. B.C. sugars are 5 cents below Montreal's in Winnipeg and the Manitoba market is still 10c below that of Saskatchewan and Alberta. The market continues firm and further advances would not be surprising.

Montreal and B.C. granulated, in bbls	5 65
" " in sacks	5 70
" yellow, in bbls	5 25
" " in sacks	5 20
Icing sugar, in bbls	6 00
" " in boxes	6 20
" " in small quantities	6 28
Powdered sugar, in bbls	5 80
" " in boxes	6 00
" " in small quantities	6 65
Lump, hard, in bbls	6 70
" " in ½-bbls	6 60
" " in 100-lb. cases	6 60

Syrup and Molasses — All lines are moving well at firm prices. Syrup may go up a few points soon as the U.S. market is stronger. There is a shortage of gingerbread molasses on the market just now.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 23
" " 5-lb. tins, per 1 "	2 68
" " 10-lb. tins, per ½ "	2 51
" " 20-lb. tins, per ¼ "	2 57
" " ½ barrel, per lb	0 04
" " Sugar Syrup, per lb	0 03½
Beehive Brand, 2-lb. tins, per 2 doz. case	2 23
" 5 " 1 "	2 68
" 10 " ½ "	2 51
" 20 " ¼ "	2 57
Barbadoes molasses in ½-bbls., per gal	0 50
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, ½ bbls., per gal	0 33 0 35
Challenger, 8 10-lb. tins, per case	2 15

Foreign Dried Fruits—There is a splendid range of Smyrna raisins on the market here and we quote prices according to quality. In this variety the market is strong, while the Valencia market is weaker this week. Prunes are selling well and there is a shortage of the better grades—30-40's are off the market and 40-50's are up to 8½ just now. This year the sizes ran to the smaller prunes and although the quality is good the demand is always best for the larger sized prunes.

Smyrna Sultana raisins, unoleaned, per lb	0 06 0 11
" " cleaned, per lb	0 09 0 13
Valencia raisins, Rewley's, f.o.s. per case, 28's	1 65
" " selects " 28's	1 80
" " layers " 28's	1 95
California raisins, choice seeded in ¼-lb. packages per package	0 06
" " fancy seeded, in ¼-lb. packages per package	0 06½
" choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08½
Raisins, 3 crown muscatels, per lb	0 06½
" 4 " " "	0 07

Prunes, 90-100, lb	0 05	Prunes, 50-60 "	0 07½
" 80-90 "	0 05½	Prunes, 40-50, lb	0 08½
" 70-80 "	0 06	Silver prunes, ac. to quality	0 09 0 12
" 60-70 "	0 06½		

Currants, uncleaned, loose pack, per lb	0 06½
" dry, cleaned, Filiatras, per lb	0 06¾
" wet, cleaned, per lb	0 07½
" Fillatras, in 1-lb. pkg. dry, cleaned, per lb	0 08½

Pears, per lb	0 09 0 15	Dates, per lb., Hallows, bulk	0 06½
Peaches, standard, per lb	0 08½	Dates, Fard, 9½ lb. boxes	1 30
Peaches, choice	0 09	Dates, packages 30 in case	0 07
Apricots, standard, per lb	0 15	Figs, per lb	0 04½ 0 05
Apricots, choice per lb	0 15½	Peel, lb., lemon	0 09½
Plums, pitted, lb	0 11 0 12½	" " orange	0 10
Nectarines, lb	0 09½	" " citron	0 13½ 0 18

Honey—The demand has been heavy for the 60-lb. tins and the price has been advanced 2½ cents. The 12 oz. jars are quoted at a low figure, but this will not last. The trade is good everywhere.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	1 90
" 60-lb. tins, per lb	0 15

Beans—Due to the report that large stocks are in reserve in the east, the market has dropped about 20 cents. The following quotations are too low to last but large quantities are moving at this figure just now.

3-lb. picker, per bushel	2 20
Hand picked, per bushel	2 30

Tapioca and Sago—These commodities have the leading demand for the week. Sago has an excellent market and the price is held firm, very little selling below 5½ cents. Supplies are abundant and the quality is excellent.

Pearl tapioca, per lb	0 05
Sago, per lb	0 05 0 05½

Nuts—Walnuts are up 1c, while almonds are down 2c this week. The trade is excellent on all lines. Peanut

Are You a Manufacturer?

Do you make or handle high-class lines of groceries?

There are over one million people now in the three Prairie Provinces, and they must have these goods! The West wants the best only, and you are assured of a profitable market if your products are right in price and quality.

We are here to advise you, and to sell your products for you on a reasonable commission basis.

We know our West intimately and have large warehouses at Winnipeg, Calgary and Edmonton.

Let us have your enquiry, with details of what you have to sell. You can do business with us to our mutual benefit.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Winnipeg Regina Calgary Edmonton

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

BE WISE IN TIME!

The reason that "E.D.S." Brand Jams and Jellies hold pride of place throughout the Dominion is because of their ABSOLUTE PURITY—*no* coloring matter or preservatives being used in their manufacture.

Have *you* proved the wisdom of handling "quality" goods which never fail to satisfy? If not, just try "E.D.S." Brand. Your guarantee lies in the Government Analyst's finding. Send to the Department of Inland Revenue for Bulletin 194, and see for yourself how much purer "E.D.S." Brand is than most other lines!

Stock "E.D.S." GRAPE JUICE. It's pure, non-alcoholic, refreshing and a ready seller.

Made by

E. D. Smith, at his Fruit Farms, **Winona, Ont.**

HIGH PRICES

of Fresh and Cured Meats make

PORK SAUSAGE and BOLOGNA

the **Cheapest Meat Food** on the market.

You can **Increase Your Sales** by handling only

GUNNS High Class Products

WE HAVE A FULL LINE OF COOKED MEATS.

GUNNS LIMITED Pork and Beef Packers TORONTO

Hams Bacon Lard

Prices are higher—higher than we have seen for many years—but there is every possibility that they will be even higher.
You might as well buy the best, and the best that we know of are those we have to offer you to-day.

F.W. Fearman Co.

LIMITED

Hamilton

EVERY MOTHER

Wants the Richest Milk for Her Baby

Jersey Sterilized Cream

is 13% Richer than the Best of other brands in Canada.

The Truro Condensed Milk Co., Limited, Truro, N.S.

MILD CURED

Breakfast Bacon Skinned Backs and Hams

Finest Quality. Made from Selected Hogs.
Made under Government Inspection.

The WM. RYAN CO.

LIMITED

PACKING HOUSE:

FERGUS, - - ONT.

HEAD OFFICE:

70 and 72 Front St. East, TORONTO

Cured Meats are Again Marked up Another Cent

Hogs Cannot be Bought—Quoted in Some Places at $10 Live Weight—Butter Prices Higher on Account of Heavy Demand —New Maple Syrup on the Market.

Some of the packers have decided to look on, but do no buying. Prices, they claim, have gone beyond their reach and they have to wait to see what is going to happen. It is reported that as high as $10 is being paid to farmers for live hogs, and as high as $13 for dressed.

About a year ago a commission was appointed by the government to visit Europe in order to investigate the success of hog raising in Denmark, Ireland and other countries, but not a word has since been heard from it. What is the matter? What are the benefits derived from this commission? Has the commission been a failure? Surely the public has a right to know.

The English butter market is firm with noticeable advances, but the demand is principally supplied by Denmark and New Zealand.

Canadian cheese finds ready sale in England, as no country so far has been able to out-do us in cheese.

MONTREAL.

Provisions — Both live and dressed hogs are up. Other lines are firm and sales continue good. In comparison with last year, however, they are not quite up to the mark. No radical change in prices is looked for in the immediate future.

Pure Lard—	
Boxes, 50 lbs., per lb	0 17½
Cases, tins, each 10 lbs., per lb	0 17½
" " " 5 " "	0 17½
" " " 3 " "	0 17½
Pails, wood, 20 lbs. net, per lb	0 17½
Pails, tin, 20 lbs. gross, per lb	0 17½
Tubs, 50 lbs. net, per lb	0 17
Tierces, 375 lbs., per lb	0 17
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 12
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12½
" 5 " " " "	0 12½
" 3 " " " "	0 12½
Pails, wood, 20 lbs. net, per lb	0 11½
Pails, tin, 20 lbs. gross, per lb	0 11½
Tubs, 50 lbs. net, per lb	0 12½
Tierces, 375 lbs., per lb	0 12
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	32 00
Bean pork	28 00
Canada short cut back pork, bbl. 45-55 pieces	31 50
Clear fat backs	34 00
Heavy flank pork, bbl	21 00
Plate beef, 100 lb bbls	9 25
" 200 "	18 00
" 300 "	26 50
Dry Salt Meats—	
Green bacon, flanks, lb	0 16½
Long clear bacon, heavy, lb	0 17
Long clear bacon, light, lb	0 17½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 16
Large sizes, 18 to 25 lbs., per lb	0 17½
Medium sizes, 13 to 18 lbs., per lb	0 18
Extra small sizes, 10 to 13 lbs., per lb	0 18½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 18½
" " " small, 9 to 12 lbs., per lb	0 19
Breakfast bacon, English, boneless, per lb	0 20
Windsor bacon, skinned, backs, per lb	0 21
Spiced roll bacon, boneless, short, per lb	0 15
Hogs, live, per cwt	10 00
" dressed, per cwt	14 50

Butter—Higher prices are being asked for creamery and tub butters. The rise of 1c is caused by a short stored stock, and a pretty heavy demand. Receipts for the week are 711 packages, as against 1,022 packages same week last year. For the season they are 403,839 packages, as against 421,452 packages same season last year.

Fall creamery solids	0 27½ 0 28
Dairy, tubs, lb	0 22½ 0 23½
Fresh dairy rolls	0 24

Cheese—Storage stocks are pretty well cleaned up, and prices remain firm. Trade has been somewhat dull, but shows signs of a revival in the near future.

Receipts for the week are 549 boxes, as against 197 boxes same week last year. For the season, they are 1,971,751 boxes, as against 1,959,175 boxes same season last year.

Quebec, large	0 13
Western, large	0 13
" twins	0 13½
" small, 20 lbs.	0 13½
Old cheese, large	0 16

Eggs—Practically no No. 1's are on the market now. New laids rule at 24c.

In the face of a declining market, retailers should not stock up with more than immediate requirements until the market becomes more settled. Receipts for the week are 325 cases, as against 1,054 cases same week last year. For the season they are 211,547 cases, as against 210,116 cases same season last year.

New laid	0 24

Maple Products—New crop sugar and syrup are coming in rapidly now, and there seems to be a certainty of a large run of sap this season. Weather conditions are favorable, and several new groves of young maples are being tapped. Sugar ranges from 10 to 11 cents, and syrup in the 10½ lb. tins, 85c.

Compound maple syrup, per lb	0 04½ 0 05
Pure townships sugar, per lb	0 10 0 11
Pure syrup, 8½ lb. tin	0 70
" " 10½ lb. tin	0 85

Honey—Honey is finding a slow sale, partly because of a somewhat limited supply of the better grades, and partly because the new maple syrup is on the market. Prices are steady.

White clover comb honey (nominal prices)	0 15 0 17
Buckwheat, extracted	0 08½ 0 09
Clover, strained, bulk, 30 lb. tins	0 11 0 11½
Buckwheat comb	0 12½ 0 13

TORONTO.

Provisions—Still higher and higher loom the prices of hogs and bacon. Another cent has again been added to a number of lines this week, but still there is no check to the consumption and the demand continues. Never before were cured meats so high. The principal reason, of course, is the scarcity of hogs, but a great deal is owing to the extra quality of the goods. Everything is sold at its best. No old stock reaches the consumer, and every bit is an advertisement for more. Quality creates the demand and governs the consumption.

Long clear bacon, per lb	0 15 0 15½
Smoked breakfast bacon, per lb	0 18½ 0 19
Roll bacon, per lb	0 15½ 0 16
Light hams, per lb	0 17½ 0 18
Medium hams, per lb	0 17½ 0 18
Large hams, per lb	0 17 0 17½
Shoulder hams, per lb	0 14 0 14½
Backs, plain, per lb	0 20 0 21
" pea meal	0 21 0 21½
Heavy mess pork, per bbl	28 00 29 00
Short cut, per bbl	31 00 31 50
Lard, tierces, per lb	0 16½ 0 16¾
" tubs "	0 16¾ 0 17
" pails "	0 17 0 17½
" compounds, per lb	0 13
Live hogs, at country points	9 40 9 60
Dressed hogs	12 75 13 00

Butter—The butter market is steady with a good healthy demand. The winter supply is working out satisfactorily and with the careful handling of the fresh stock the market will be in good condition to start on the new season. It is, however, not likely that it will remain at the present prices more than a few weeks, when natural conditions are expected to force prices somewhat lower.

	Per lb.
Fresh creamery print	0 29 0 32
Stored creamery solids	0 26 0 27
Farmers' separator butter	0 25 0 27
Dairy prints, choice	0 23 0 24
Baking butter	0 18 0 19

Eggs—We predicted some time ago that the consumer would get his Easter eggs for less than 25c a dozen. They are now down to 20c to the retailer and it looks as if our forecast would come true.

New laid eggs	0 20

Cheese—Without exception, cheese has made the least variation in value of all farm products. So far as the local market is concerned, it did not move over half a cent either way during the year. If the weather continues springlike and warm it will not be long before new cheese will be made, but that will not affect the old cheese, which is in a class by itself.

Cheese, new, large	0 12½ 0 12¾
" " twins	0 12¾ 0 13

Poultry—Still some fresh-killed poultry comes in, but the demand must be principally supplied from cold storage stock. Prices are well maintained.

Spring chicken, dressed	0 18 0 20
Hens, per lb. dressed	0 11 0 12
Turkeys, per lb., large	0 18 0 19
Ducks	0 16 0 17

Honey—Honey, although much better value for the money, must, to some extent give way to the annual spring arrival of maple syrup. Demand, however, continues, and prices are unchanged.

Honey, extracted, 60 lb. cans	0 10½ 0 11
" 10 lb pails	0 11 0 12
" 5 lb. pails	0 12 0 12½
" comb, per dozen	2 50 2 75

THE FIXING OF FLOUR PRICES.

Vancouver, B.C., Mar. 23.—The executive of the Vancouver Retail Grocers' Association and the representatives of the milling companies got together on the 15th instant and discussed price matters. A retail price is fixed for flour but there are cases of where it is offered at less than the stipulated figure. This operates against members of the association who adhere to the agreement. A satisfactory solution of the problem was not arrived at on that occasion, and other conferences will be held.

I find this a
GREAT
SELLER

PURITY SALT

It is **pure.** The women say it is the most satisfactory salt they know of.

The Western Salt Company, Limited
MOORETOWN, ONTARIO

The Perfection Cheese Cutter

Saves the grocer money, as thousands using them will tell you.

Get one and see how it attracts customers.

It pays for itself every 3 months.

Glass shield, wire splitter and card of instructions with each cutter.

There is no other "just as good."

Accurate, Simple, Durable.

Any information about the "PERFECTION" will be gladly and promptly given.

The "PERFECTION" has a Perfect Computing Scale, saves cutting over-weight and saves cheese.

Manufactured only by
American Computing Company
701-705 Indiana Avenue, : Indianapolis, Indiana

THIS TIN CONTAINS

100%

PERFUMED-POWDERED

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THE QUESTION OF QUALITY BEING SETTLED, WHAT ELSE INTERESTS YOU?

A MUCH LARGER PROFIT THAN YOU HAVE BEEN RECEIVING ON SIMILAR GOODS.

A TIN CONTAINING ABOUT A QUARTER POUND MORE LYE THAN IS USUALLY GIVEN.

A TIN WITH ROTATING COVER AND SIFTING TOP.

YOU WANT MORE PROFIT
YOUR CUSTOMERS MORE PURE GOODS

OPPORTUNITY OFFERS TAKE IT TO-DAY

WHITE SWAN SPICES & CEREALS, LIMITED
TORONTO

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto
Agents for Quebec:
Messrs. F.L. Benedict & Co., Montreal

SYMINGTON'S COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOMAS SYMINGTON & CO. EDINBURGH

YOUR REPUTATION

as a grocer requires that you supply to your customers nothing but the best. Can you afford to jeopardize that reputation by recommending inferior goods? Baking Powders containing Alum are being condemned as unfit for use in foods.

Magic Baking Powder

CONTAINS NO ALUM

MAGIC is the only well-known brand of baking powder made in Canada that does not contain alum.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

Beans Instead of Meat

J. J. Hill says "the **high cost** of living is largely due to the cost of **high living.**"

It is due, though, largely to ignorance of food values. If your customers all knew that beans have greater food value than meat, there would be a still greater demand for

Clark's Pork and Beans

ADVISE THEM.

Wm. Clark - Montreal

Manufacturer of high-grade
—Food Specialties—

THEY

Sell Well

Show a Nice Profit

Give Satisfaction.

WHY?

Because they are

CANADA'S BEST

Rose & Laflamme, Limited - Montreal and Toronto.

ASSOCIATION TALKING CASH ONLY.

Members Claim it to be the Best Method —The Collection of Accounts and General Delivery Questions.

Chilliwack, B.C., Mar. 23.—Several questions of general interest were discussed at a recent meeting of the Chilliwack Merchants' Association. The cash and credit system was talked over at some length. It was quite agreed by the members present, who were running their businesses on the credit basis, that theirs was a losing game, and that some change was necessary. There were losses through bad debts and accounts that could not be collected. Some had tried the strictly cash system and had expressed themselves as being in every way pleased with it. They had found they they had a better class of customers, and once they became used to it had no complaints of it being a hardship. It was working out well for both the merchant and the customer. In this district the cash system may be adopted more easily than in sections where the product is mostly grain and the farmer has to wait until autumn to get cash. In Chilliwack, it is largely dairying and general farming, and the creamery cheques are paid regularly. Moreover, the market for all kinds of produce is steady with good prices.

Some of the merchants complained that others who had signed the agreement to sell strictly for cash had violated their bargain, and were making thirty days count the same as cash, when that had not been intended. It was suggested that the only way to ensure uniformity was to have all who entered into the agreement put up bonds for a certain amount which would be forfeited if violation was made.

Collection of accounts was another matter that worried the merchants. Sending out accounts was expensive, and was not satisfactory besides. The appointment of a collector for the association was brought up, and it was thought feasible that one man could do all the collecting for the members of the association, thus making the cost to each light.

Another suggestion to curtail expenses by co-operation was for three or four members to engage one delivery, instead of each merchant having a delivery of his own. These matters are to be further discussed at the next meeting.

The Chilliwack Clerks' Association is also active, and at its meeting decided to do everything possible to work harmoniously with the merchants' organization. Among the matters to be taken up with the merchants is the summer half holiday. The clerks will hold their first social on April 6th.

PACKERS DELAYING CASE.

New York, March 24.—Application for the extradition of three of the most prominent Chicago packers indicted by the Hudson County grand jury will be made by Prosecutor Garven to Governor Fort, of New Jersey, at Trenton this week. The prosecutor said in Jersey City yesterday that the men wanted are J. Ogden Armour, one of the Swifts and one of the Morrises. He hasn't made his final selections, but intends to "pick out the biggest guns in the bunch."

The grand jury may not be able to complete its present line of investigation in consequence of the packers' action in moving for a writ of error for the review by the Supreme Court of Justice Swayne's order for the production in New Jersey of the minutes of directors' and stockholders' meetings of four of the indicted corporations. The rule to show cause acts as a stay pending a final decision, and further appeals may be taken if the decision is not satisfactory to the packers. The term of the grand jury will expire on April 4, and the prosecutor fears that the next grand jury may be obliged to go over again the work which the present panel has been engaged in since it returned its conspiracy indictments in order to carry the inquiry to a successful close.

TO DATE ALL FOOD.

This is Suggestion Made by Montreal Cold Storage Inspector.

Montreal, March 23.—In his report on cold storage conditions in Montreal to the Medical Health Officer, Dr. McCarrey suggests that all food placed in cold storage be dated in order to prevent it from being held too long. In all there were 1,800 tons of foodstuffs in storage.

Dr. McCarrey's report reads:

I beg to submit the following report upon the result of the inspections made by my department, of the cold storage establishments in the city, namely, those of P. Poulin & Co., Gunn, Langlois & Co., Gould Cold Storage, Canada Cold Storage, Mathews, Fortier & Monotte.

The quantity of foodstuffs found stored in those establisments was as follows:

	Lbs.
Poultry	265,000
Fish	300,000
Beef	500,000
Mutton	146,000
Lard	30,000
Butter	600,000
Maple sugar	75,000
Honey	40,000
Oranges	300 cases
Apples	10,000 bbls.

The stock of poultry in cold storage has been accumulating since the month of August, 1909. The proprietors claim that none of it remains for a longer period than one year.

The stock of beef and mutton has been accumulating since the month of October, and it is claimed that they do not remain in cold storage for a longer period than six or seven months.

Other goods, such as butter, cheese, maple sugar, honey, fruit, etc., do not remain in cold storage for a longer period than twelve months.

The following confiscations were made at the above mentioned establishments during the tour of inspection: Beef, 800 lbs.; mutton, 200 lbs.; pork, 300 lbs.; poultry, 150 lbs.

All of the establishments were found in a sanitary condition and cleanly kept.

As it was freely rumored, previous to this special inspection, that mutton and poultry were kept in cold storage for over two years, I would suggest that a provision should be made in the law requiring that the foodstuffs placed in cold storage should be marked so as to show the date of their receipt by those establishments.

MAPLE SYRUP
SEE AD. ON PAGE "21."

Biscuits and Maple Syrup

Always a Tasty and Dainty Dish.

This is a good season to push biscuits. With maple syrup they are simply delicious. The suggestion will be appreciated by your housewife customers. Suggest our line—very high quality, and sold at the popular price which ensures steady sales.

Ask us about our O.K. Soda Biscuits in 2-lb. cartons and pails.

THE CANADIAN BISCUIT COMPANY, LIMITED
LA PERADE, QUE.

Why Christie biscuits make for success in the grocery business

Success does not happen.

There is nothing accidental about it. There are always good and apparent reasons for success—especially in the grocery business.

The grocer who conducts *a pure food shop* is bound to succeed, for the simple and conclusive reason that *pure foods* are the foundation of stable reputation—*a reputation that no amount of money can buy.*

Since Christie biscuits are the purest of *all pure foods,* it is reasonable to assert that the grocer who handles them is laying the proper foundation for *permanent* success.

Your best customers *know* a great deal about the *purity, quality* and *lasting goodness* of Christie biscuits.

Is it wise to risk losing even one good customer? Remember there's a Christie biscuit for every taste, and—

Christie Biscuits sell more than biscuits.

CHRISTIE, BROWN & CO., Ltd.

GOOD BISCUIT CONDITION

is as indispensable to your trade as good biscuit quality.

Carr & Co's Carlisle Biscuits

enjoy a world-wide reputation not only for quality, but also for the fresh condition in which they invariably reach you. Aren't these the kind to handle?

Order from nearest agent

Carr & Co.
CARLISLE, ENG.

Agents—Wm. H Dunn, Montreal & Toronto; Hamblin & Brereton, Winnipeg; L. T. Mewburn & Co., Ltd., Calgary; Standard Brokerage Co.,Ltd., Vancouver, B. C.; T. A. McNab & Co., St. John's, Newfoundland.

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IS YOUR TIME WORTH MONEY?

DO YOU ?

Spend any time keeping books
Copy and post charges from one book to another
Make out statements at the end of the month
Spend any time trying to collect your accounts
Wr te up pass books for your customers
Know how much you sell for cash
Know how much you sell on credit
Know how much you receive on account
Know how much stock you have on hand
Have disputes with your customers over accounts
Ever forget to charge goods sold
Ever forget to make proper credits

CAN YOU show a correct prouf of loss in case of fire?
WOULD YOU investigate a system that will handle all accounts with only one writing, and eliminate the many losses of time, labor and expense?
THE McCASKEY REGISTER SYSTEM gives you complete information

Information is free—Drop us a postal.

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Successor to The McCaskey Register Co. in Canada
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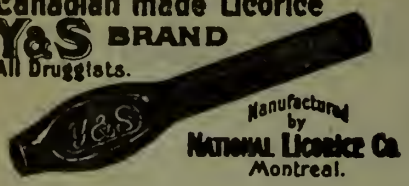
Canadian made Licorice

Y&S BRAND

All Druggists.



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should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

Send To-day

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McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
Rich Mixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
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By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
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J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Aabley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE JOHN P. MOTT & CO. HALIFAX, N.S.

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal | R. S. McIndoe, Toronto | Jos. E. Huxley, Winnipeg | Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa | R. G. Badlington, Calgary

Weaker Tone to the Flour and Cereal Markets

Lower Flour Prices May be S een Unless the Situation is Influenced by Adverse Reports of Growing Crops—Some Cereal Price Quotations Marked Down.

The trend of the flour and wheat market has taken a more decided turn for lower prices, and these are likely to come unless otherwise influenced by crop reports. However, nothing serious can take place in the near future. The stocks of wheat, together with the farmer's holdings are all and more than they were estimated, and therefore the chances favor lower prices.

Farmers in the Northwest are still hoping to receive the $1 for their wheat, and as the roads are in a bad condition, it is not likely that much wheat will come from them till after seeding. Russia has astonished the world with her wheat crop, and is still pouring its vast supply to meet the demands of the large markets. All this serves to give a weaker tone to the flour and wheat cereal situation, although the big demand will counteract this to a certain extent.

MONTREAL.

Flour—Flour is having a fair sale at last quotations. There has been a rather large export demand, in view of the approaching opening of navigation. Dealers and millers report the situation satisfactory.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 80
Glenora, bbl	5 30
Manitoba spring wheat patents, bbl	5 80
" strong bakers, bbl	5 30
Five Roses, bbl	5 80
Harvest Queen, bbl	5 30

Oatmeal—Local competition has reduced the price of oatmeal 15c per bag. This state of affairs is only thought to be temporary. Demand has been somewhat slack, and as a result there is considerable competition for any orders which are to be placed.

Fine oatmeal, bags	2 37½
Standard oatmeal, bags	2 37½
Granulated " "	2 37½
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
Rolled oats, bags	2 15
" barrels	4 55

TORONTO.

Flour—The flour market has not improved since last week. Buyers are slow in making purchases. They all feel that they should be able to buy cheaper, but the farmers on the other side are hanging on to their wheat for more money. Millers, between the two are pinched and complain that the margin has almost entirely vanished. The local prices of flour have not changed for several months.

Manitoba Wheat.	
1st Patent	5 70
2nd Patent	5 30
Strong bakers	5 10
Winter Wheat.	
Straight roller	5 10
Patents	5 30
Blended	5 30

Cereals—The cereal market shows weakness. This is owing to some extent to the advent of spring and warmer weather. The grain market, however, is also dull and prices are weakening.

Rolled oats, small lots, 90 lb. sacks	2 20
" " 25 bags to car lots	2 05
Rolled wheat, small lots, 100 lb. brls	3 10
" " 25 brls. to car lots	2 80
Standard and granulated oatmeal, 98 lb. sacks	2 55

ADVERTISERS WHO SLIGHT THE RETAILER.

By S. C. Lambert in Printers' Ink, March 9.

A certain man found himself several years ago possessed of the rights to a fountain pen of moderate price which incorporated one or two devices that made good "talking points." The promoter had been bred to think of advertising enthusiastically; he regarded it as something by itself, an isolated entity that merely needed to be recognized and success would follow. It had never occurred to him that advertising is the twin sister of salesmanship, and he embarked upon a very large magazine campaign without being advised by some kind friend that there was a vital relation between publicity and merchandising conditions.

The advertising ran for several months. The copy, though of the publicity kind, was well written. It had ginger, snap and force. The advertiser wondered why he was not engulfed with orders. He could not explain why the business showed so little increase.

One day he was telling his troubles to a friend, who asked him how well the pen was distributed. Had he taken steps to interest the dealer and to get his cooperation? The fountain pen man in some surprise said that he thought the magazine advertising would take care of such things as distribution and getting the dealers interested.

Then the friend gave the advertiser his first real lesson in modern advertising—how a great deal of work must be devoted to interesting the trade and securing distribution as well as interesting the general public. Advertising, it was explained, was only a factor, though a very important one, in a modern selling campaign.

A new and comprehensive selling plan was then and there outlined. The advertising was changed to develop trade territorially. A competent sales and advertising manager was put in charge.

A year's campaign developed an excellent business. At the proper stage the advertising in the magazines was again taken up and all the selling factors merged harmoniously into an effective promotion effort. Incidentally the timely advice saved advertising from being charged with another "failure."

¶ Think what you lose if you are so short-sighted as not to sell an article for which there is a constant demand!

MOONEY'S
"PERFECTION"
Soda Crackers

are just a little better than the others, because of the extra skill put into their making, and the extra care taken in the selection of materials.

¶ Our methods of packing preserve the individuality of the MOONEY CRACKER and retain its freshness indefinitely.

ORDER TO-DAY

The Mooney Biscuit and Candy Co., Ltd.

STRATFORD - CANADA

Cox's Gelatine

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply COX'S GELATINE

Canadian Agents:
C. E Colson & Son, Montreal
D. Masson & Co. "
A. P. Tippet & Co., "

J. & G. Cox, Ltd
Gorgie Mills,
EDINBURGH

THE NEW FLAVOR

MAPLEINE

Better
Than
Maple

The Crescent Mfg. Co.,
Seattle, Wash.

TRUMILK

An excellent full cream milk in powder form, suitable for tea, coffee, cereals, etc.

MILKSTOCK

A separated milk in powder form, perfect for all kitchen uses.

Both these products are guaranteed to be absolutely free from all chemicals, preservatives or adulterations of any kind, and are excellent articles for drinking purposes. *Always sweet, safe and pure.* Prices, profit, and any other information required, sent on application to

Canadian Milk Products, Limited

Sole Manufacturers

Head Office : MAIL BUILDING, TORONTO.

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Mus be clean and free from quills. Prompt remittance

WRITE TO

P. POULIN & CO.

39 Bonsecours Market, - Montreal

WE SELL FEATHERS TOO

WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments. Write us for prices. Phone order our expense.

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, MANAGER

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON

Pot and Pearl Barley
Split Peas and Feed

John MacKay, Limited

BOWMANVILLE, - ONTARIO

Shoe Boils, Capped Hock, Bursitis are hard to cure, yet

ABSORBINE

will remove them and leave no blemish. Does not blister or remove the hair. Cures any puff or swelling. Horse can be worked, $2.00 per bottle, delivered. Book 6 D free.

ABSORBINE, JR., (mankind, $1.00 bottle.) For Boils, Bruises, Old Sores, Swellings, Goitre, Varicose Veins, Varicosities, Allays Pain.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.

LYMANS Ltd., Montreal, Canadian Agents.

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52 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, Co. 138 Front Street, NEW YORK

Good Butter Dishes

will increase your sales because appearances influence a customer. One crate of Oval Dishes will convince you that their place cannot be satisfactorily filled by anything else. Write your dealer about them.

Graham Bros. & Co., Kinmount, Ont.

MAPLE SYRUP!

Small's Maple Leaf Brand

is the Standard the world over.

CANADA MAPLE EXCHANGE

Montreal

Nation's Celebrated

CUSTARD POWDER

THE BIG 5c. PACKAGE

Just the thing

WHEN EGGS ARE SCARCE

We stock it. Write.

W. H. ESCOTT

Broker

Winnipeg, - - Man.

MAYBE, Brother Grocer, you'll remember the little booklet we told you about some time ago.

About Jones and Mrs. Brown on a rainy day, you know.

Of course, you remember "GET FLOURWISE"—the name on the cover.

Or, maybe, you didn't read your "GROCER" that week and missed the gladsome tidings.

Well, it was a kind of four-color affair on the outside with three inside.

Filled with dinkey little illustrations like a Christmas Pudding is full of plums.

Explaining just what Jones is piping about.

About good flour, FIVE ROSES and things, you know.

Sure we thought it was pretty good ourselves, which was only "nacheral" under the circumstances.

But far be it from us to toot our own trumpet, Brother Grocer.

So we waited with our ear to the ground to see how the trade would "cotton" to the idea.

The way that little booklet circulated would make hot cakes on a hungry day look like an "also ran."

Why, no sensible woman with cooking aspirations can read that little confab between Jones and Mrs. B. without conceiving a taste for FIVE ROSES goodies.

We defy YOUR wife to break the charm.

Says a prominent advertising expert from Toronto Town, whom we do not know personally, and who spent all of a two-cent stamp and half an hour's time to say it:

> "My wife came home from the grocer's to-day with a copy of "GET FLOURWISE," "and, knowing you to be the guilty party, I take this earliest opportunity of taking off "my hat to one of the cleverest things in the booklet line it has been my good fortune "to come across."
>
> "I have read it all through, and my oldest boy has started on it, so that if we "don't soon become a "FIVE ROSES" family it will not be for want of advertising. "If it makes the bread plate circulate, the booklet ought certainly to make the flour "do likewise."

Nice man, that!

Now, Brother Grocer, the printers are working on the *fourth* edition of TWENTY THOUSAND.

So that if YOU missed the first opportunity to get a supply of "silent salesmen," don't miss THIS.

A postal does it.

LAKE OF THE WOODS MILLING COMPANY

LIMITED

MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES

CANADIAN TRADE NEWS.

Business Changes During the Week—Losses by Fire and Assignments Made.

Ontario.

Wm. M. Baldwin, grocer, Fort Erie, Ont., died recently.

Assets of A. W. Dalglish, grocer, Vernon, Ont., are sold.

The National Matza & Biscuit Co., Toronto, has assigned.

F. J. Morgan, grocer, Ottawa, is retiring from business.

J. A. Hopkins Estate, grocer, Toronto, has sold to A. Walker.

R. L. Cowan, grocer, Strathroy, Ont., has sold to Thos. Hoolihan.

P. T. Dean, grocer, Goderich, Ont., is succeeded by Dean Brothers.

Cooey Bros., grocers, Toronto, Ont., have sold to B. H. Scott & Co.

P. G. Ryan, grocer and confectioner, Goderich, is closing out his business.

Wm. Campbell, general merchant, Elora, Ont., assigned to Henry Barber.

G. H. Matthews, general merchant, Corbetton, Ont., is succeeded by J. N. Gordon.

D. C. Fields, grocer and dry goods merchant, Collingwood, suffered loss by fire last week.

A. Chamandy, general merchant, Elk Lake, sustained loss by fire recently; the Elk Lake Supply Co., grocers, and the Lang, Jodouin Trading Co., general merchants, sustained similar losses.

The Gilbert Soap Co. has been granted an Ontario charter with head office at Toronto, to manufacture and deal in soap, oils, perfumery, etc. The provisional directors are W. A. Gilbert, J. C. Gilbert, A. S. Gilbert, and W. A. Baird.

Quebec.

The King Edward Market, groceries, will open in Montreal shortly.

R. G. Brodeur & Co., grocers, St. Hyacinthe, Que., have registered.

J. M. Vezina, general merchant, St. Narcisse, Que., is offering a compromise.

Demand of assignment has been made on Hector Brunelle, grocer, Three Rivers.

Maritime Provinces.

S. A. Gallop, general merchant, Arthurette, N.B., has assigned.

H. F. Pickard, grocer and hardware dealer, Sackville, Ont., has sold to Jno. Fillmore.

Western Canada.

G. McLearn, grocer, Winnipeg, has sold to T. Brown.

J. P. Hahn, general merchant, Oakner, Man., was burnt out.

Robert Neville, grocer, Fort William, Ont., has sold to F. J. McKeown.

Bryce & Williams, general merchants, Ernfold, Sask., were burnt out recently.

W. J. Shephard, general merchant, Beulah, Man., has sold to J. B. Wilson.

A further extention has been granted to T. H. Whale, general merchant, Winnipegosis, Man.

P. W. Martin & Son, general merchants, Gilbert Plains, Man., have sold to D. Cameron.

The Alert Trading Co., general merchants, Edmonton and Strathcona, Alta., have closed the Edmonton store.

D. F. Tracksell, general merchant, Battleford, Sask., is succeeded by Tracksell & Meredith.

Mrs. C. E. Butler, grocer, Qu'Appelle, Sask., is succeeded by Colonial Fruit & Produce Co.

Fillmore Trading Co., general merchants, Fillmore, Sask., have sold to E. J. Gregory.

Innisfree Mercantile Co., general merchants, Innisfree, Alta., have sold to Milner Bros.

FARRINGTON PHILOSOPHY.

A prosperous looking building produces an effect that you cannot afford to lose. If the store building is your own, keep it up in shape. If it is not, then make the landlord keep it up.

This is the time of the year when the front door is kept working overtime. See to it that it swings easily, so easily that it is no effort for a woman to get in or out of the store with an armful of bundles.

A store without a good outside sign is like the proverbial needle in the haystack, as far as the stranger is concerned.. It can be found, but only by inquiring of someone who knows where it is.

There is no money in blank wall space outside or inside. If you have available space somewhere in your building, see that there is a good sign made to fit it. Make that space work for you.

Don't have your store so full of goods that customers have to crowd in edgewise, and don't have it so nearly empty that the stock rattles around like a pill in a paper box.

It has been said that talk is cheap. It may well be added that there are times when talk is mighty expensive, and it is well to consider the matter carefully before talking too much. An ounce of caution is worth a pound of regret.

MAPLE SYRUP
SEE AD. ON PAGE "21."

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
The best in the world are made by
McDOUGALLS
Insist upon this make
D. McDOUGALL & CO., Glasgow, Scotland.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

TANGLEFOOT

The Original Fly Paper
For 25 years the Standard in quality
All others are Imitations

Black Watch
The Big Black Plug Chewing Tobacco

"A Trade Bringer"
Sold by all the Wholesale Trade

"ENTERPRISE"

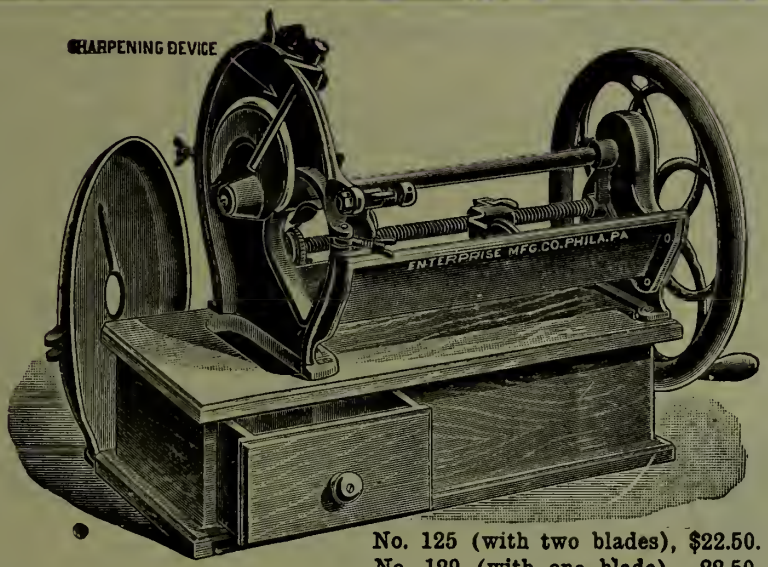
Grocers testify that when they install the

"ENTERPRISE"
Rotary Smoked Beef Shaver

sales of smoked beef showed a marked increase.

Of course they did.

The easier you make selling and buying—the better for business.



No. 125 (with two blades), $22.50.
No. 129 (with one blade), 22.50.

Observe the Sharpening Device, the drawer for storing sliced beef; note that the feed is readily regulated to cut from the thinness of tissue paper to 1-8 inch for the No. 125 and from 1-40 to 1-4 inch for the No. 129.

"Enterprise" Smoked Beef Shaver No. 23, Japanned, at $8.00; cuts evenly with a pendulum stroke.

Write for our latest catalogue of "Enterprise" goods for grocers.

The Enterprise Mfg Co., of Pa.
Philadelphia, U.S.A.

New York, 21 Murray Street
San Francisco, 544 Van Ness Ave.

BUILDS BUSINESS

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

EARLY

Southern Vegetables

The season is opening out well with good demand.

STRAWBERRIES

are coming along regularly and the quality is first-class. With warmer weather demand grows. Full lines **Oranges, Lemons, Grapefruit, also**

PINEAPPLES, BANANAS, Etc.

McWILLIAM Mc. AND E. EVERIST

25-27 CHURCH ST. - TORONTO

IT'S

more difficult of explanation why a few grocers still pass by

"St. Nicholas"

and

"Home Guard"

than why an ever increasing majority handle them to the exclusion of all other brands, because there is not as much unsalable fruit in a carload of St. Nicholas as you may sometimes find in a single box of some other brand.

Do you want to make your Lemon Business pay?

J. J. McCABE

AGENT

32 Church Street Toronto.

Apples Go A-begging for Buyers at any Prices

Market Overstocked Because The Varieties Were Not Sold at Proper Time—Excellent Demand For Oranges—Vegetable Season Earlier Than Usual and Market is Brisk — Lenten Fish Markets Quieting.

MONTREAL.

Green Fruits—Just at present the market for green fruits is quiet, though the usual increase for Easter is beginning to show. The next few days will, it is thought, show considerably increased activity.

Apples, while on the market in considerable quantity, are getting past the best stage, and sales are light. Oranges in nearly all lines are having a brisk sale at reasonable prices.

Apples—		
Baldwins, bbl.		3 50
Greenings, bbl.		4 00
Russets	3 50	4 25
Kings, No. 1.		4 00
Spies, per bbl.		5 00
Tallman Sweets.		3 00
Bananas crated, bunch	1 50	2 00
Cranberries, bbl.	6 00	10 00
Cranberries, per bushel box.	1 50	2 00
Cocoanuts, bags.		4 25
Grape fruit—		
Florida, box.		5 00
Grapes, Almeria, per keg	5 00	7 00
Lemons—		
Sicily bitters, box	1 75	2 25
Limes, per box.		1 50
Oranges—		
Floridas		3 00
California navels	2 75	3 00
Porto Ricos		2 50
Mexicans		2 25
Messina bitters, box	2 25	3 00
Jamaica, bbl		4 50
Pineapples—		
Floridas, case	3 75	4 00
Strawberries—		
Florida, qt.	0 30	0 40
Tangerines, strap		8 00

Vegetables—Imported lettuce is 50c per box higher, owing to a large Easter trade. Large quantities of California and Florida celery are on the market. Lower prices are looked for in most lines after Easter, particularly in celery. Strawberries are as yet unchanged, from 30 to 60c. Trade is reported very good.

Beets, bag	0 40	0 50
Brussels sprouts, per qt.		0 23
Carrots, bag	0 40	0 50
Cabbage, bbl	1 00	1 25
Celery—		
California, crate.		5 50
Florida, crate.	3 00	3 25
Cauliflowers, crate	2 75	3 00
Cucumbers, doz.		2 50
Garlic, per lb.		0 15
Green Peppers, basket.		0 ?5
Lettuce—		
Montreal, box.	0 ?0	0 75
Imported, box.		2 50
Mushrooms, lb.	0 50	0 75
Onions—		
Red, per bag		1 00
Spanish, cases 150 lbs.		3 00
Spanish, ½ cases	1 50	1 75
Potatoes—		
Montreal, bag	0 60	0 70
Sweet, per bbl.	2 50	3 50
" basket.		1 50
Parsley, dozen.		0 30
Parsnips, bag.	0 75	0 80
Radishes, dozen bunches		0 40
Rhubarb, doz.		1 25
Spinach, bbl.		4 00
Tomatoes—		
Floridas, crate	4 00	4 50
Cubans, crate	2 25	2 50
Turnips, bag	0 50	0 60
" Quebec, per ton	12 00	14 00

Fish—The market is now somewhat quiet, on account of the mild weather. The frozen fish season is over, and the trade is looking out for fresh fish. So far only a few arrivals have been reported, principally dore, pike and perch, and these have been disposed of readily at high prices. A good deal of frozen fish is left yet, of which a good part will go into cold storage, and the remainder to the incinerator.

FRESH

Dore	0 15	Mullets	0 07
Pike	0 08	Haddock	0 04
Perch	0 07	Halibut	0 15
Steak cod.	0 07	Bullheads	0 12
		Carp	0 10

FROZEN

Codfish	0 04	0 04½	
Dore, winter caught, per lb.		0 08	
Haddock		0 04	
Halibut, per lb.		0 10	
Herring, per 100		1 50	
Market cod		0 04	
Steak cod		0 05	
Mackerel		0 00	
Pike		0 06	
Tomcods, per bbl		1 00	
Steak cod, lb.	0 04½	0 05	
Salmon, B.C., red, per lb.		0 10	
Gaspe salmon, per lb.		0 10	
Smelts, 10 lb. boxes		0 07½	
Whitefish, large, lb.		0 09	
Whitefish, small		0 07	

SALTED AND PICKLED

Green cod, No. 1, bbl.	6 00	6 50	
Labrador herring, bbl		5 00	
" ½ bbl		2 85	
Labrador sea trout, bbls.		11 00	
Labrador sea trout, half bbls.		6 00	
No. 1 mackerel, pail.		2 00	
" " ½ bbls.		8 00	
No. 1 pollock, lb.		0 02	
Salmon, B.C., red, bbl			15 00
" " pink, bbl			13 00
" Labrador, bbl			18 00
" " ½ bbls			9 00
" " trcs., 300 lb.			25 00
Salt eels, per lb.			0 07
Salt sardines, 20 lb. pls			1 00
Scotch herring, bbl.			6 50
" " keg			1 00
Holland herring, bbl			5 50
" " keg			0 75

SMOKED

Bloaters, large, per box	1 00
Fillets, lb.	0 12½
Haddies	0 09
Herring, new smoked, per box	0 13
Kippered herring, per box	1 00

SHELL FISH

Shell oysters, bbl.	10 00
Lobsters, live, per lb.	0 18
Oysters, choice, bulk, Imp. gal.	1 30
" Selects, Imp. gal.	1 50
" "Sealshipt," standards, per Imp. gal.	1 75
" " select, per Imp. gal.	2 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Shredded cod, per box	1 80
Skinless cod, 100 lb. case	5 50

TORONTO.

Green Fruits—There is no improvement in the apple situation. The market is glutted and sales are pushed in order to get rid of them. Consumers are apparently not using the usual quantity of applies. The cause is that consumption decreases or increases according to the quality. Apples were bought too high to start with in the fall, and in order to realize a profit they were held above a good selling point. This caused some to remain on the hands of dealers after the time they were at their best. When they were sold they were stale and consequently decreased the consumption. The better qualities were held back in order to get rid of the out of season goods, and in this way the demand for apples almost died out. Low prices seldom increase consumption, but quality always does.

This is a busy week in fruit. Oranges, strawberries, grape fruit, etc., are in great demand. While oranges go out in loads, apples are passed by.

Apples	1 00	4 00	Oranges—		
Bananas	1 75	2 00	California navels	3 00	3 25
Cranberries, bbl	6 25	6 50	Floridas	? 50	2 75
Cocoanuts, sack		4 00	Mexican	2 00	2 25
Grapes, Almeria per keg	6 00	6 50	Valencia	3 50	4 00
Grape Fruit—			Jamaica, barrel		4 25
Cuban	2 25	2 50	Marmalade, Seville, per chest		3 00
Florida	4 00	4 25	Sicily bitter, box		2 50
Lemons—			Pineapples, case	4 50	5 00
Sicily	2 25	2 75	Strawberries, qt.	0 50	0 60

Vegetables—Fresh vegetables this year are about two weeks earlier than usual. Whether this is owing to the season being earlier, or to the effort of getting them on the market earlier in order to secure higher prices is not clear, but it is certain that the southern countries, especially Florida, are making rapid progress in meeting the early demand for their vegetables. Thousands of acres, which have been useless swamp land, are now being reclaimed through a system of drainage and made into gardens of vegetable production.

There is scarcely a vegetable that cannot be purchased on our market, and the demand is increasing from year to year.

Asparagus, bunch	0 40	Valencias, new, crate	3 00 3 25
Beets, bag	0 90	Spanish	2 50 2 75
Beets, new, doz.	1 00	Green, per doz.	0 50 0 60
Beans, green in qt. boxes	0 25	Spanish, ½ cases	1 50
Cauliflower, doz	2 25	Parsnips, bag	0 85 0 90
Cabbage, Canadian, dozen	0 35 0 40	Potatoes— Canadian, bag	0 55 0 60
Cabbage, Can., per barrel	1 50	Bermuda, new, per barrel	8 00
Cabbage, new, brl.	3 00	Sweet, hamper	1 25 1 50
Carrots, bag	0 65 0 75	" barrel	3 50
Carrots, new, dz	1 25	Parsley, per doz bunches	0 70
Celery, Canadian, dozen	0 30 0 35	Radishes, doz.	0 35 0 40
Celery, Florida	2 50 3 0	Rhubarb, doz.	1 00
Cucumbers, doz.	2 50	Spinach, hamper	0 90 1 00
Lettuce, hamper	2 50	Tomatoes, hot house, lb.	0 25
Lettuce, per doz	0 30	Tomatoes, case of 6 baskets	4 00 4 50
Mushrooms, lb.	0 90	Turnips, bag	0 40
Onions— Canadian, bag	1 00 1 25		

Fish—This is the biggest fish week in the whole year, and the quantity which is required in Toronto alone is beyond credence. "Too busy to talk to you," remarked one dealer, but he smiled, which took off the edge. And the information wanted, was obtained.

LAKE FISH (FROZEN)

Goldeyes	0 06	Pike	0 06
Herring, Lake Superior	0 04	Trout	0 10
Pickerel, blue	0 05½	Whitefish	0 11
Pickerel yellow	0 09		

OCEAN FISH (FROZEN)

Steak Cod	0 07	Salmon, pink, per lb.	0 09
Halibut	0 12	" red	0 10
Haddock	0 06½	" sea dressed	0 13
Herring, per 100	1 75	Smelts, No. 1	0 08
Mackerel, each	0 20		

SMOKED, BONELESS AND PICKLED FISH.

Acadia, per crate	2 40	Fillets, per lb.	0 14
" tablets, box	1 60	Haddie, Finnan	0 0
Bloaters, per basket	0 90	Herrings, Digby, bndle	0 60
Codfish, shredded, box	1 80	Herrings, Imported Loch Fyne, per kit	1 50
" Bluenose, "	1 40	Kippers, per box	1 25
Cod steak, per lb.	0 07	Quail on toast, per lb.	0 05½
Cod, Imperial, per lb.	0 05		
Ciscoes, per basket	1 25		

BULK OYSTERS.

Oysters, standards, per gal	1 65	Oysters, selects, per gal	1 85
		Oysters, extra selects	2 00

Armand Chaput, of Chaput, Fils & Cie., is back in Montreal, after a holiday in the south.

J. G. Hamelin, of the purchasing department of Laporte, Martin & Co., Montreal, is back at his desk again, after an attack of la grippe.

W. H. Wilson, sales manager of the MacLaren Imperial Cheese Co., Toronto, is leaving for a short business trip to England and the continent. He sails by the Lusitania on March 30 and will be absent about six weeks.

Bananas, Tomatoes and Pineapples

THE season for these lines is at hand and every dealer should now begin to handle them. We represent the largest and best shippers. Our supply is steady and of best quality. Our big turnover enables us to ship fresh goods at all times, and that is a big factor.

Our prices are low, consistent with the quality of the goods we ship.

WHITE & CO., Limited

Branch at Hamilton **TORONTO** MAIN 6565

Fresh Arrivals

THIS WEEK

Car BANANAS—Fancy Fruit

Car CALIFORNIA NAVELS

Extra Fancy Heavy Juicy Fruit. "GOLDEN ORANGE" Brand.

Car DOMESTIC CABBAGE

FINE SOLID HEADS

Fancy Ripe Pineapples. Extra Fancy Florida Celery

PRICE AND QUALITY ALWAYS RIGHT

HUGH WALKER & SON

(Established 1861) GUELPH, ONTARIO

In these busy days of advancement, improved methods of packing, handling and transporting Lemons, FOLLINA BROS. keep abreast of the times and offer always the new reliable pack of Lemons,

BUSTER BROWN

The old reliable method of saddling the horse—taking the grist to mill—alternately shifting the bag from the saddle to your own shoulder, to ease the horse, was certainly reliable, and to-day's methods are as reliable but more in keeping with the keen demand for better Quality—better Lemons. See that every box you buy bears our name.

FRATELLI FOLLINA
PALMERO, MESSINA, Packers

W. B. STRINGER
Canadian Agent, Toronto.

The Havana Potato Trust and its Trade Methods

Misleading Article Widely Circulated — Trust Does Not Discriminate Against New Brunswick Product, Says Trade Commissioner—A Poor Shipment Causes Lot of Trouble — Only Canadian Potatoes Purchased.

By E. S. Kirkpatrick, Havana, Cuba.

An article on the potato trust in Havana, and it's discrimination against New Brunswick produce, which appeared in a Canadian newspaper, has since been copied and republished very widely, not only in Canada and the United States, but has even been reproduced as a translation in Spanish in a Havana daily. This article should never have appeared in print. It is entirely misleading and has been productive of considerable harm. That there is a potato trust in Havana, composed of five men, is not to be questioned, but that they are 'five millionaires' was never suspected. Probably none were more surprised to read such a statement than the men composing the trust themselves.

The contention that these men have discriminated against New Brunswick produce is entirely wrong as the facts of the case will show. Previous to the present season there has never been any steamship connection between St. John and Havana and consequently no New Brunswick produce came to the Havana market. It is true that the steamer "Talisman" made several trips last year from St. John, but the stock arrived in such poor condition that it gave St. John shippers an unfavorable reputation in this market.

With the beginning of the present season and the establishment of a regular service, a St. John firm opened a produce warehouse in Havana in opposition to the trust and in their first shipment brought in 3,000 barrels of potatoes. These barrels were labelled in lithograph "Canada's Best Potatoes" and as the trust had honestly believed that New Brunswick stock was of poor quality they were curious to learn in what condition this stock arrived.

Thrown Into the Sea.

The result of that shipment is pretty well known by this time to all produce dealers. The stock arrived in such a rotten condition that the greater part of it was abandoned on the docks and remained there for two weeks until such a protest was made from residents of the neighbourhood that the sanitary department of the city had it carried out to sea and dumped. This was a very poor advertisement in the Havana market, for every dealer in the city had seen the stock and believed it to be typical of New Brunswick produce. The fault lay entirely in the fact that the stock was too green when shipped and was diseased as well. This experience made it doubly hard to convince the buyers that New Brunswick had a good article to sell.

In spite of a loss of $6,000 on this shipment, the firm who were disappointed, ordered a second cargo which arrived a month later in excellent condition. It was readily sold, although not to the trust, who were still skeptical. As time went on small buyers began asking for New Brunswick stock, and the trust became convinced that no better, if as good, produce was arriving from any point than that from New Brunswick. They then approached the Canadian firm who were doing business in Havana and offered to buy from them all the stock they cared to import on the condition that this firm should not sell to any one else. However, they could not arrive at any agreement. Then it became a battle of interests. Potatoes have not been sold in many years in Havana as low as during the present season. No matter what quotation was made to a buyer by the St. John firm, the trust would quote lower, but at the same time they, themselves, were paying about as much for potatoes as they had done at any time in the past.

It is stated on good authority that the trust lost $30,000 in the month of December alone. But the fight was not against New Brunswick stock, but against one particular firm mentioned. At that time and until the present, they have been buying New Brunswick potatoes in large quantities from other shippers. Probably 100,000 barrels have been shipped from St. John to Havana this season, of which the greater part has been purchased by the trust.

Canadian Potatoes Only.

It is not to be denied that the price of potatoes in Havana is low, but this condition is entirely due to the excessive Canadian and United States crops. Maine potatoes are being quoted here now at a lower price than any from Canada, and yet notwithstanding this fact, the trust are buying almost solely from St. John and Halifax.

Without the Havana market during the present season, the New Brunswick crop of potatoes would have remained in the farmers' cellars, for there was absolutely no other market for them at any price. The Havana potato trust, instead of discriminating against New Brunswick, has bought stock from the New Brunswick shippers when they could have purchased for a lower price elsewhere.

The trust, however, are a body of shrewd business men who have secured a good corner and mean to hold it if they can. It is urged that they are adopting no different course from that which any other body of men have adopted under similar conditions. The market might be considerably better if they were not in control, but it is too much of an undertaking for one firm to attempt to dislodge them from the position which they hold.

INFORMATION TO BUYERS.

Supplied to the Trade by Sellers.

MacLaren Imperial Cheese Co., Ltd., are receiving of Beauce Brand Maple are receiving new supplies of Beauce Brand Maple Syrup. The new syrup will have prompt attention. Place orders early. MacLaren Imperial Cheese Co., Ltd., protects the handlers of this Brand. If goods are not satisfactory money will be refunded. An advertisement referring to this appear in this issue.

The thirteenth annual meeting of Bovril, Ltd., was held in London, with the Earl of Arran, K.P., chairman of the company, presiding. The secretary's report showed a satisfactory year. Net profit for the twelve months was £122,576, a gain over the previous year.

At their annual meeting, the C. H. Catelli Co., Montreal, decided to build a new plant, as their present premises at 25 William St., Montreal, are too restricted to accommodate a business the size to which theirs has grown. Last year their production of macaroni and vermicelli was 9,000 lbs per day. Officers were elected as follows:—A. P. Frigon, president; C. H. Catelli, vice-president, and J. Cadieux, secretary-manager.

R. Simpson & Co., importers and wholesale dealers in teas, coffees, spices, etc., Hamilton, Ont. are building a red brick warehouse and office accommodation at the corner of Gore and Hughson Sts., which they expect to get possession of early in May. The offices will be large and bright, and there will be sample and tea and coffee testing rooms. The firm will have from 4 to 6 travelers on the road continuously. Robt. Simpson has had about 30 years experience in the tea, coffee and spice business and is recognized as being an extra good judge of teas and other lines of goods, which the firm intends handling. He has been a successful salesman, and has had considerable road experience, having traveled from the Atlantic to the Pacific. The firm has secured the services of travelers who have a thorough knowledge of the tea trade. It is just three months ago since Mr. Simpson moved to Hamilton, where he opened up business about six weeks or two months ago. He has been more than pleased with the amount of business done and the prospects for the future. He is favorably impressed with Hamilton and likes the city very much for residential and business purposes. He has a large busines connection which has been established in some districts for over tyenty-five years. The firm has the best of arrangements with several large tea estates and their representatives, and purchasing is done extensively when the markets are most favorable. Teas are in transit almost continuously. Stocks of teas, coffees and other goods are frequently held at Toronto and Montreal, and often are shipped from these points and diverted in transit. The firm expects to do a large import business from standard samples, and to open an office in Toronto within the course of a few months, where there will be a man located permanently to look after its interest. Mr. Simpson will make weekly or semi-weekly visits to the Toronto office. The firm is going into the coffee business extensively and will put up its own blends and brands.

"Oh, You Orange Spoon"

This "Orange Scoop" of ours is a winner. 'Twill scoop some change your way if you line up at the INDEPENDENT ORANGE WICKET. Read this:

Independent California Orange Brokers of Toronto

32 Church Street, Toronto

THROW OFF THE MUZZLE

Dear Sir,—Fruit is not manufactured—it grows—and it is an easy deduction that all California Oranges of the same grade, from the same district, are the same, regardless of suggestive and appropriate labels. Hence, there is no earthly reason why you or your customers should pay any corporation or individual a premium when you can get the identical commodity without.

STOP AND THINK. Do you imagine that other California Oranges can have any climatic advantages over those of any INDEPENDENT grower or shipper in that state? Does a HALO of silver-plated Orange spoons make the Orange any better—especially when you pay for the HALO? Has any grower or particular group of growers a MONOPOLY of the beneficent sun's rays of California?

IF YOUR CUSTOMERS wish the privilege of purchasing an Orange spoon at manufacturer's price, no middleman's profits—along with each dozen of Oranges, the Independent Orange shippers will supply you. We, the undersigned, or any jobber handling Independent packs of Oranges, are authorized to furnish you with elegant silver-plated Orange spoons or fruit knives, LOUIS and ROSE PATTERN, at manufacturer's prices. When ordering Independent packs of Oranges you can get these decidedly superior spoons or fruit knives of the most up-to-date and popular STERLING SILVER PATTERNS at $1.10 per dozen. Give them to your customers at 10c. with each purchase of a dozen of Oranges. This leaves a little for "THE BOY," that's you.

Did you ever hear of a COAL KING, a WHEAT KING, a STEEL KING or any other commercial KING providing for the BOY? We guess not. Nor will a FRUIT KING, which you will create and are creating to-day, if you are one of the majority of retailers who are at present wearing the muzzle of a monopoly.

Stop and think, before you get in too deep—before all the Independent shippers of California are absorbed. Get in a line of INDEPENDENT ORANGES and INDEPENDENT SPOONS and KNIVES and be INDEPENDENT.

Yours very truly,

CAMERON HUSBAND, EUGENE MOORE, J. J. McCABE.

Get from all leading wholesale houses our Oranges, Spoons and Knives, also a display card to which you can attach a spoon and knife—makes a very attractive window card.

BRUNSWICK BRAND
BREAKEAST DELICACY
HERRINGS in TOMATO SAUCE
CONNORS BROS
BLACK'S HARBOUR N.B. CANADA
DIPLOMA AWARDED AT JOHN EXEBITION 1903
THEY SHOULD NOT BE LEFT IN THE TIN AFTER IT IS OPENED

THE FISH ARE SUFFICIENTLY COOKED AND MAY BE EATEN COLD
BRUNSWICK BRAND
KIPPERED HERRING
PREPARED BY
CONNORS BROS LTD
BLACK'S HARBOUR N.B. CANADA
DIPLOMA AWARDED AT ST JOHN EXHIBITION 1903
THEY SHOULD NOT BE LEFT IN THE TIN AFTER IT IS OPENED

Especial Emphasis

should be laid on the fact that

BRUNSWICK BRAND SEA FOODS

are "quality" goods, and you had better be out of business rather than handle canned goods of doubtful quality!

In "Brunswick" Brand our scientific system of canning preserves the delicious natural flavor of the fish—**a great selling point!**

See that you have a full range on your shelves.

CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

APPLE CIDER INTOXICATING?

Prosecution Against Moncton Grocer—British Demand for Apples.

St. John, N.B., March 23.—Prosecutions against retail grocerymen for unknowingly violating the Scott Act may result if conviction is found against a Moncton grocery dealer, who was charged in the Moncton police court last week with selling intoxicating liquor, the beverage being apple cider. One witness was examined and said he felt pretty good after indulging in a couple of drinks of cider. The case was adjourned for a week.

G. E. Barbour & Co., Ltd., of St. John, have bought the wholesale grocery business of A. I. Teed, St. Stephen. The business will be continued there, and E. R. Teed will remain with the firm and continue in charge of their Woodstock branch.

J. E. Furness, of the Furness line of steamers, Halifax, was in the city last week. Speaking of the apple trade with Great Britain, he said it was surprising that notwithstanding the poor quality of apples sent out from Canada this year, there was a greater demand for them in the English market than ever. Nova Scotia alone sent more than 100,000 barrels of apples to the old country.

The project to organise a co-operative store here does not seem to be meeting with the enthusiastic success that the promoters of the scheme expected. At a meeting held last week the committee appointed to prepare a report on the project, stated that it would be necessary to have at least 200 members to start with, and that the minimum amount each would have to contribute had been fixed at $10. After a canvass of the meeting only twenty subscribers were secured. The project is still in abeyance.

If you are looking for trade with Irish merchants there is one paper that can put you in ouch with buyers, and that is

The Irish Grocer, Drug, Provision and General Trades Journal.

10, Garfield Chambers, Belfast, Ireland

TRY LEARD'S LOBSTERS and CANNED CHICKEN

Write for Prices

W. A. LEARD

Summerside, - P.E.I.

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON

JAMES SOMERVILLE, Manager

To Handle Credit Customers Successfully

It is primarily essential that you get your MONEY out of them. Yet the credit customer expects the same consideration and courteous treatment that the cash customer gets—and he is entitled to it.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.
Manufactured by

ALLISON COUPON CO., Indianapolis, Ind.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

ESTABLISHED 1886

Ingersoll - Ontario

Would you like our Weekly Circular

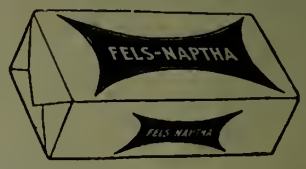
Lemon Bros.

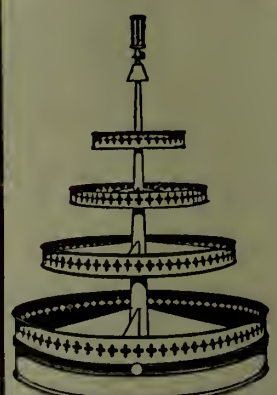
Owen Sound, Ont., and Sault Ste. Marie
Wholesale FRUIT, FISH and PRODUCE
Commission Merchants, and
Dealers in HIDES, WOOL and RAW FURS

The

"JUST OUT"

and the "just as good" store go hand-in-hand—on the down path. Let your store make progress by being always plentifully stocked with original goods. And of such Fels-Naptha is foremost in pleasing women.





PROFITS IN GREEN TRUCK

Are assured by the use of this

Vegetable Display Stand and Mist Machine

It saves waste and increases sales.
Let us tell you about it.

GALESBURG CORNICE WORKS
93 Cox Street, Galesburg, Illinois

"SUNKIST"

SEEDLESS NAVEL

CALIFORNIA ORANGES

ARE NOW AT THEIR BEST

¶ "Sunkist" Oranges and Lemons build up your fruit trade.

¶ Our advertising campaign will help you.

CALIFORNIA FRUIT GROWERS' EXCHANGE

Distributing Points: TORONTO WINNIPEG MONTREAL CALGARY

Good Lobsters Always Sell : :

But if they are of indifferent quality they stick on the shelves and, when they are finally sold, they hurt the reputation of the vendor.

It is a simple matter to get the best lobsters when you buy, selected, the delicious, firm meat so delectable always! Just specify

Golden Crown Lobsters

or

Golden Key Lobsters

YOUR JOBBER HAS THEM

W. S. LOGGIE CO., LIMITED

SOLE PACKERS

Chatham - - New Brunswick

Your best customers will buy "Concord" Norwegian Sardines

because of their distinctive and delicate flavor, and because there is an absolute guarantee of purity of contents given with each tin.

Each tin is provided with a spare lid for use after the tin has been opened.

"CONCORD" SARDINES will more than please your better-class customers, and will prove a remunerative line to handle.

CCC

Norwegian Canned Goods

LIST OF AGENTS:

R. S. McIndoe, Toronto; A. H. Brittain & Co. Montreal; W. A. Simonds, St. John, N.B., Watson & Truesdale, Winnipeg; Radigar & Janion, Vancouver and Victoria, B.C.

Is High Cost of Living Due to Cost of High Living?

Retail Grocers Tell of Luxuries Indulged in by People Who Cannot Afford Them—Effects of the Bargain Hunting Craze—The Cost of Amusements—Groceries Handled at Smaller Profits Than Usual.

The "high cost of living" question treated from the standpoint of the "cost of living high," brings out some assertions worth more than a passing consideration. A number of Canadian grocers interviewed indicate that the public has no reason to complain about the high prices of standard foods that are paid to the retail trade, but that the high cost is due to injudicious and extravagant buying.

Bargain hunting, they claim, is fashionable, but careful, economical buying seems undignified and looks small. Householders buy as regular daily food in the midst of winter such articles as green vegetables, strawberries, oranges, etc., which, a few years ago, were only used by those who could afford luxuries.

Groceries, they say, with the exception of bacon, lard and poultry, are not appreciably higher than they have often been before, and many are lower. That the average cost of necessary groceries has never been much lower, that retailers have never been working on smaller profits, and that therefore the blow aimed at the grocers has entirely missed the mark, are the contentions of the trade in general. All the arguments stimulated by false representations of an organized retail movement and about the unfairness of the retail trade are, if this be true, left without a leg on which to stand.

Is Bargain Hunting the Cause?

One grocer maintained that the high prices of goods have nothing to do with the present trouble.

"It is caused in a great degree by spending money for things people don't need, but buy them because they are bargains. This bargain hunting has become as fascinating as gambling. People buy things because they think they are bargains and when they bring them home, they find that they have no use for them and wonder why they bought them.

"It is a daily occurrence that people spend 10c car fare to buy a thing 5c under value, just because they can no more resist the temptation than a toper can resist the temptation of a glass of whiskey.

"Call it a disease if you like, but I think it is a craze. Hundreds of women are spending their time under the influence of this craze who should be at home looking after their families."

Another said: "I find, as a rule, the people who get behind in paying their grocery bills are working people who spend everything they earn, and if sickness overtakes them, or they get out of work, they have nothing on which to live. They have no idea of economy, they will have the most expensive goods and never think of saving anything for a rainy day.

"To give you an example, I sell rice at 5, 7, 8 and 10c a lb. The 5 cent rice is just as good food as any, but I sell very little of it, for nearly all want the 10c rice. It is, of course, in my interests to sell the high priced rice, but I merely show you that people are not buying according to their means."

To Divert Attention.

"Bacon is very high," said a third, "but let me tell you that six years ago I paid 19c for the best bacon, which is very little less than what we pay now.

"I believe that all this talk in the newspapers about the high cost of living is aimed at the small retailers in trying to lead people to think that they are paying too much for their goods and that they can save money by buying from the large stores. Goods were never handled at a smaller profit than they are now.

"People who cannot afford it are buying too many luxuries," declared one grocer. "They do not get down and live on plain, pure, wholesome food. They seem to forget how far they have to make their money reach. They buy what they see and what they think they would like.

"Of course, we like to sell goods we have in stock, but I would rather not keep them at all, because they are too expensive for a great many people."

"I find that the working people in this country," said an English grocer, "are not economical in their cooking. They are far more wasteful and buy more luxuries than people in the same standing do in the old country.

"The working people. with the professional dead beats, are the people, as a rule, who get behind with their accounts, but it is not because the necessaries of life are dear. They are making more money than they used to do, and imagine they are no longer poor and, therefore, must have the best of everything that is going. It will not do for them to admit that they cannot afford to buy luxuries.

"You will be surprised to see how much green vegetables are sold in the winter now, and you know they cannot be bought here and sold at a low price. Strawberries are bought at 75c a box, and all want the best creamery butter."

Money for Trifling Things.

"One of the main reasons why so many people find it hard to pay their accounts is the fact that they are spending so much of their money for trifling things. Look at those 5c shows all over the country. It is only 5c, but they take in more than any ordinary store, and those who attend have that much less to pay for things they need. Hundreds of little catchy things are bought when all their money is needed to support their families.

"There is certainly no combination in the grocery business that affects the prices of groceries. Groceries are not unreasonably high compared with wages and salaries, and the people have certainly no reason to kick about the cost of the groceries they buy. They can live within their incomes if they want to.

"Why should the papers kick up all this fuss about the high cost of living and put the blame on those who handle the different foods for the people, as if food were the only thing for which people were paying out their money? Why do they not say something about the high rents, high doctors' fees, high lawyers' fees, high cost of ladies' hats, etc. These are all infinitely higher from a standpoint of profit and real value than anything the people eat, even including bacon at 25c and turkey at 30c a pound.

"Why should the grocer and butcher always be singled out as the men who are the cause of the high cost of living, and yet there is not a class of people with equal intelligence, who do as much work and give as good value for as little profit as these men do? Retailers have been standing behind their counters as targets for everybody to shoot at, and it is up to us to demand equal rights with others and stand on a level with the best of them."

The question of profits was discussed by another grocer. He said, "What is the sense in suspecting the retailers of charging too much for their goods when many of them are not making as much as an ordinary laborer, and can scarcely make a living. You would never think that people were hard up for money when you watch the theatres, nickel shows, skating rinks, etc. A dollar a seat is a trifle compared with two cents advance on a pound of bacon."

The above interviews shed considerable light on the "high cost of living" complaints and demonstrate that the retail trade should not carry the entire blame. The idea that people have nowadays that, no matter how low their wages or salaries may be, they should indulge in luxuries, has done much to increase the cost of living. The staple articles of food have not advanced over prices prevailing during recent years to any extent with one or two exceptions—meat products being the chief of these. In many cases prices are lower, but generally speaking the average cost of standard groceries in season is the same as it has been during the last few years.

A Good Repeater

A prominent grocer, when recently asked what kind of goods he liked to sell best, replied:—

"Give me a good repeater like Royal Baking Powder; an established article of undisputed merit which housekeepers repeatedly buy and are always satisfied with."

NEW baking powders and new foods, like new fads, come and go but Royal goes on forever. Grocers are always sure of a steady sale of Royal Baking Powder, which never fails to please their customers, and in the end yields to them a larger profit than cheaper and inferior brands.

ROYAL BAKING POWDER CO., NEW YORK.

Classified Advertising

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30	00
" " "	6 months...	17	00
" " "	3 months...	10	00
50 " "	1 year.....	17	00
" " "	6 months...	10	00
25 " "	1 year.....	10	00

ADDING MACHINE.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

AGENT WANTED.

AGENTS WANTED IN CANADA by Manchester Manufacturer of Bottled Jams. An attractive line that should sell well. Address—Duerr & Sons, Old Trafford, Manchester. (tf)

BUSINESS CHANCES.

FOR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover $20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

GROCERY, CROCKERY and CONFECTIONERY business for sale. Good thriving village in Western Ontario. Excellent farming country. Stock and fixtures $2,000. Turnover $8,000, at 85 cents on the dollar. Good reasons for selling. Box 336, CANADIAN GROCER, Toronto. (13)

COUNTER CHECK BOOKS.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

FOR SALE—City and Town rights for preserving eggs. No cold storage needed. Box 339, CANADIAN GROCER, Toronto. (14p)

FOR SALE — Automatic Computing Scale. S. H. Fagan, Windsor, Ont. (13p)

MISCELLANEOUS.

AT LAST—A really practical pencil sharpener. The "Spiro" sharpener built on a new principle, positively does not break the lead. Ten blades. Sharpener lasts lifetime. Every pencil user needs one. Pencil sharp in a second. Ask your stationer or write us direct. A. R. MacDougall Co., Canadian Agents, Toronto.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

CUT DOWN THE COST of your fire insurance. Our illustrated catalog "O" on fire-proof windows, doors, etc., contains full information as to how you can save money on your insurance. You will find it interesting. Write for it to-day. A. B. Ormsby Co., Ltd., Toronto. (tf)

DOUBLE your floor space. An Otis-Fansom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

MISCELLANEOUS.

DOES YOUR FIRE INSURANCE POLICY protect you? There are points in connection with fire insurance policies that need expert handling to secure proper protection. We are Fire Insurance Experts. We can safeguard your interests, and procure the lowest rates. Mitchell & Ryerson, Confederation Life Bldg., Toronto.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

FREE TEST—Prove our claim that "Klear Copy" Carbon gives the best, clearest, unsmudged copies of all typed matter at our expense. Send for sample package "K," free. Peerless Carbon and Ribbon Mfg. Co. of Canada, Ltd., 180 Richmond St. West, Toronto. (tf)

FASHION DECREES—Holland Linen correspondence stationery correct in style. Its beautiful writing surface most attractive. Envelopes to match. Fashionable sizes and colors. Visiting cards. Invitation and At-Home Cabinets and Writing Tablets. Ask your stationer. W. J. Gage & Co., Ltd., Toronto.

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

INSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive. All foul air in room expelled through special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co., Saturday Night Building, Toronto; Board of Trade Building, Montreal. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

RELIABLE AGENTS WANTED to sell London manufactured "Home Made Brand" Pickles, Sauces, etc. Quality good, prices low and command ready sale. Old established firm. Apply "Onions," c/o CANADIAN GROCER, 88 Fleet St., E.C., London, England. (14)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

MISCELLANEOUS.

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow issues. We make Check Books end-fold and side-fold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

THE MONEY you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

$75 buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit: Acme Duplicating Machine, one tubular stand fitted with type cases, compartments plainly lettered and arranged like universal keyboard of the standard make of typewriters, one drawer for accessories and forms, 20 lb. font of typewriter type, one chase, one Acme ribbon any color with typewriter ribbon to match, one pair tweezers, two quoins, one key, one oil can and one set of regleta. Sold with guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

SITUATIONS WANTED.

YOUNG MAN, of smart appearance, aggressive and business-like, 7 years' experience in the retail grocery business, seeks situation as traveler—city or country. Small salary and commission. Excellently recommended. Box 339, CANADIAN GROCER, Toronto; (12)

TECHNICAL BOOKS.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-dozen	10c.	$0 85
3-dozen	6-oz.	1 75
1-dozen	12-oz.	3 50
3-dozen	12-oz.	3 40
½-dozen	2½-lb.	10 50
½-dozen	5-lb.	19 80

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 dozen	5c.	$0 50
4 "	4-oz.	0 75
4 "	6 "	1 00
4 "	8 "	1 30
4 "	12 "	1 80
2 "	12 "	1 85
4 "	16 "	2 25
2 "	16 "	2 30
1 "	2½-lb	5 00
1 "	5-lb	9 50
2 "	6-oz	Per case
1 "	12 "	$6 00
1 "	16 "	

ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

	Per doz		Per doz
Aylmer Jams		Peach	1 80
Strawberry	1 90	Pear	1 70
Raspberry	1 90	Jellies	
Black currant	1 80	Red currant	2 40
Red currant	1 80	Black currant	2 40
Raspberry & red currant	1 80	Crabapple	1 70
Raspberry and gooseberry	1 80	Plum	1 70
Damson plum, stoneless	1 70	Grape	1 70
Greengage plum, stoneless	1 70	Marmalade	
Gooseberry	1 80	Scotch	1 40
		Orange Jelly	1 75
		Green Fig	2 25
		Lemon	1 80
		Pineapple	2 25
		Ginger	2 25

Pure Preserves—Bulk

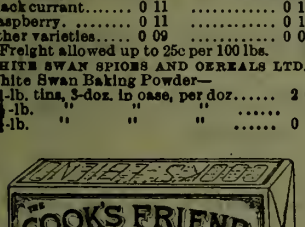
	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

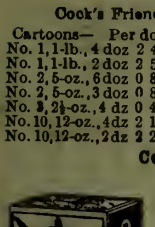
1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

	Per doz		Per doz
Cartoons—		No. 12, 4-oz., 6 dz	0 70
No. 1, 1-lb., 4 doz	2 40	No. 12, 4-oz., 3 dz.	0 75
No. 1, 1-lb., 2 doz	2 50	In Tin Boxes—	
No. 2, 5-oz., 6 doz	0 80	No. 13, 1-lb., 2 dz.	3 00
No. 2, 5-oz., 3 doz	0 85	No. 14, 8-oz., 3 dz	1 75
No. 3, 2½-oz., 4 dz	0 45	No. 15, 4-oz., 4 dz.	1 10
No. 10, 12-oz., 4 dz	2 10	No. 16, 2½-lbs.	7 25
No. 10, 12-oz., 2 dz	2 20	No. 17, 5-lbs.	14 00

Cereals



WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case $3.00.

The King's Food, 2-doz. in case, per case $4.80.

White Swan Barley Crisps, per doz. $1.

White Swan Self-rising Buckwheat Flour, per doz. $1.

White Swan Self-rising Pancake Flour, per doz. $1.

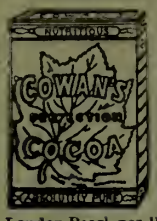
White Swan Wheat Kernels, per doz.. $1 40
White Swan Flaked Rice, per doz..... 1 00
White Swan Flaked Peas, per doz..... 1 00

Blue

Keen's Oxford, per lb..... 0 17
In 10-box lots or case..... 0 16
Gillett's Mammoth, ½-gross box..... 3 00

Chocolates and Cocoas

THE COWAN CO., LIMITED



Cocoa—	
Perfection, 1-lb. tins, per doz	$4 50
Perfection, ½-lb. per doz	2 40
Parfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Soluble, bulk, No. 1, per lb	0 20
Solubla, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22

Special quotations or Cocoa in bbls. kegs, etc.

	Per lb.
Unsweetened Chocolate—	
Plain Rook, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90
Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, par box	1 35
Milk chocolate, 5c cakes, per box	1 35

EPPS'S.

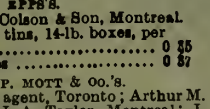
Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz 0 90



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 35
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 32
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 32
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases. Per lb

1-lb. packages	0 26
½-lb. packages	0 27
¼-lb. packages	0 28
1 and ½ lb. packages, assorted	0 26½
½ and ¼ lb. packages, assorted	0 27½
½ lb. packages, assorted, in 5 lb. boxes.	0 28
¼ lb. packages, assorted, in 5 lb. boxes.	0 29
½ lb. packages, assorted, 5,10,15 lb. cas.	0 30

Bulk—

In 15 lb. tins, 15 lb. pails and 10, 25 and 50 lb. boxes.

	Pails.	Tins.	Bbls.
White moss, fine strip	0 12	0 21	0 17
Best Shredded	0 15	....	0 1
Special Shred	0 17	....	0 16
Ribbon	0 19	.. .	0 16
Macaroon	0 17	....	0 17
Desiccated	0 15	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 1-oz., 4 oz., 8-oz., lb.	0 22

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in dampproof bags and tins.

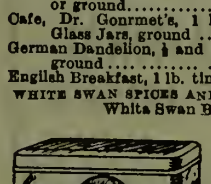
Club House	$0 32	Ambrosia	0 25
Nectar	0 30	Plantation	0 22
Empress	0 28	Fancy Bourbon	0 20
Duchess	0 26	Bourbon	0 18
Crushed Java and Mocha, whole			0 17
" " " ground			0 17½
Golden Rio			0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gonrmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD

Whita Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

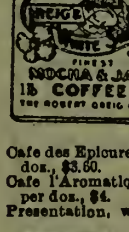
Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 26c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers, $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

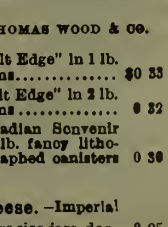
Large size jars, doz.. 8 25
Medium size jars, per doz 4 50
Small size jars, per doz 2 40
Individual size jars per doz 1 00

Imperial holder—

Large size, doz.	18 00
Med. size, doz.	17 00
Small size, doz.	12 00

Roquefort—

Large size, doz.	2 40
Small size, doz.	1 40



Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40

	W.S.P.	Ret. P.
Ground or bean, ⅛	0 32	0 50
" ¼	0 33	0 50
" ⅛	0 29	0 40
" ¼	0 30	0 40
" ⅛	0 22	0 30
" ¼	0 23	0 30

Packed in 30s and 50-lb. cases. Terms—Net 30 days prepaid.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 45
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95 dozen
Medium, cases 2 dozen	1 80 "
Large, cases 1 dozen	2 75 "
Tumblers, cases 2 dozen	1 35 "
25-lb. pails	0 15 lb.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co Ltd Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Infants' Food

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.

CRESCENT MFG. CO.

	Per doz
2 oz. bottles (retail at 50c.)	4 25
4 oz. bottles (retail at 90c.)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	14 50

Milk Powder

CANADIAN MILK PRODUCTS, LTD., TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. $2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
5 and 7 lb. tin pails, 8 and 9 pails in crate, per lb	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails, per lb	0 06½

Compound Fruit Jellies—

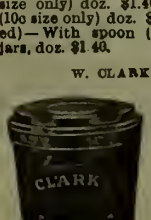
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
7 wood pails, 5 pails in crate, per lb	0 07

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds, doz. $1.20. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. $1.40. Tomato Ketchup—Bottles (10c. size only) doz. $1.40. Tabasco-Ketchup—Bottles (10c size only) doz. $1.40. Chili Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (naw) doz. $1.40; No. 80 jars, doz. $1.40.

W. CLARK'S SPECIALTIES



S.S. Beef (Inglass Brand), 3 sizes—⅛s, $1.50; ¼s, $2.25; 1s, $3.35 dozen. Ox Tongue (Paragon), 4 sizes—⅛s, $7.50; 2s, $8.50; 2½s, $9.50; 3s, $12 doz. Stewed Ox Tail—1s, $1.60 dozen. Stewed Kidney—1s, $1.50; 2s, $2.65 dozen. Minced Collops—1s, $1.40; 2s, $2.50 dozen.

FRIENDS—NOT GROWLERS

RISING SUN Stove Polish in Cakes never comes back to you with growls from the housekeeper. It is always up to the same high standard maintained for forty years, and it is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere. Grocers don't wish to run the risk of losing a good c is-tomer by passing out an inferior stove polish, which is wrong more often than it is right. RISING SUN makes friends for you and for us in every household where you put it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

WALKER PATENTED —BINS— M

If Interested in Modern Grocery Equipment write for Our Illustrated Catalogue.

The Walker Bin & Store Fixture Co., Ltd.
Berlin, - - Ontario

ELGIN NATIONAL COFFEE MILLS

are made in no less than

40 DIFFERENT STYLES

This favorite mill, in addition to its being the easiest running and fastest grinding on the market, is an ornament to any Grocery, owing to its attractive symmetry and finish.

The ELGIN has steel grinders, can be adjusted while running, and sells at a

LOW COST

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

HAVE YOU TRIED

MOLASSINE DOG and PUPPY CAKES?

MARVELLOUS FOR ERADICATING WORMS and Keeping Dogs in Splendid General Health

The "MOLASSINE" Dog Foods are the only Foods on the market which besides feeding, keep dogs healthy and improve their coats.

QUOTATIONS AND SAMPLES FROM

ANDREW WATSON, - Sole Importer
91 PLACE YOUVILLE MONTREAL

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants,

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

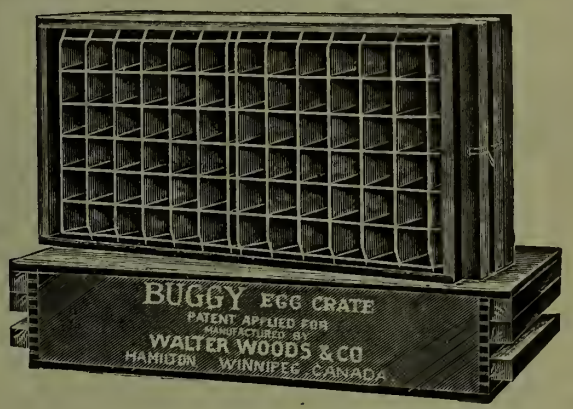
LAMBE & MacDOUGAL, London
H. & A. B. LAMBE, Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax

GREEK CURRANT CO

95 Broad Street - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

BUGGY EGG CRATE



The most satisfactory Egg Carrier yet invented.

YOU should have them in stock.

5,000 sold first season.

Walter Woods & Co.

Hamilton and Winnipeg

OCEAN MILLS
Montreal

Chinese starch, 48 1-lb., per case $4.00; Ocean Baking Powder, 48 3-oz., $1.40; 48 4-oz., $1.80; 60 8-oz., $4.50; 36 1-lb.-$3.75; 48 1-lb. pkg., $4; 10 1-lb. tins, $5; loose 25 lbs., $1.75; Ocean blanc mange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-ounce, $7.20; Ocean corn starch, 48 1-lb. $3.60.

Jam

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

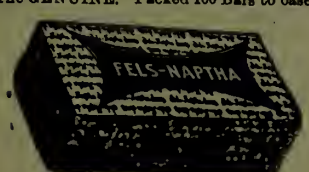
Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 75

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 12½
½-bbls.	0 12½
Tubs, 60 lbs.	0 12½
20-lb. Pails	2 63
20-lb. tins	2 53
Cases 3-lb.	0 13½
" 5-lb.	0 13½
" 10-lb.	0 13½

F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12½
Tubs	0 12½
20-lb. pails	0 12½
20-lb. tins	0 12½
10-lb. "	0 13
5-lb. "	0 13½
3-lb. "	0 13½
1-lb. cartons	13½

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " " (fancy bxs. 40), per box	1 50
Tar licorice and soln wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED LYE

Per case	
1 case of 4 doz	$3 50
3 cases of 4 doz	3 40
5 cases or more	3 35

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 dozen case, per doz. $1; 16-oz. glass jars, 2 doz. in case, per doz. $1.40; 5 and 7 lb. tins and 7-lb. pails, per lb. 7c.; pint sealers (24 oz.), 1 doz. in case, per dozen $2.

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Sbredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins "	8 25

SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz.	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz.	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	3 00

ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream, family size, per case	$3.50
Baby size, per case	2.00
Ditto, hotel	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F. ¼-lb. tins	per doz.	$ 1 40
" ½-lb. tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen	0 45 dozen
Medium, cases 2 dozen	0 90 "
Large, cases 1 dozen	1 35 "

Olive Oil

LAPORTE, MARTIN & OIL., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

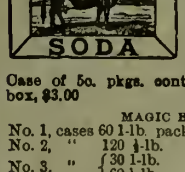
Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$2 60
No. 2, " 120 ½-lb. "	2 60
No. 3, " 30 1-lb. " and 60 ½-lb. "	2 60
No. 5 Magic soda—cases 100--10-oz. pkgs.	
1 case	2 65
5 cases	2 55

TRADE MARK BRAND

REGISTERED

WOOD'S

HOLLANDER COFFEE

Fragrant, Pungent, Delicious! *The Choicest of the Choice.*

Imported and Roasted by

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. Montreal

Soap and Washing Powders

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	$10 20
Maypole soap, black, per gross	15 30
Oriole soap, per gross	10 20
Gloriola soap, per gross	12 00
Straw hat polish, per gross	18 20

3 doz. to box..... $3 60

6 doz. to box $7 20

30 days.

1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lot

Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd. Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	Per lb
No. 1 white or blue, 4-lb. carton	$0 07
No. 1 white or blue, 2-lb. carton	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada white gloss, 1-lb. pkgs	0 06½
Benson's enamel, per box	1 50 to 3 00
Culinary Staroh—	
Benson & Co's. Prepared Corn	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue	0

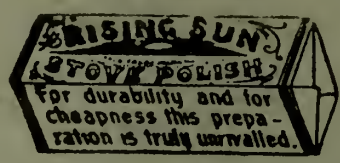
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lb	0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. canisters, cases of 48 lb.	0 07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 35 lb.	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	1 60

Stove Polish

	Per gross
Rising Sun, No. 1 cakes, ¼ & ½ grs. bxs.	$8 50
Rising Sun, No. 3 cakes, gross boxes	4 50
No. 5 Sun Paste, ¼ gross boxes	5 40
No. 10 Sun Paste, ¼ gross boxes	9 00



JAMES DOME BLACK LEAD

6a size, gross, $2.40. 2a size, gross, $2.50

Boot Polish

PACKARD'S BOOT AND SHOE POLISHES

Mon-Ami, $9 gross; Black "O," $9 gross; Large Combination, $20 per gross; Pony Combination, $10; French Glycerine, $9; Ladies' Special, $20; Pat. Lea. Cream $20 per gross.

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
¼ barrels, 175 lbs.	0 03¾ "
Pails 25 lbs.	1 30 each
" 38½ lbs.	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 [illegible]
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas

THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

GEO. E. BRISTOL & Co., Hamilton, Ont.

EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c.....1s, 20c.; ½s, 21c.
30c.....1s and ½s, 23c.
40c.....1s and ¼s, 28c.
50c.....1s and ½s, 35c.
75c.....1s and ¼s, Vuloan, 50c.

100 lb. lots freight paid.

Blue Label, 1's	$1	0 36
Orange Label, 1's and ½'s	0 23	0 40
Gin-Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 36	0 50
Red Label ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 60
Embossed, ½'s and ¼'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

Canisters

Gold Tins, 5's	35c.	1.75	50c. 2.50
Gold Tins, 3's	35c.	1.05	50c. 1.50
Gold Tins, 1's	38c. each		50c. each
Gold Label, ½'s	18c ea.	36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea.	70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea.	72 lb.	25c ea. 1.00 lb.

MELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed, ½s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ¼s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
Black Label, ½-lb., retail at 25c	0 21
Blue Label, retail at 0c	0 23
Green Label, retail at 40c	0 30
Red Label, retail at 50c	0 35
Orange Label, retail at 60c	0 42
Gold Label, retail at 80c	0 55

Pure Gold Jelly Powder } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.

THOMAS WOOD & CO., LTD

Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

GILLETT'S CREAM TARTAR

	Per doz
½-lb. paper pkgs., 4 doz. in case	$3 90
½-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ½-lb. paper pkgs. } assorted	$7 20
2 doz. ½-lb. paper pkgs. }	
	Per doz
½-lb. cans with screw covers, 4 doz. in case	$2 00
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ½ doz. in case	0 30
10-lb. wooden boxes	0 27½
25-lb. wooden pails	0 27½
100-lb. kegs	0 25½
360-lb. barrels	0 25

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 6 2-5s	46
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s., plug or bar.	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	59

Veterinary Remedies

W. F. YOUNG

Absorbine, per dozen	$18 00
Absorbine Jr., per dozen	9 00

Yeast

Royal Yeast, 3 doz. 5 cent pkgs.	$1 15
Gillett's Cream Yeast, 3 doz. in case.	1 15

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

Strength — Purity

Your Guarantee
for profit lies in
"COW BRAND"
Baking Soda

because of its popularity with the housewife!

Order from your jobber

Church & Dwight
Manufacturers MONTREAL

Uniformity — Reliability

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

LET US COLLECT
YOUR OVERDUE ACCOUNTS

During the year we've been in business we've collected a heap of money for our clients. Send us your slow collections, and we'll make your slow-paying customers hustle to pay up.

Send Them In To-day

The Beardwood Agency
313 New York Life Building - MONTREAL

SALT:

PRESERVING POTATOES.—There is an old but excellent process for preserving potatoes which we might do well to adopt. A large boiler is filled with a saturated solution of Salt. This is made to boil, and the potatoes, placed in an open wicker basket, are plunged completely into this boiling saline bath for exactly ten seconds. The basket is then withdrawn, the potatoes dry quickly in a warm place, and when thoroughly dry are stowed. A very large quantity can be treated quickly in this way. They will keep sound, without sprouting, through the severest winter.

VERRET, STEWART & CO.
LIMITED
Wholesale Salt Dealers, 12 Port St.
MONTREAL

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

WETHEY'S CONDENSED MINCE MEAT

Wrapped and packed
in sanitary packages

SOLVES THIS QUESTION

Quality Unexcelled. Absolutely Dust-proof.
Three dozen to a case. All jobbers.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.

Pickle Season

A Snap in Bulk Pickles

Sour Mixed Sweet Mixed
Chow Dill
Cucumbers in Brine
Sauerkraut, etc.
all size packages

GEO. E. BRISTOL & CO.
WHOLESALE GROCERS
HAMILTON ONTARIO

4
Free Phones
for you Use them

And don't
forget our
well-equipped
Mail
Order
Department

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building
London, Eng.: 88 Fleet St., E.C New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV. PUBLICATION OFFICE: TORONTO, APRIL 1, 1910. NO. 13.

KEEN'S OXFORD BLUE

The only thing necessary to convince your customers of the undeniable superiority of KEEN'S OXFORD BLUE is to get them to try it ***once***—they will buy it ***always*** thereafter That's what you want, steady trade.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

Merit Alone Has Made

Benson's "Prepared" Corn

and

Edwardsburg "Silver Gloss" Starch

The leading cooking and laundry starch in Canada. Fifty years of the public's confidence speaks more for value than tons of printer's ink.

For sale by every jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

UPTON'S
Pure
Jams and Marmalades

In Bulletin No. 194, issued by the Canadian Government, the chief analyst declares Upton's Pure Jams and Marmalades absolutely pure. In addition to this we give you our guarantee that these preserves are put up in season from clean, sound fruit and granulated sugar, and are the finest preserves that can be produced.

Look at these prices and place your order at once, if you want high-grade preserves:

UPTON'S PURE JAMS AND MARMALADES

GUARANTEED FINEST QUALITY

	16 oz. Glass 2 doz. in Case.	5 lb. Pails 8 Pails in Case.		16 oz. Glass 2 doz. in Case.	5 lb. Pails 8 Pails in Case.
Raspberry Jam	$1.90 per doz.	50c. per pail.	Peach Jam	$1.70 per doz.	45c. per pail
Strawberry Jam	1.90 "	50c. "	Plum Jam	1.60 "	40c. "
Black Currant Jam.	1.90 "	50c. "	Assorted Jam	1.75 "	48c. "
Red Currant Jam	1.70 "	45c. "	Grape-fruit Marmalade	1.60 "	40c. "
Gooseberry Jam	1.70 "	45c. "	Orange Marmalade	1.45 "	37½c. "

Freight prepaid on five cases or more shipped direct from factory to Windsor, Owen Sound, Collingwood, Gravenhurst, Ottawa, Montreal, and to all intervening points in Ontario. To all other points a freight allowance of 25c. per cwt. will be made.

TERMS: Net, No Discount

The T. UPTON CO., Limited,
HAMILTON, : CANADA

"THISTLE" Canned Fish

Canned Haddies, Kippered Herring and Tunny Fish packed under the label and brand of "Thistle," come direct from the famous St. Mary's Bay Fishing grounds. The motto of the Packers is: "not how cheap but how good." The verdict of connoisseurs is: "*the finest produced.*"

SARDINES From Norway

Packed in perfectly pure Olive Oil by Olsen & Kleppe at Stavanger, Norway, and packed with wondrous care and skill in the selection. Their special leading brands "Albatross" (small fish) and "Ambrosia" (a trifle larger) command ready and large sales to the most fastidious people.

A MODEL

Budget

good for all.

Griffin & Skelley's Dried and Canned Fruits (all packed under the "Griffin" brand) are unique in the possession of that absolute confidence which wins permanent trade—the "Griffin" brand is like the "sterling" mark on silver. Seedless and Seeded Raisins, Sterilized Prunes, Cured Fruits and Canned Fruits.

GRIFFIN'S Dried Fruits

Vermicelli, Macaroni, Spaghetti and Fancy Pastes, bearing the name "Codou" on the package, are accepted the world over as the best of their kind – nothing finer can be produced. Cleanliness is absolute in the factory whence they come—the model factory of national repute. The rigid maintenance of quality is absolute. "Codou" is the name.

CODOU'S Macaroni

ARTHUR P. TIPPET & CO., Agents

Montreal

Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

Winnipeg Office

R. B. Colwell

BROKER HALIFAX, N.S.

REPRESENTING LEADING MANUFACTURERS, SUCH AS

E. D. Smith Lowneys Toblers

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

—

27 St. Sacrament Street, Montreal

TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

Representing Morris Packing Co.

Pork and Lard—Finest Quality

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.

52 Nicholas Street, - Ottawa

J. R. Routh, Manager.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON, Western Canada

An inch space in this department costs 77 cents per week or $40.00 per year.

E. H. BOWEN

Manufacturers' Agent and Broker

SHERBROOKE, QUE.

Solicits representation of another first class firm putting up high grade goods. Eastern Townships thoroughly covered by three travellers. Highest references. Write immediately if you desire to have your line well introduced.

E. T. BUSINESS.

You, Mr. Manufacturer, can do a good deal larger business in the Eastern Townships, if your lines are pushed by a live representative right on the ground. You want someone who thoroughly knows the field and to whom grocery business is not a Chinese puzzle.

15 Years on the Ground

S. ROBITAILLE & CO., Sherbrooke

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

If you want a price on genuine Fraser River Sockeye, handsome label, to arrive,

WRITE US.

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A.B.C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

77 York Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

JUST ARRIVED IN STORE

Shipment from John Gray & Co., Limited, Scotland, of their celebrated Jams and Marmalade. 1's, glass, black currant, strawberry and raspberry jam. 1's, stone jars, black currant, strawberry and raspberry jam. 1's, glass, marmalade. 7lb. tins Marmalade. We will gladly furnish prices.

DOMINION BROKERAGE CO.

73 Front St. E., Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

TRACKAGE PROPERTY

Storage Warehousemen

and Distributors

Prout, Simpson & Co.

WINNIPEG, MAN.

Open for a few good lines

J. W. SNOWDON

Manufacturers' Agent

413 ST. PAUL STREET

MONTREAL

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is

The Irish Grocer, Drug, Provision and General Trades Journal.

10, Garfield Chambers, Belfast, Ireland

Pancake Time—

With the advent of new MAPLE SYRUP your customers will be eating Pancakes.

Remember

the best pancakes are made from

"PICKANINNY"

Pancake Flour

How is Your Stock?

The Western Milling Co.

TORONTO

J. F. EBY, President HUGH BLAIN, Vice-Pres.

New Maple Syrup

IN STOCK.

"Anchor" Brand

Small's "Standard" Brand

"Pride of Canada" Pure

We have a complete stock of all sizes and special proposition on 5-case lots

GET OUR QUOTATIONS.

EBY-BLAIN, LIMITED

Wholesale Grocers

TORONTO

HERE IS A VERY IMPORTANT POINT FOR YOU TO CONSIDER IN BUYING AND SELLING TEA

The Buyer's Satisfaction	MEANS	The Dealer's Profit

SUCH CONSIDERATION WILL LEAD

You to stock **"BLUE RIBBON TEA."**

THE BLUE RIBBON TEA COMPANY, LIMITED

MONTREAL, CANADA

UNSWEETENED

Borden's Brands Do Build Trade—

Merchants who follow the policy of reserving the choice locations on shelves and counters, and in their windows, for such standard goods as Borden's are those who win and hold the largest measure of public confidence.

Always keep Borden's Brands to the front.

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE
BRAND
By which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Mason & Hickey, Winnipeg, Man.

Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

PERRIN'S

Our latest delicacy

ORANGE NECTAR

BISCUITS

LONDON Ask traveler for sample CANADA

"AYLMER" JAMS, JELLIES PRESERVES, etc.

Every Glass Jar or other package of "AYLMER" Jams, Jellies or Marmalades is Guaranteed Absolutely Pure, put up from FRESH FRUIT when in season and FINEST GRANULATED SUGAR.

The flavor and high quality of "AYLMER" Preserves cannot be obtained in preserves made from pulp.

NO PRESERVATIVES

NO COLORING

At every process cleanliness is reduced to a science.

"AYLMER" New Season's Scotch Marmalade and Orange Jelly Marmalade now ready. Send in your orders at once for stocks of these fine goods.

CANADIAN CANNERS

Limited

HAMILTON, - CANADA

E. & T. PINK

London England

STAND FIRST FOR PURE FOOD PRODUCTS

Jams
Marmalade
Candied Peel
Confectionery
Pickles Pepper Spices

FOR PRICE LISTS APPLY TO THE FOLLOWING AGENTS:

EDGAR J. FRANKLIN care Montreal Star MONTREAL

FRED COWARD, 1 Grandview Ave., TORONTO
HERBERT J. CAVE, 1220 Alberni St., VANCOUVER, B.C.
J. W. SNOWDON, 413 St Paul St., MONTREAL
JAS. H. MYLES, P. O. Box 262, St. John, NEW BRUNSWICK

A 1 SAUCE

This sauce has been delighting the palate for 100 years, and is still giving a zest and relish to the plainest and richest fare.

As a merchant you are interested both in quality and profit. You'll find both satisfactory.

A1 Sauce will repay you well for any trouble you may go to in giving it prominent display and asking your customers to try it. Sample it yourself, though, first.

GENERAL AGENTS:

THOS. O. BAXTER, 27 Front St. E., Toronto
H. HUBBARD, 27 Common St., Montreal
R. T. TINN, 337 Hastings St. W., Vancouver

We also make a full line of Meat Extracts, Essences, Soups and Potted Meats

BRAND & CO., Limited, Purveyors to H.M. the King London, England

PROFIT 33 1/3%

WHY IT PAYS TO PUSH

Campbell's SOUPS

Not only do you make a splendid profit on CAMPBELL'S SOUPS, but you make it EASILY and OFTEN, because their quality, backed by our steady advertising, makes them sell fast. We help you work up this profitable trade. Write us for our window-dressing material. Make an extra effort to increase sales of CAMPBELL'S SOUPS, because nothing will pay you so well for your trouble.

JOSEPH CAMPBELL COMPANY, Camden, N.J.

ROSE & LAFLAMME, Ltd., 400 St. Paul St., Montreal, and 65 Front St. East, Toronto, Canadian Selling Agents

"21 KINDS—LOOK FOR THE RED AND WHITE LABEL"

What "McCray" Means on a Refrigerator

IT means it will *reduce your ice bill* because of superior construction (built to last), superior insulation (keeps the warm air out), and superior circulation of air (keeps inside dry.) When you get a **McCray Refrigerator** you've got the B-E-S-T refrigerator you can get. Instead of an "ice-eater" that permits perishable goods to spoil on your hands you'll have a perfect refrigerator that *preserves* such goods with the smallest possible consumption of ice and also *increases their sale by displaying them attractively.*

To learn *why* this is so and *how* a **McCray Refrigerator** works send us a postal card with your name and address and ask for "Catalog No. 66." It describes McCray Grocers' Refrigerators especially, and you will find it full of valuable hints.

McCray Refrigerator Company

131 Lake Street, KENDALLVILLE, INDIANA

Stop That Leak!

The profit leakages in your business caused by error or oversight can be entirely avoided by using a

Dayton Scale

THE SCALE THAT PAYS FOR ITSELF

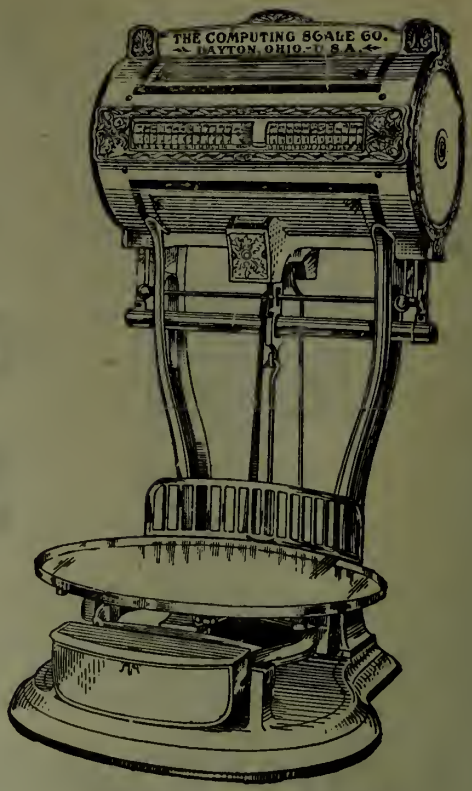
No poises to move, no weights to lift, automatically shows the weight and value. The "Dayton" will strengthen the confidence of your trade, knowing they are not subject to loss by mistake.

An absolute guarantee goes with each scale.

Drop us a card and we will send you full particulars.

The Computing Scale Co. of Canada, Ltd.

164 King Street West, TORONTO



Dayton Moneyweight Scale.
Note the Low Platform.

A MONEY MAKER FOR YOU

PACKARD'S MON-AMI WATER-PROOF BOOT POLISH

IT GIVES YOU 104% PROFIT

Mon-Ami

gives the quickest, brightest most lasting and waterproof SHINE to all leathers.

List Price, $9.00 per gross.

Discount in 1 gross lots, 25%. Less quantities, list price.

Terms 5% 30 days.

Mon-Ami

is put up in the largest 10c. box made.

It is the LATEST and BEST discovery in Boot Polish. Try a sample gross and you *will* "come again."

MON-AMI is only one of our complete line of Boot and Shoe Polishes. Write us for complete price list.

EVERY PACKAGE GUARANTEED

L. H. Packard & Co., Limited Packard Building, **Montreal**

Manufacturers of High Grade Boot and Shoe Polishes

Canada Will Have a Knox Gelatine Factory

Grocers of the Dominion want so much KNOX GELATINE —because their customers want it—that we're going to make it in Canada. This will enable **us** to make quicker deliveries and **you** to make more profit, because we're going to give **you** the benefit of our saving. KNOX GELATINE commands a good price and sells steadily because of its quality. It will pay you to recommend it to your customers.

Chas. B. Knox Company
JOHNSTOWN, N.Y.

MR. GROCER: Now is the time you are ordering your

NEW PACK LOBSTER

In this class of goods you want nothing but what will give your customers absolute satisfaction. Insist on having

ICE CASTLE BRAND

We absolutely guarantee this to be head and shoulders above any other brand packed, being extra choice quality only.

BEAVER BRAND

is guaranteed equal to any other brand (with the above exception) packed in Canada, being a straight pack of very high quality.

J. W. WINDSOR

Packer of the Largest Variety of Canned Goods in Canada - MONTREAL

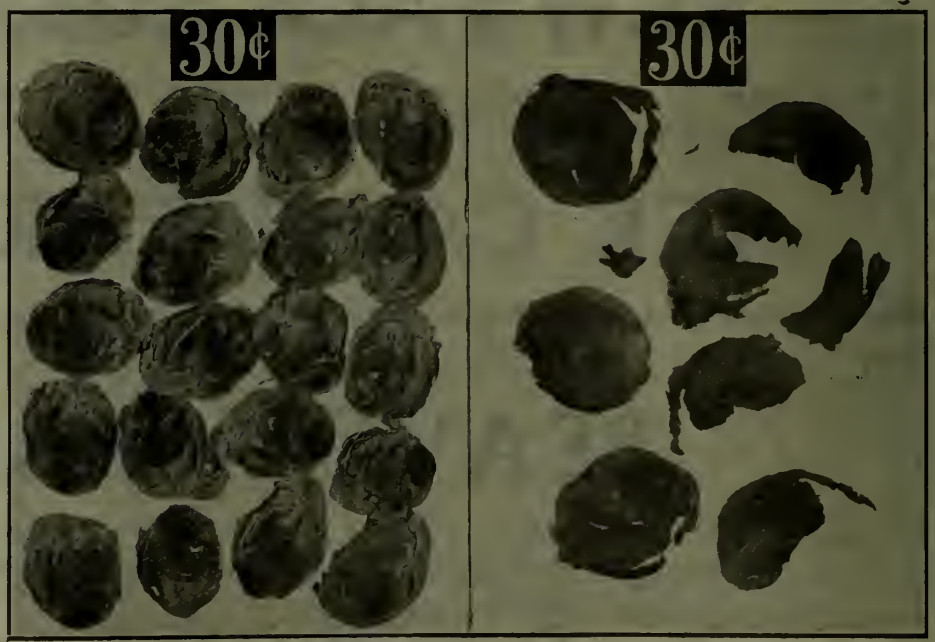
Berkel's Improved Slicing Machine

BERKEL'S Latest Improvement **Patent Knife Guard** to protect operators from accidents by thoughtlessly getting their hands against the circular knife. The only slicing machine in the world that has this protection.

BERKEL'S is the machine with the **Patent Automatic Sharpener,** by means of which the keen cutting edge on the knife is constantly maintained. The only machine with an automatic sharpening device. Simply press the Carborundum wheel shown in the cut above the knife downward and it strikes the knife edge at just the proper angle, a few turns of the wheel and your knife has an edge like a razor.

Will Slice Boiled Ham and Bacon Down to the Last Ounce

We call attention to the photographic production of two plates of boiled ham, there is just **one pound** of ham on each plate, it was all cut from the same piece, the **eight** slices on the right hand plate were cut with an ordinary knife, while the **twenty** uniform **slices** on the left hand plate were **sliced** on a slicing machine. This is an average result. The difference can be more or less marked according to the skill and time given the hand cutting, however the machine **never can vary,** the customer is **always protected** by dealing where there is a **BERKEL'S Improved Slicing Machine.** Dried Beef can be sliced thinner, quicker and better on **BERKEL'S** than any other made. The **BERKEL'S Improved Slicing Machine** is now used by Grocers, Butchers, Department stores, Delicatessens, Hotels, Restaurants, Hospitals, Educational Institutions, Steamship and Railway Companies, Charitable Institutions, Penal Institutions, the Army and Navy, Soldiers' Homes, etc. **BERKEL'S Improved Slicing Machine** can be set to cut **automatically** (14) different thicknesses, from 1-40 of an inch up to ¾ of an inch, "it cuts **bread** or **meat** equally well," requires no skill to operate and will slice **perfectly** more meat or bread in **twelve** miuutes than the most expert cutter can slice by hand in an **hour.** While it is a hand machine, for several years many packers, as well as grocers and marketmen who do a large sliced meat business, have been running their **BERKEL'S Improved Slicing Machines** by mechanical power. Enough pieces of bacon can be put on this machine to cut 300 slices a minute. This should be of interest to those who put up bacon in boxes, glass or tin cans.



PLEASE WRITE FOR CATALOGUE

CANADIAN SALES AGENT: **The W. A. FREEMAN CO., Limited, Hamilton, Ont.**

From Top to Bottom

of this list each and every article is benefitted by a liberal use of BON AMI, the cleaner and polisher at one operation.

These articles are to be found in every home, which shows the wide field of utility of BON AMI.

Therefore you run no risk in ordering BON AMI. It is bound to sell, because every one wants it.

CAN BE HAD FROM ANY WHOLESALER FROM OCEAN TO OCEAN

Cases of 3 doz., $1.19 per doz., or $14.28 per gross

F.O.B. wholesaler's shipping point.

Lots of 5 gross, $13.48 per gross

Delivered to any railway station from Halifax to Vancouver.

Terms: Net 30 days.

Agents in Canada

HUDON, HEBERT & CO.

LIMITED

MONTREAL

The most liberally managed firm in Canada.

GLASS and PORCELAIN
- Windows
- Mirrors
- Show Cases
- Lamp Shades
- Chimneys

METALS
- Brass
- Nickel
- Copper
- Tin
- Silver
- Gold

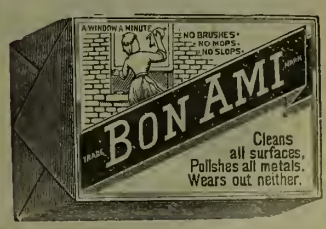
CELLULOID

MARBLE WORK

WOOD WORK

OILCLOTH

PAINTED SURFACES



"PRIDE OF CANADA"

Maple Syrup and Maple Sugar

NOW BEING DELIVERED

THEY ARE MADE IN MAPLE GROVES

And not manufactured in city factories. Ours is an association of farmers, whose aim is to supply you with PURE maple products.

The sap of the maples, and that only, is gathered in hundreds of maple groves in different parts of the Eastern Townships, boiled on the farm by scientific methods, under expert general supervision, and delivered to the trade through us.

It reaches you—and you can always depend upon the goods that so reach you—under the brand

"Pride of Canada"

Proved by Government analyses to be every time absolutely pure.

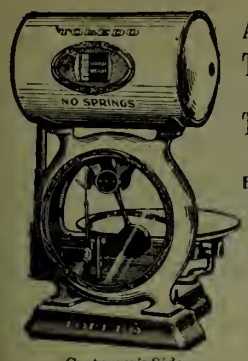
Quality is guaranteed year after year.

Order immediately ; season is short and supplies will be very limited.

The Maple Tree Producers' Association LIMITED

WATERLOO, - QUE.

Montreal Office: 58 Wellington St. Toronto Office: 512 Dundas St.



Customer's Side

ATTRACT TRADE TO YOUR STORE

BY USING

TOLEDO SCALES

NO SPRINGS
HONEST WEIGHT GUARANTEED

Customer's Side

Made in Canada
105 Styles and Sizes
Adapted to all kinds Stores
PRICES $40 UP

THE HIGH PRICES OF EATABLES

Have caused the consuming public more closely than ever to observe the scales used by the grocer and butcher. People lack confidence in Spring Scales, Beam and Even-Balance Scales. But they like to buy over Toledo Scales, because they can see the beautiful *Toledo Springless Mechanism* which automatically does the weighing; the scales show them the exact weight of their purchase; they see on the scales the signs, "No Springs," "Honest Weight," and have full confidence that their purchases are weighed correctly.

NO WAITING—NO ERRORS

There is no waiting for a salesman to find a balance or to figure what to charge. The Toledo itself does the weighing and calculates the exact value mechanically, instantly and accurately. Thus time is saved, errors avoided, profits assured, customers pleased. Any customer prefers to trade where his purchases are weighed by the most modern, automatic, reliable weighing machine than to buy supplies over old-style scales.

YOU CAN GET THESE ADVANTAGES

Write us and learn how profitable it would be to you to get a *profit-increasing* and *trade-bringing* Toledo Scale. We make allowances for some scales in part payment for Toledos. Tell us what you have. We guarantee a better computing scale for less money than you can get from any other source. Write for our Book 3, showing scales and prices.

CANADIAN FACTORY, WINDSOR, ONT.

TOLEDO COMPUTING SCALE CO.
Makers of Honest Scales, TOLEDO, O., U.S.A.

Offices in all Large Cities
Look in Telephone Directory

OUR Kandy Kid PLANT

was completely destroyed by fire Thursday, March 24th. We will be in operation in THIRTY DAYS AGAIN, and solicit your orders for delivery about that time. : : : : :

Why not place future orders

NOW?

Clyde Fuller & Bro.

WINDSOR : : : ONTARIO

YOU

can make sure of your full share of the family soap trade—a very considerable item—if you are handling

Honestly Made

Guaranteed Pure

Here's a list of

RICHARDS Profitable Soaps

Quick Naptha Soap
Snowflake Soap Chips
Ammonia Powder
100% Pure Lye
Toilet Soaps

Your Business Barometer

will stand at "SET FAIR" if you are handling goods which bear the stamp of quality!

In no department is this of such vital importance as in your sardines.

You will have no anxiety on this score if you handle—

King Oscar BRAND SARDINES

the purest, sweetest and best packed fish on the market.

Canadian Agents

J. W. BICKLE & GREENING
(J. A. Henderson)
Hamilton - Ontario

By Special royal permission

QUALITY

When anyone wants a high-class household refrigerator they always buy the Ham & Nott make. Our grocer refrigerators are made on the same principle. That means the best.

Sold by leading hardware dealers, or write to us.

HAM & NOTT CO.,
Limited
BRANTFORD CANADA

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,
ST. GEORGE, - ONT.

PYRAMID FLY-CATCHERS

ARE NOT PERISHABLE

Have double the surface of a sheet of fly paper.

Last three times as long as fly paper.

Cause no annoyance and catch more flies than any other device.

PYRAMID FLY CATCHER

PRICE PER HUNDRED, $3.50

Samples on Application.

WM. H. DUNN
MONTREAL AND TORONTO
General Import Agent for Canada.

Redpath

is

Canada's Standard

for

Refined Sugar

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

Strength and Purity Are What Count

in the sale of Flavoring Extracts. And for the last quarter of a century, Mr. Grocer,

Shirriff's Flavoring Extracts

have proven the highest in those qualities which tell of superiority and speak satisfaction every time a bottle is uncorked.

IMPERIAL EXTRACT CO.,

8, 10, 12 Matilda St.
TORONTO. CAN.

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR

LONDON, ENGLAND
Commands a Preference over all others.

IS THE BEST
Made from the finest malted barley.

AGENTS
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Green & Co., 25 Front Street East, Toronto. R. Robertson & Co., 912-913 Dominion Trust Bldg., Vancouver, B.C.
J. W. Snowdon, 413 St. Paul St., Montreal

We are open to do business on easy consignment terms *Write our Agents for Particulars*

DID YOU EVER

come across a woman who wasn't glad to save labor on wash day? Sell her

ASEPTO Soap Powder The Enemy of Dirt

Asepto will lighten her labor and earn for you the housewife's goodwill.

Order to-day through your wholesaler

Agents: Rose & Laflamme, Ltd.
MONTREAL

Asepto Mfg. Co. - St. John, N.B.

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott
Wholesale Grocery Broker
141 Bannatyne Ave., East

Repeat Orders is the story of all Grocers who handle

Canada First Evaporated Cream

There is nothing to equal it as a pure, healthful substitute for fresh cow's milk. Every can guaranteed absolutely pure and thoroughly sterilized. Order from your wholesaler.

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

Tartan BRAND

THE PUBLIC DEMAND

WAGSTAFFE'S GOODS

Sell the line of least resistance. Pays you a good profit. We have Wagstaffe's full assortment of Jams, Jellies and Sealed Fruits. Also Wagstaffe's new season's Marmalade.

SEE OUR TRAVELLERS OR 'PHONE 506 FREE TO BUYERS

BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**

St. Lawrence

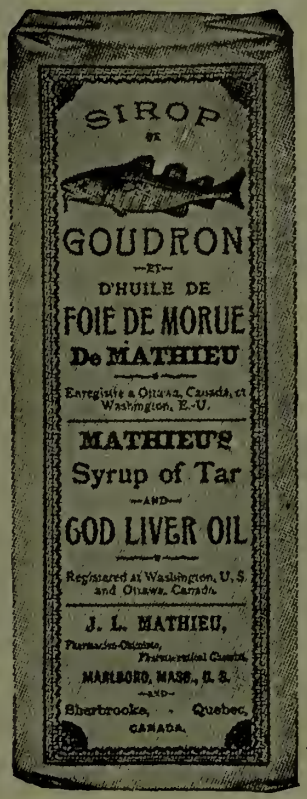
GRANULATED

and

GOLDEN YELLOWS

Made only from Pure Cane Sugar

The St. Lawrence Sugar Refining Co., Ltd., Montreal



MATHIEU'S SYRUP

of Tar and Cod Liver Oil

has a more certain sale than most remedies. It is largely advertised, so that every one is familiar with the name.

It has been so successful in effecting cures that every user is a publisher of its excellent qualities.

Its sales have increased wonderfully everywhere. It is a sure seller.

MATHIEU'S NERVINE POWDERS

are needed wherever colds are attended with pains and fever.

See that you are well supplied with both, as the season of Colds is now on.

J. L. MATHIEU CO., Props.
SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners. Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

Prince of Wales Pure Extracts

This brand of extracts we are prepared to back on every occasion. Give it to your exacting customers, and note how well pleased they will be. All flavors in 2 oz., 2½ oz. and 4 oz. bottles.

S. H. EWING & SONS, Montreal and Toronto

EMPRESS BRAND JAMS

20-oz. Glass Jars—1909 Fruit

The attractive appearance sells them. Their delicious taste brings the customers back for more.
TRY THEM. That's all we want.
We are sure of your future orders once you have had the

EMPRESS BRAND

WRITE US FOR PRICES

Empress Manufacturing Co.
Limited
VANCOUVER, B.C.

FOREST CITY BAKING PODWER

THE STANDARD FOR 25 YEARS

6 oz. tins, 75c. doz.
12 oz. " $1.25 "
16 oz. " $1.50 "

Manufactured By
GORMAN ECKERT & CO., Limited
London&Winnipeg

When she asks for salt she means of course

WINDSOR SALT

She never thinks of using any other kind, for the very good reason that she knows no other kind is as good as "Windsor" Salt for table or dairy.

Are you prepared to supply her?

The Canadian Salt Co., Limited
WINDSOR, ONTARIO

WAGSTAFFE LIMITED, HAMILTON
WAGSTAFFE'S FINE OLD ENGLISH NEW SEASON MARMALADE 1910
NOW READY
SEVILLE BITTER ORANGES AND BEST GRANULATED SUGAR ONLY.
NO PRESERVATIVES OR COLORING USED WHATEVER
Exact Reproduction of
The Most Modern & Up-to-date Fruit-Preserving Factory in Canada

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

Saves time,
Saves money,
Saves you bags.

McGregor's Patent Bag Holder

Should be in every grocer's store.

KILGOUR BROS.
Wellington St. West TORONTO

Effective

Economical

The Effective Preservation—

—of your Perishables

No Grocer or Butcher can afford to do business without a EUREKA REFRIGERATOR.

The Eureka Patented System

is an absolute guarantee against **dampness** and **foul air.** Goods will keep fresh in a Eureka longer than in anything else made. This Refrigerator is used by the leading merchants in all parts of the Dominion.

WRITE FOR CATALOGUE

Eureka Refrigerator Co., Limited

56 Noble St., (Near Queen St. Subway) Toronto

ST. CHARLES EVAPORATED CREAM

The Purest

And Best

Retailers make no mistake in pushing the sale of ST. CHARLES BRAND, as orders always repeat. A quick seller and trade-builder. Every can guaranteed.

Manufactured by

St. Charles Condensing Co.

"Manufacturers of quality CREAM"

INGERSOLL, ONTARIO
CANADA

JAPAN TEAS

Always best value at

S. T. NISHIMURA & CO.

MONTREAL AND JAPAN

ADVANCE—OR RETIRE?

—there's no standing still in business

It's lines like H. P. SAUCE that make for progress.
Good Value, Good Profit and Good Advertising—some of you are doing great things through H. P. SAUCE. Now how about *you?*

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N. S.
W. H. Escott, Winnipeg, Man.
The Midland Vinegar Co., Birmingham, Eng

H.P. SAUCE

BOWSER

Self-Measuring Systems

For Handling

Kerosene or Gasolene

Emphasize one feature that is important above all others in the general store—

CLEANLINESS

From the slopping and dripping of faucets and funnels, the porous boards of the floor near the oil supply becom soaked through and through, making the appearance unsightly and unclean. In any store, un der the old method of handling oil, this condition exists — it cannot be avoided. The merchandise stored near such a place is easily contaminated. After drawing oil the least odor from hands or clothes is absorbed by the paper used to wrap up merchandise, which quickly becomes infected with the disagreeable and nauseous taste of oil.

The only system that will remove these objections is one that will hold the oil in a tank absolutely leak and evaporation proof, measure the oil accuratctly into the customer's can with neither spilling nor slopping, dispose of unclean measures and funnels, androne in which the flow of the oil is instantly cut off the moment the desired amount is drawn. All of these features and more are found in the Bowser Adjustable Measure Oil Equipments. They will meet any conditions and requirements, being made in more than fifty different styles.

If you are interested, you need only drop a card, asking for Bulletin 5, and you will then receive full information.

S. F. Bowser & Co., Ltd., Toronto, Ontario

To Handle Credit Customers Successfully

It is primarily essential that you get your MONEY out of them. Yet the credit customer expects the same consideration and courteous treatment that the cash customer gets—and he is entitled to it.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.
Manufactured by
ALLISON COUPON CO., Indianapolis, Ind.

What's the use of your tongue, Mr. Grocer?

AURORA

yourself, and then to tell your customers how good it is! The best that money can buy.

W. H. GILLARD & CO.

Why! For just two things, First to try it on

COFFEE

Retails at 40c. and leaves you a real good profit. Don't miss this chance.

HAMILTON, Branch: Sault Ste. Marie

We make a specialty of

Maple Flavor

For Manufacturers of Extracts
Syrups, Biscuits and Confectionery

STUART BROTHERS

Distillers Essential Oils, Etc.

NIAGARA FALLS - - - - CANADA

STORAGE IN HAMILTON

A new fireproof Storage Warehouse.

RACK FACILITIES

Every convenience to reduce the cost of handling Merchandise

IN BOND OR FREE

Lowest Insurance

Experienced Warehousemen

Accounts Solicited

Storage and Transfer Co., Limited

Hamilton - - - Ont.

These Little Stores Will Make You Independent

$500.00 a month is being made from a small investment by men operating

Red Star Sanitary Peanut Vending Machines

Hundreds of operators of Red Star Vending Machines are making big money.
Here is YOUR opportunity to get in business for yourself.

JUST STUDY THESE FIGURES

Here are the facts. A machine in an average location will sell five pounds of peanuts a week. Five pounds of peanuts will cost 50 cents. The machine will sell them for $2.00. You pocket the profit of $1.50 from each machine.
Suppose you had 40 machines, your weekly income would be $60.00 a week.
No other business brings such tremendous returns. Write for our illustrated booklet to-day. It will give you figures that will surprise you.
Now is the time before the other fellow gets the good locations. Write to-day.

H. E. WINTERS & COMPANY, Dept. N., WINDSOR, ONT.

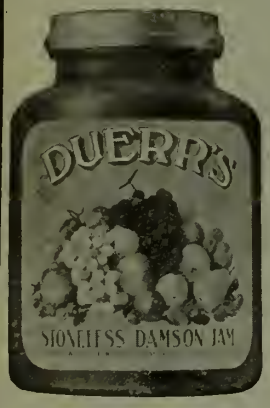
The White Mop Wringer

always proves a splendid seller, because it does all we claim for it.
It never disappoints. Wrings drier and easier than any other device.
Each one sold is YOUR advertisement, creating more sales.

Watch for TRADE MARK below; it stands for excellence.

Write for Details. Made in Canada.

White Mop Wringer Co.,
FULTONVILLE, : N.Y.



BRITAIN'S BEST JAM.

£250 CHALLENGE

Issued in "The Grocer" (London), August 14 1909, (repeated October 2, 1909), which did not elicit a single response.

"We are prepared to deposit £250 against a like amount that our New Season's Vacuum-Bottled Jams, as sold by grocers to the public, will surpass in excellence of quality and flavor any Jams made by any other firm in the United Kingdom, as sold by grocers to the public, which are free from Chemical Preservatives, artificial flavoring or coloring matters.

"Samples to be drawn from actual stocks held by grocers.

"This challenge remains open until Saturday, October 9th, 1909."

First British Vacuum Jam Factory.

Duerr & Sons, Old Trafford, Manchester, Eng

"An ounce of caution is worth a pound of cure"

By handling an article with a 15 years' reputation for quality, you are showing a wise caution that is bound to make for success.

McLean's White Moss Cocoanut

is made only from the finest selected Jamaica cocoanuts, and cleanliness and purity are essential features of its manufacture. Sold through jobbers only.

We also handle all kinds of supplies for bakers and confectioners.

The CANADIAN COCOANUT CO., Montreal

PRESERVE your PERISHABLES

during the hot summer months by installing an

ARCTIC Refrigerator

The 'Arctic' will keep your stock in tip-top condition, and will not swamp your profits by excessive ice consumption.
Made for all purposes.

JOHN HILLOCK & CO.
Queen and George Sts., TORONTO

Agents for Western Provinces: Ryan Bros., 147 Bannatyne Ave., Winnipeg

DUST IS A GENERAL NUISANCE

BUT IT CAN BE AVOIDED BY USING

DUSTBANE

on sweeping day. "Dustbane," moreover, disinfects the room and restores carpets and rugs to their original freshness. The women swear by "Dustbane" when once they have used it. Get them on your side by selling "Dustbane." There's money in it for you.

Dustbane Manufacturing Co.
Boston, - Mass.

Canadian Factories: Winnipeg, Manitoba, St. John, N.B

Ask Your Wholesaler for These Goods

Tea Hints for Retailers

by John H. Blake

The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

Part I deals with :—

Tea Gardens of the World.
Tea fromSeed to Leaf.
Tea from Leaf to Cup.
The Tea Marts of the Orient.

Part II :—

How to Test Teas.
Where to Buy Teas.
Is it Wise to Place an Importation Order?
Bulk versus Package Teas.
How to Establish a Tea Trade.
Tea Blending.

275 Pages Price $2.00

Fully Illustrated

MacLean Publishing Co.
Technical Book Dept.
10 Front St. East - - Toronto

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

It dries them up **Common Sense KILLS** { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

There's no gainsaying the fact that the world beaters in quality are

White Dove

BRANDS

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

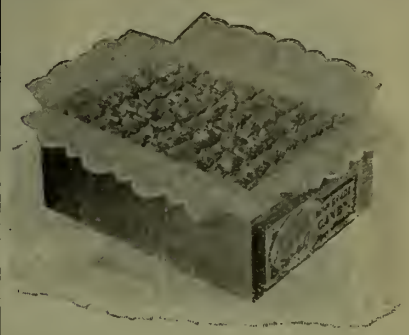
CHINESE STARCH

The Real Thing in Starch.

Always gives Satisfaction.

Get Prices

OCEAN MILLS
MONTREAL



Proof of Quality

Nothing eatable is imitated if it does not prove popular.

Nothing eatable can prove popular unless it possesses quality.

Therefore:

Any article that is imitated must be of highest quality.

Which proves that our

"CHOCOLATE BORDO"

is of the highest quality.
For it has been imitated by every manufacturer of confectionery in Canada.

When our

"CHOCOLATE BORDO"

was first put on the market 25 years ago there were no other Bordeaux lines.

To-day! "the woods are full of them."

But it always pays to stick to the original.

For your protection we have registered our brand. Every chocolate is stamped with the name.

For satisfaction to your customers and profit to yourself Stock the Genuine.

The Montreal Biscuit Company

Manufacturing Confectioners

MONTREAL

O.K

ENGLAND'S LEADING FRUIT SAUCE

25 years' reputation, and the only sauce backed up by a purity guarantee of

1000 GUINEAS

Sells at 15 cents and 25 cents

BE WARY OF IMITATIONS

SAUCE

George Mason & Co., Limited

Sole Manufacturers - - - LONDON, ENG.

Sole Canadian Agents

S. T. NISHIMURA & CO.

MONTREAL

SUB-AGENTS:

Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm G. Coles & Co
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig

Before Placing Your Order Just See Our

"BANNER" 1910

MANY UNIQUE IMPROVEMENTS MAKING IT UNDOUBTEDLY THE

Best Cold Blast Lantern in the Market!

FOR SALE BY ALL JOBBERS

Ontario Lantern & Lamp Co. LIMITED

HAMILTON, - ONTARIO

BALAKLAVA BAKED BEANS

Deliciously wholesome, the choicest hand-picked Canadian beans, packed with the tender corn-fed pork which imparts that "Somewhat Different" taste which make our beans distinctive.

Baked in steam ovens, **"BALAKLAVA"** Baked Beans are nut-like, mealy and whole—and always uniform.

Without a doubt the housewife's choice—and consequently yours.

If you have no stock you should order a case or two immediately.

The Eastern Canning Co., Port Canada, N.B.

CANADIAN AGENTS—O. A. Chouillou & Cie., Montreal; Green & Co., 25 Front Street East, Toronto; D. O. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.; Martin & Robertson, Vancouver, B.C.

BULK PICKLES

Are always in demand

That is, if you are handling a line that the people like. Our line of Bulk Pickles in one, two and five gallon pails is exceptionally good quality. Only clean, tender vegetable, properly spiced, and pickled in pure, high-grade vinegar is ever used in this line. Write us for prices. Don't put it off—write us to-day.

Taylor & Pringle Co., Limited, Owen Sound, Ont.

The Daily Household Work

entails soiled hands, and

SNAP

is the preparation you can recommend and sell for cleansing the hands of all grease, dirt, tar or paint. It is easily applied, is antiseptic and beneficial to the skin. Mention SNAP when you are taking the weekly grocery order.

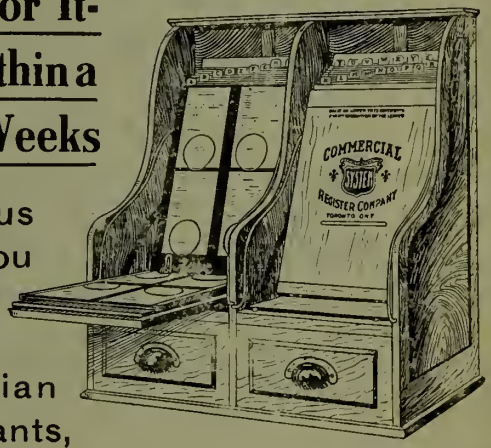
Buy from your jobber.

SNAP COMPANY

MONTREAL : : CANADA

The Commercial Account Register

Pays for Itself within a Few Weeks



Let us send you opinions of Canadian Merchants, some known to you, telling how it does this. Address

COMMERCIAL REGISTER CO.

Successors to R. B. Belden & Co.

178-180 Victoria Street - - Toronto, Ont.

2 IN 1

COMES QUICKLY GOES SLOWLY

Two in One is the best selling shoe polish on the market, because it is the best. Guaranteed free from all adulteration and admixture.

Order to-day.

The F. F. Dalley Co., Limited

Hamilton, Canada. Buffalo, N. Y.

Largest Package of Biscuits Made in Canada

Our Meadow Cream Soda Package is the largest made in Canada. That is one reason why this line is having such a run. It does not pay to get something just as good. Have the best.

The W. J. CROTHERS CO., : Kingston, Ont.

A Great and Growing National Magazine

Busy Man's

With its April number BUSY MAN'S MAGAZINE breaks all its previous records. Canadians who have not been watching the growth of this magazine will get a big surprise when they see the April number. In size, in illustrations, in the scope of its articles and stories, it now ranks with the leading illustrated magazines on the American Continent.

APRIL FEATURES

Canada's Struggle for Industrial Supremacy.
By G. M. Murray.
A notable article on the origin and growth of the "Made-in-Canada" movement.

The Impecuniosity of Canada's Rich Men.
By Arthur Conrad.
Not a scathing denunciation of our millionaires but a sane view of the case.

A Great Canadian Violinist
By F. M. Atkinson.
An illustrated character sketch of Miss Kathleen Parlow.

Palmer Cox of Brownie Fame
By C. D. Chown.
The Canadian, who has delighted millions of young people.

Four Illustrated Short Stories

Do we get Enough Nitrogen?
By Charles E. Woodruff

How to be Popular
By O. S. Marden.

How to Attract a New Industry
By W. P. Fitzsimons.

The Making a New Market
By T. W. Torrance.

Four Articles for Women
Numerous Systems and Business Articles.

FOR SALE AT ALL NEWS-STANDS

Montreal, Toronto, **Busy Man's Magazine** Winnipeg, Vancouver.

A profitable line

for every grocer, and one for which there is a constant and increasing demand is

SWEET MIXED
or
SOUR
in
1, 3 and 5 gallon pails

Bulk Pickles

But take care that your PICKLE QUALITY is right.

"STERLING" BRAND

are true to their name, and are made from the finest and freshest spices and vegetables, preserved in pure vinegar.

Don't overlook this profitable line.

SEND FOR PRICES.

The T. A. Lytle Co., Limited

Sterling Road, TORONTO

DOME LEAD

There is no better stove polish to be had in the world than

James Dome Black Lead

Pays both Jobber and Retailer a Good Profit.

75,000 Gallon Pickles in Brine

This is at least one of the largest stocks held in Canada.

Kegs—1, 5 and 10 Gallon.
Bottles—Malt lever tops,and 40 oz. square.

Write for prices before placing orders elsewhere.

Thos. McCready & Son, Ltd., St. John, N.B.

Bonded Vinegar, Pickle and Spice Manufacturers.

BAIRD'S "Second-to-None" Pickles

So called because they are second to none for value.

No other manufacturer has produced a better pickle at the price, and there are few as good.

GOOD, SOUND VEGETABLES
and
PURE VINEGAR

Low Price
High Quality

JOHNSTON, BAIRD & CO.
GLASGOW, SCOTLAND

GINGERBREAD

BRAND

MOLASSES

THE KIND THAT SELLS

This well-known Molasses is packed in tins—2's, 3's, 5's, 10's and 20's; in pails—1's, 2's, 3's and 5's, 10 gallon kegs, half-barrels and barrels.

When ordering from your wholesaler mention the above brand.

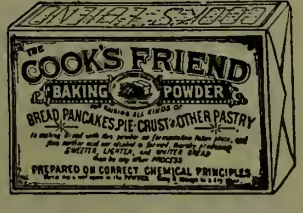
The Dominion Molasses Co., Limited

HALIFAX - NOVA SCOTIA

No Automobiles, Tin Spoons, or Crockery Culls

Given Away With

Made of Pure Grape Cream of Tartar



Contains no Alum

It's all quality

The Only Baking Powder of Established Reputation Selling at a Moderate Price.

W. D. McLAREN, LIMITED, Montreal

Imported Canned Goods, Soups, Vegetables and Fruits

SOLEIL BRAND — CROP OF 1910

Our travelers are now on the road taking orders at the new range of prices for the celebrated imported canned products of the "SOLEIL" Brand.

We recommend with the fullest confidence these imported canned vegetables, soups and fruits. They are the true standard of quality and purity, with a world-wide reputation.

The line comprises:—

Petits Pois (French Peas)
Giant Asparagus.
Whole Asparagus, Extra,
Asparagus Tips,
Beans,
Artichoke Bottoms,
Medleys of Vegetables,
Cut Carrots,
Celery Ribs,
Whole Celery,
Spinage,
Soups of all kinds.

Fruits in Syrup,
..Glass Jars,
Apricots,
Pineapples,
Strawberries,
Peaches,
Raspberries,
Preserves and Jellies of all kinds in glass jars.

We are distributors for these products, which are the best to be had for the price—at any price.
Try them, they will give satisfaction.
Reserve your orders for our travelers.

AT BARGAIN FIGURES

500 Cases of Sardines, Roman Brand, in ¼ sizes, quality very choice, at exceedingly low prices.
Also the famous White Bear Brand of Norwegian Sardines in ¼ and ½-lb. boxes.
50 Cases of European Asparagus of the "SOLEIL" Brand, bought last year at advantageous prices. As these goods have this year increased 33 1-3 per cent. we are in a position to offer the trade special inducements.

CASTILE SOAPS

We represent the largest firms of Castile Soap manufacturers and can supply the trade at rock bottom figures. Give us an opportunity to quote you prices on our special brands of Castile Soap, the "SUN" and "MOON" Brands.
Phone, write or wire at our expense.

Laporte, Martin & Co., Ltd.

Wholesale Groceries, Wines and Liquors

MONTREAL

The Peddler Is Taking Your Trade

Let us tell you how. During the past few months our representative has been distributing samples of "SALADA" Tea. He collected accurate information as to the kind of tea used by each householder at every house in twelve towns. His figures are interesting and reveal conditions that should arouse the fighting spirit in every retail grocer in Canada. We find the peddler is doing an enormous business in tea. Look at these figures—study them. The peddler's share of the trade was as follows:

Beaverton	**26.96%**	**Port Perry**	**16.17%**	**Bowmanville**	**13.15%**
Tweed	**22.08%**	**Sunderland**	**15.51%**	**Newcastle**	**12.92%**
Cannington	**19.11%**	**Whitby**	**15.49%**	**Colborne**	**10.93%**
Woodville	**17.04%**	**Havelock**	**14.11%**	**Norwood**	**10.56%**

Thus you are losing 16.16 per cent. of the total trade. It is being taken away from under your very nose—and remember that these figures apply *only to the town trade.* Conditions are worse in the country. You can never hope to win back the peddler's trade by selling Bulk Tea. You can only do it by educating your customers to buy goods the peddler cannot buy. We can help you. You can help us. Then let us get together and the peddler can be made to disappear, because "SALADA" has a distinctive flavor and freshness that the public like and desire. Our share is to give high quality and value in "SALADA" packages—yours to keep a good stock of "SALADA" on hand, to keep it well to the front and recommend it to your customers. It will mean increasing business for you and will turn many a dollar of profit into your pocket that you are now losing to the peddler.

The "SALADA" Tea Co. Toronto and Montreal

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Food Standards for Spices Expected About June

Instances of Adulterated Goods Being Sold as Pure to Wholesale and Retail Trade—The Protection Which These Standards Will Give—Where Wholesale Confectioner and Retail Grocer Had to be Shown—Olive Stones for Adulterating Ginger.

It is stated that the Food Standards covering spices will be ready some time in June or probably a little later, and, from information received by the Canadian Grocer regarding fraudulent practices, their advent into Canada cannot come any too soon.

Since Food Standards mean greater protection to the retail trade, which is now held responsible for selling adulterated for pure goods, retailers should welcome the change which will place the grocery trade on a better basis, insuring fairness in competition to all its sections.

Instances, as above intimated, have come to hand demonstrating the necessity for spice standards. It is known that travelers of spice houses have been unable to sell guranteed pure spices to wholesalers at cost prices and even less simply because they claimed to be getting better prices from other manufacturers for the same goods represented to be pure. In some cases the price was lower by 3, 4 and 5 cents per pound.

A traveler called on a wholesale distributor not long ago to sell him pure ground cloves. He quoted his price but was surprised to learn that it was away away too high, for he was offering it practically at cost.

"But," said the traveler, "you cannot obtain pure ground cloves below the price I quote—what I'm offering you is the pure unadulerated article, isn't that what you require?"

He was told that he was buying pure ground cloves. The spice salesman then requested him to call up the firm from whom he got the price and ask them at what they would sell whole cloves, and if he could secure them below the price quoted for ground cloves or even at the same price, he would be quite satisfied.

Accepted by Retail Trade.

He was informed that his trade (the retail) accepted what he was offering them, that retailers were quite satisfied and that since the price was much lower he would continue to buy from the same house.

The same traveler called on a large wholesale confectioner who used spices extensively, where he expected an order. He quoted him a price on a guaranteed pure spice, but was laughed at. The confectioner could get it 6 cents per pound cheaper and it was guaranteed pure into the bargain.

He also requested the confectioner to inquire what price he would be quoted for the raw material, stating that if it were not higher than that of the unground spice—and it should have been at least 1¼ cents lower if the ground spice were pure—he wouldn't ask him for another order and he would make him a nice bonus into the bargain.

The confectioner agreed. The traveler took a walk around the block, returned, and obtained the order at the first price quoted—6 cents above that of the other spice house. The confectioner had actually been quoted 3 cents per lb. more than for the ground material and was satisfied that the "pure" goods he formerly was getting could not possibly have been as represented. It was plain to him that a manufacturer could not buy raw material at say 19 cents, grind it, sell it pure at 16 cents and at the same time make a profit.

That confectioner was particular in getting the pure stuff else the house selling honest goods couldn't have made a sale.

Had to Convince the Grocer.

Here is another instance: A traveler out on the road called on a retail grocer who had practically promised, on the occasion of his last visit, a spice order. When he quoted prices, however, he couldn't sell. The grocer could buy the same pure spices 10 or 15 cents per dozen packages cheaper.

The traveler secured from the grocer's shelf a package of the goods marked pure which he had bought ten cents cheaper, paid the grocer for it, dumped it out on the counter and got one of his own samples from his grip. The grocer objected that samples were not reliable. The traveler then bought a package of his own spice which the grocer happened to have on the shelf and compared the two on the counter. The contrast was so great that he got the order at once and was told that the shipment the grocer had secured from the other house would be immediately returned.

That was a case where a house was permitted to show that its prices were fair if it could only get the opportunity to demonstrate the quality of its goods. But in many cases a fair demonstration is not allowed. The salesman doesn't even get that far. He is merely told that he is getting pure goods at greatly reduced prices and he doesn't want to buy.

The word "pure" is marked on labels of packages containing adulterated goods and quite naturally a merchant will purchase the cheaper goods. This is competition which is unfair and the Food Standards are intended to remove this difficulty.

Olive Stones for Ginger.

Not long ago in one district in Canada an agent claimed to have sold 3 carloads of ground olive stones for adulterating ginger. There are many things that might be used for adulteration purposes which are not injurious to the health, but few grocers would care to buy a mixture of ginger and ground olive stone and still recommend it to their customers.

It is only proper that if a manufacturer sells a mixture it should be marked "compound" and not "pure." Both the jobber and retailer would then know what they were getting.

Food Standards are intended to make this possible so that before the end of 1910 we may expect to see manufacturers, wholesalers and retailers all on the same basis so far as selling pure and compound spices is concerned.

D. RATTRAY & SONS' FAILURE.

Members of Firm Out on Bail and Warrants Issued for Arrest of Others.

Montreal, March 31.—One of the biggest failures which has occurred in Quebec Province in some time, and one that is proving far-reaching in its effects, is that of D. Rattray & Sons, Quebec and Montreal. Total liabilities are placed at $250,000, and the number of firms who are suffering as a result of the failure includes many prominent houses, as well as five banks. D. Rattray, of the Quebec house, has been arrested, and several warrants are out for the arrest of John Rattray, who managed the Montreal office.

Where John Rattray is to-day no one seems to know. It is rumored that he is in Mexico.

It is several years since Rattrays opened a Montreal office. The firm was highly thought of in Quebec and Montreal for years, and the opening of the Montreal branch was looked on as a sign of progress. For several months past there have been rumors regarding the firm's standing.

Their chief business was in sugars, molasses, nuts and pork. In sugars they did a large business, importing, and under-selling Canadian manufacturers. The market went against them, however, and they lost heavily. They broke the market in molasses, too.

A later despatch says that a warrant has been issued for the arrest of D. J. Rattray, Montreal manager of the firm, by J. A. McLean, of the Canadian Cocoanut Co., and also one against W. J. Lefebvre, formerly chief clerk in Montreal. The warrant charges the defendants with having received a certain valuable security—an accepted draft for $174.46—on conditions requiring them to account for or pay the proceeds to a certain bank, and that they have omitted to account for the same and have fraudulently converted the same to their own use.'

Lefebvre appeared before the magistrate and was allowed freedom on nominal bail, when he pleaded not guilty. On petition, E. J. Waterson is meeting the creditors at the Court House here today.

D. Rattray, Quebec, who was arrested last Thursday, is out on $4,000 bail. Preliminary investigation will be held in Quebec City to-morrow.

Retailers to be Heard at Wholesalers' Convention

First Time in History of the Grocery Trade in Canada That Manufacturers, Wholesalers and Retailers Will Unite to Talk Conditions—Date of Meeting Decided Upon and Programme Partly Arranged—A New Era Opening for the Trade.

Toronto, March 31. — As intimated some time ago in the Canadian Grocer, the Ontario Wholesale Grocers' Exchange will meet this year in Toronto, and a feature will be the presence of retailers and manufacturers to discuss trade questions of the day.

At a recent meeting of the Exchange held here, the date of the convention was decided upon, and preliminary arrangements made.

It will open on Monday, April 25th, and will continue over Tuesday, Wednesday and Thursday, and a room to accommodate at least 150 will be secured.

It was decided that at the convention there would be no discussion of individual grievances, but that the discussions and papers would all be on the general policy of the principle of conducting business on good, fair, honest lines, admitting there are evils to overcome, but not specifically stating any individual grievance that a particular house might have.

After the preliminaries incidental to the opening of such a meeting, which will include the address of President W. G. Craig, Kingston, an important question will be discussed, namely: "Conditions of the trade among manufacturers, wholesalers and retailers, and the educational value of trade meetings," the subject to be introduced by F. T. Smye, Hamilton.

At 2.30, H. C. Beckett will introduce the subject: "Are our relations with manufacturers satisfactory What the judgment teaches."

At 3.30, Hugh Blain will read a paper on "Declarations—their uses and importance."

"How to preserve the interests of the retail trade," will be introduced by Jno. Dillon, London.

"The cost of doing business," will be another subject for the first day, as well as "transportation difficulties."

Tuesday will be known as Manufacturers' Day, and all manufacturers with whom the wholesale grocers do business are to be invited.

Several important questions are on the slate for this day, including the Contract Selling Plan; discrimination in favor of certain retailers; quantity price and wholesaler's cost of doing business. It is anticipated that this conference will take the entire day.

Address on Secret Commissions Act.

Wednesday will be devoted principally to retail grocers and will be known as Manufacturers' and Retailers' Day.

At 10 a.m. E. M. Trowern, secretary of the Dominion Retail Merchants' Association, will give an address on "the relation between manufacturers, wholesalers and retailers," to be followed by a discussion. This is an important matter, and it is likely that the entire morning will be used in talking over grievances in the trade.

By special arrangement E. F. B. Johnston, K.C., will address the meeting at 2.30 on Tuesday on "The Secret Commissions Act, and the rights of manufacturers, wholesalers and retailers as defined in the judgment of Guild suit." The entire afternoon will be devoted to this question.

The fourth day will include adoption of by-laws, election of officers and committees, resolution re travelers' holidays, resolution re Christmas presents, etc.

Things That Shouldn't Be

Frozen Fish Should Not be Separated on the Sidewalk in view of Passers-by Who May be Probable Purchasers.

The Canadian Grocer

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FRUIT TREES AND FROST.

Upon the weather of the next month will depend to a great extent the fruit crops of the coming season.

The warm spell of weather which we have been experiencing during the past two weeks is unreasonable and fruit growers will await with interest conditions in April and during the early part of May. To have a warm March followed by severe cold will certainly be detrimental to the buds of fruit trees and to small plants whose roots are now beginning to awaken after the winter months.

The longer the warm spell lasts the more advanced will be the buds. Therefore if warm weather should last another week it would cause the buds to be still further advanced, and then it would take but a moderate amount of cold to cause considerable damage—in short, the damage, providing frosts do come, will be directly proportionate to the length of time the mild weather lasts and how severe the frosts are.

Statements of Western Ontario fruit growers substantiate this view of the situation; but the question is, has spring come to stay or will we see severe cold weather during April?

The "weather man" in the government observatory at Toronto tells The Canadian Grocer that there are no indications of any serious cold or stormy weather. He says it does not follow that because March is warm that we will have a backward April and May.

In 1878 we had one of the warmest springs on record and it was introduced by a mild March—just such a one as has been experienced this year.

There will, of course, be periods of cooler weather, he says. We are not yet out of the frost danger zone and some short dips of the mercury are to be expected, but it is not likely they will last.

TO MAKE CIVIL SERVANTS PAY.

Merchants throughout the country will be glad to learn of the introduction of a bill in the Dominion House of Commons to amend the civil service act by making all money due on salaries to civil servants liable to attachment for debts in every province according to the laws in each province.

Merchants should see that the members representing their constituencies support this bill when it comes up for argument. There is no reason why civil servants should be exempt from paying their just debts, when others are compelled to do so by law.

As the law stands at present, it is taken for granted that all in the civil service are honest—a rather broad supposition. But if the amendment to the act goes through it places them on the same basis as the majority of the remainder of mortals.

THE MAPLE SEASON.

Warm weather this week is proving unwelcome to owners of maple groves, who are desirous of having the true sap weather. The run of sap this year is not proving of as long duration as was anticipated, and unless weather conditions change there will be a shortage of maple syrup and maple sugar.

The quality is first-class, better than it has been for some seasons, such of the syrup as has so far been received. Prices are firm.

CANNED GOODS SITUATION.

There is much speculation as to the outcome of the canned goods prices before the new stock arrives.

The most puzzling situation, however, is in canned tomatoes. While all jobbers claim that they are good holdings yet many thought prices would have been raised somewhat higher before this. Canners expected it too, but some are disappointed.

Information secured from a member of the latter indicate that canners as a rule did not put up as many tomatoes as a year ago. Some are 10,000 and more cases short.

Yet jobbers state that tomatoes are easier than they were last autumn, although their stocks are not so large as usual at this season of the year. They claim too that tomatoes are valuable and that the probabilities are they will go up, but that consumption has not been extra large.

Instances are known where retailers are selling portions of their canned goods stock back to wholesalers at a profit and are even selling to their competitors. This applies more particularly to peas and corn.

The salmon market is also firm, almost every jobber being short of his usual requirements — especially the better grades—and the best season for salmon has not yet arrived.

It is expected that by the time the summer salmon trade is over stocks will be extremely light, and, with the short run this year, coming on a bare market, the salmon market will be strong for some time to come.

With regard to canned fruits, business is comparatively quiet owing to the large amount of fruit preserved by housewives last autumn and also to the large supplies of apples that are yet being held throughout the country.

CANADA-U. S. TARIFF AGREEMENT

Canada and the United States have reached a tariff agreement whereby Canada will be placed on the U. S. minimum tariff basis. Canada has agreed to grant reductions on a limited list of 13 items in the general tariff.

The changes affecting grocery articles are as follows:

No. of Canadian Tariff.	Reduced Rates of Duty	Reduction	Value of Imports 1910
94—Dates and figs, dried per 100 lbs.	55c	7½c	$125,421
99—Prunes and dried plums, unpitted, raisins and dried currants, per lb.	2-3c	1-3	728,850
109—Almonds, walnuts, Brazil nuts, pecans and shelled peanuts, N.O.P., per lb.			
112—Nuts of all kinds, N.O.P., per lb.	2c	1c	175,375
228—Soap, powders, powdered soap, mineral soap, N.O.P.	32½ p.c.	2½ p.c.	494,036
287—Tableware of china, porcelain, white granite or ironstone	27½ p.c.	2½ p.c.	216,604
711—All goods not enumerated in this schedule as subject to any other rate of duty and not otherwise declared free of duty and not being goods the importation whereof is by law prohibited	12½ p.c.	2½ p.c.	

WHAT TO DO IN APRIL.

During April, grocers as a rule, if their trade is slack put the blame on the fact that their customers are busy doing housecleaning. This, in itself, is a reminder that housecleaning in a grocery store is also necessary during this month and more particularly that it is a time to display brooms, brushes, soaps, lyes, dust-layers, cleansing powders, wall-papers, mops, etc., which are all needed for housecleaning in the homes.

In a grocery store housecleaning means more than merely a cleaning up with soap and water; it means that the whole store should be put in shape for the summer's business.

The soap and water part of it, however, should not be overlooked, for it should reach every part of the entire store, from top to bottom. The stock should have a careful going over, and all goods which are not salable during the summer and especially if they are perishable, should be quickly disposed of.

The refrigerator should have careful attention and a thorough cleaning. Neglect of this may result in much trouble and loss during the summer. Butter, which is the chief article kept in the refrigerator, in fact, which should have either the entire refrigerator or a separate department, is delicate and easily tainted. A perfectly clean refrigerator, free from any possible odor, is absolutely necessary for best results. The water pan, pipes, etc., should be carefully examined, to insure against leakages. The doors should fit tightly to save waste of ice.

The awnings also require attention during the month. A fresh coat of paint and varnish on the store exterior will have a good advertising effect and will be money well spent.

A change in the arrangement of the goods in some cases to give the store a different appearance will also be appreciated by customers. All open bags, boxes, barrels, etc., should be removed as much as possible to give the store a more airy and spring-like character to correspond with warm weather methods.

Improvements for handling fresh vegetables and fruit should be considered, in order to serve them in better condition and also to avoid waste. The delivery wagons also require attention as these are moving round all the time, they are one of the strongest advertising mediums the retailer has in his possession. A dirty, delapidated wagon, a poorly fed, badly groomed horse, and a slovenly looking driver will not invite many new customers, but an up-to-date, clean looking vehicle, with an attractive horse and a clean, cheerful driver will attract attention and bring trade to the store.

The advertising of hams, shoulders and bacon, and naming prices, will be favorably received by the public, especially in view of the great amount of talk about the high price of meats. If you have a ham and shoulder counter, make a big display. On a table near the hams and shoulders a display of the different sized pails of lard and shortening preparations, might be made, having each kind opened and a neat sign accompanying each. The signs should mention, incidentally, the price, for often people will buy when they see the price who will not otherwise do so. Use the local paper to advertise the sale.

Special attention should also be directed to the sale of seeds in April. Frequently a display of garden seeds in the window will attract farmers to a store who will purchase other goods as well. It is worth while trying.

SPICE STANDARDS IN JUNE.

Work on the food standards for Canada is going merrily on at Ottawa in the Inland Revenue department and the end of 1910 will see considerable progress.

It is reported on good authority that the standards for spices will be finished some time in June. This will be welcome news to retail dealers who are anxious to know what they are getting and who want to be honest in selling to the general public what the general public asks for.

WHY ONE MERCHANT FAILED.

A Toronto grocer gave up business this month. That is not unusual, but the reason why he sold out is: He had a well-built store on a fine corner, to which the trade of several hundred families should easily have been drawn. His store was the first in the district, being built four years ago before the section was built up. The stock was good, no credit was given, the window displays were the most attractive of any store in the neighborhood, and a neat wagon and fine horse were kept in a brick stable on the premises. Everything seemed favorable to success.

But there was one thing wrong—the store service — and it killed all the chances of building up a successful business. The grocer and those assisting him put no heart into their work. Customers were waited upon as a matter of duty rather than pleasure. There was no apparent effort to please, and one by one customers were driven to other stores where the clerks did not appear to be bored when asked to sell goods and where they would not hear the grocer and his wife passing unfavorable comments upon customers who had just left the store.

The success of a store depends upon many things, but a chain is no stronger than its weakest link and the weak link in this case was store service. Are there any weak links in your chain?

TACT AMONG SALESMAN.

The use of diplomacy in salesmanship cannot be exercised too highly. The salesman who is tactful in handling customers has a great asset in his favor even if he is careless in other things about the store.

Tact is needed in selling groceries probably more particularly than in anything else because foodstuffs are everyday requirements and buying is done so frequently.

It may be an easy matter for a retail grocery salesman to persuade a woman to accept a certain article in preference to another, but if he is tactful he must be sure that that article will satisfy her better. A diplomatic clerk can sell a high quality article where a poorer one is called for and still be sure that it will give better satisfaction. He must be careful, though, not to allow a customer to think that he is trying to make such a sale because there is more profit on it. That would be disastrous.

In many cases it would be a mistake for a retail salesman to sell an article to a customer which could not be recommended when the store was out of what was asked for—especially if he knew that such a customer desired only the best of goods.

The tactful salesman would decline to sell, but would, of course, secure the article desired from some source or promise to have it in stock in a short time—and he would also advise his employer to see that the proper assortment of goods was in stock.

The clerk who watches the clock will never make a success.

Clerks should not loaf in front of the store. It obstructs the show window and is a poor advertisement for the business.

A clerk who isn't capable of selling any article in the store is not a full-fledged clerk, merely an assistant.

What's become of the old traveling salesman that damned every town and cast reflections on the ancestry of everybody that didn't give him an order?—Gibson's Magazine.

When you have all your bills paid and a surplus in the bank your head is higher, your chest is broader, your backbone is stiffer, and you have confidence that helps you to take on greater responsibili-

Practical Methods Used in Retail Grocery Stores

Easter Window Displays in St. John—Western Merchants Keep Close Tab on Markets—Cold Storage in Cellar for Fruits—New Fixtures in a Brantford Store —Another Early Closing Experiment—Watching Dead Beats in Atlantic City.

Rival Easter Windows.

St. John, N.B., March 31.—That "competition is the life of trade" was evidenced in the Easter window displays of two retail grocers, whose stores are not many blocks apart. One, showing Easter eggs, had a hencoop in the window with the egg producer (a big white Wyandotte) in sight and the legend on a card, "Fresh Laid Eggs." Not to be outdone, the rival followed this lead by a display of eggs surmounted by this card, "Let others have the hen, we have the fresh laid eggs." Both displays were effective.

Watching Markets Closely.

Winnipeg, March 31.—A traveler recently stated that all grocers on whom he calls are wide-awake men, and are making money because they carefully manipulate their businesses. The cash system is becoming more and more popular, and the mail order octopus is receiving its reward. Merchants are watching the markets and buying at the most advantageous prices. The trade is really in an excellent condition in this section of the country.

Cold Storage in Cellar.

Port Arthur, March 31.—Campbell & Gibbon, grocers, have moved into a new building 90 feet long by 21 feet wide. They have the whole of the cellar under the building, about 4,200 square feet, for storage room which includes a large cold storage warehouse for fruits, etc., in the hot season.

In the evening and whenever neecessary during the day the store can be brilliantly illuminated, four large clusters down the centre of the store carrying most of the lighting burden. The store is well fitted up with modern shelves. New fixtures have been ordered for this store and will be here when navigation opens from the east. An electric coffee grinder has already been installed, while among other novelties that will soon be placed in this store is a modern slicing machine, which will be used in the serviing of ham, bacon, etc.

Fixtures in a New Store.

Brantford, Mach 31.—With premises more than twice as large as their former store, the J. Forde Co., grocers, are now comfortably settled down in a new business establishment.

The store has exceptional advantages from a lighting standpoint, two large plate glass windows, with two smaller ones, providing an abundance of light. The store is longer in the portion fronting the street, than in depth. The shelving is of the latest design, the bulk goods being placed in airtight and dustproof bins, to prevent contaminating influences. To the left upon entering is the main counter, with another to the rear. On the right, two show cases of fancy biscuits and fancy confectionery are given a good position. The office is to the rear on the right. A card index system of bookkeeping is employed.

The J. Forde Co. cater to the high class trade of the city, their specialties being the supply of goods for "at-homes" and other such festive occasions.

The store front is of mission style, and presents an excellent appearance, which is contributed to by the well dressed windows which in the past have been a feature of the store.

Early Closing Experiment.

Perth, Ont., March 31.—Perth stores have been closing at 6 p.m. every night in the week except Saturday evenings since January 1st. Beginning last week though they were back to the old plan closing only Monday, Wednesday and Friday at 6 p.m. The every night closing was tried as an experiment during the winter months. It worked out all right, daily sales keeping up as well as usual during those months.

N. E. Dodds, Gore St., turns his spare time during the winter season into money. He has been quite successful this winter in making a number of varieties of "Home Made Candy." This candy finds ready sale at a good profit.

"Red Book" for Atlantic City.

Atlantic City, N.J., March 31.—"Dead beats" who refuse to settle accounts with local merchants are to be listed in a special "Red Book" to be issued by the Credit Bureau Association of merchants connected with the business league.

Members of the league are under contract not to extend credit to any persons whose names are on the list and officials of the bureau report that scores of delinquent debtors have paid old debts rather than chance the list.

J. A. McLean, of the Canadian Cocoanut Co., Montreal, who has been laid up from an injury to his foot, has recovered and is again at work.

ASSOCIATION ARRANGES WINDOW COMPETITION.

Vancouver, B.C., March 30.—An interesting display competition is being carried on by the Vancouver Retail Grocers' Association, which gives an incentive to clerks to exercise the faculties they have along the line of making a window attractive.

In the first place, the names of wholesale firms that handle particular classes of goods were put into a hat. A wholesale provision firm was pulled first, and the first display was of its goods. Next week it will be someone else, and so on. Only four members of the association entered into the competition, but it is expected that with a local firm's goods to be displayed on the next occasion that many more will enter. Not only that, but more interest will have been aroused in the contest.

Judges of the windows were W. J. Haddock, of the produce firm of Parsons & Haddock; H. Leslie Maclean, tea buyer and blender for W. J. McMillan & Co., being representatives respectively of the general wholesale produce men and the grocers, with R. B. Bennett, of The Canadian Grocer, as third man.

The A. & C. Grocery took an easy first; the London Grocery's Fairview branch, second, and the London Grocery on Granville street, third, the prizes being $15, $10 and $5. Frank Wright, the other entry, had the best color scheme, but fell short on other points.

To give opportunity to all alike, the merits of the windows were judged on three conditions: First, effectiveness as regards sales; second, ideas shown, and third, general attractiveness — 50 points for the first and 25 each for the others. The judges agreed that in all one vital point was lacking, namely, a price card. The winner of the competition had the best opportunity, for in the centre was a whole hog, and the effectiveness of contrast, since the price of the animal has gone up, was lost. These displays should create a considerable local interest, not only in the goods, but also in the association.

Merchants' Troubles in Collecting Small Debts

With Present Laws, Accounts of $5 or under Cannot be Collected Without Greater Expense Than they are Worth, Says Winnipeg Merchant—What the 'Small Debt Court' was Intended to do and How Legislation to Secure it was Blocked —Troubles in Garnisheeing Wages.

Winnipeg, March 31.—The collection of small accounts was one of the subjects treated at the business banquet of the Western Retail Merchants' Association mentioned in last week's issue. The address was given by A. G. Lowman, provision merchant, Winnipeg.

"Look back over your small accounts that no law will allow you to collect and you will be assured that the subject is worthy of consideration," he said.

"The law as it stands now is too clumsy to bring it into operation for the enforced payment of small accounts, or any account under or about five dollars. To sue or garnishee is of no avail.

"An instance came to my notice recently of a merchant who sued for a small account. Summons was issued four times and all were ignored. The fifth time the magistrate ordered a gaol term, and within one hour the wife of the accused produced the amount due and the cost of the court. The amount was not worth the trouble to get it.

Cannot Sell for Cash.

"Some might say, why not sell for cash and no bad debts will arise? A family provision trade cannot be run on a cash basis. We must have monthly credit accounts. The cash customer is not loyal, but will run everywhere for goods.

"Now a furniture man has a lien on goods he sells for credit, and the furniture is his until it is paid for. But it would be a useless endeavor for the provision merchant to have a lien on the goods he sells. We are after a feasible policy. We should be protected against the delinquents who rob us, and whose debts we often forget in order to help them out. We want a legal law rather than a moral law to protect us. How to get redress has been admitted by the attorney-general and the premier of this province to be a large question —in fact, too large to permit of any immediate remedy.

"The exemption act works seriously against the retail merchant in this matter. The act was made years ago to apply to the settler in the province, who had to have food irrespective of his ability to pay for it. It was all right for a time and for a certain class, but it is absurd that it should be effective in a city. A few merchants about six years ago asked for a repeal of the exemption act, but it was ignored. We lacked the prestige to urge it through.

The Small Debt Court.

"About the same time the merchants of Winnipeg, through a local member of parliament, were to introduce the small debt court idea before the legislature, but the Trades and Labor Council blocked the bill by misrepresenting it before the influential members of the house.

"Our idea of such a court was simply to have the debt case presented before a magistrate in the presence of defendant and plaintiff, and where lawyers would not be allowed to plead. In case the demands of the plaintiff were considered unjust by the magistrate, arrangements could be made to have a certain percentage, say 10 per cent. of the amount settled, and the remainder paid by instalment. In case the defendant failed to comply he would be guilty of contempt of court, for which he could be gaoled.

"It was on this point that the labor council misrepresented the idea, claiming that the principle of the small debt court was to imprison the defendant.

Make Householder Liable.

"Another point which should be speedily remedied is that all orders which the merchant receives for goods by telephone should be charged to the householder. Recently a landlord declined to pay a bill of $98 for groceries which he said were ordered by the maid in the house. The case was brought to the court and the judge eliminated the defendant from the responsibility of settlement. The Retail Merchants' Association should take this matter up.

"The garnishee act as it works out is a source of annoyance. In order to recover the amount due, a garnishee has to be issued several times since it only covers a period up to the time the issue is received by the debtor. In every case the garnishee in its original form should stand until the debt is cleared off."

NEW OFFICERS ELECTED.

Toronto, March 31.—The 14th annual meeting of the Toronto Branch of the Retail Merchants' Association of Canada, was held in the board room of the association, on Tuesday evening, March 29th.

There was a large and representative attendance of members. R. W. Dockeray presided. The secretary, E. M. Trowern, presented his report for the year, and stated that the branch had now twenty seven active sections in operation. He referred to the various local matters that have received his attention during the year, and thought the time had arrived when he should give his whole time and attention to Provincial and Dominion matters, which were growing more important daily. In order to do that, he advised the members to elect a local secretary, and he tendered his resignation.

The treasurer's and auditor's report were presented, and showed a deficiency, owing to the great expense that legislative matters put the branch to and which seemed unavoidable, as the Toronto branch seemed always to go to the rescue when evils threatened the trade.

The following officers were elected for the coming year: President, R. W. Dockeray (re-elected); 1st Vice-president, W. Mann, (re-elected); 2nd Vice-president, S. Crealock; Treasurer, F. C. Higgins; Secretary, Geo. E. Gibbard.

THEY DON'T ASK CREDIT.

Chatham, March 31.—Alex Hall, a member of the collection department of the local Retail Merchants' Association, at a recent meeting called attention to a noteworthy fact in connection with the work of the department.

"Since it has been instituted," he remarked, "I have noticed that fewer people have asked for credit than formerly. This particularly applies to that class of people whose credit was likely to prove a poor asset. Even many who were likely to be reasonably good pay, no longer ask credit however, apparently disliking to take the risk of having the collector on their heels in case they should allow their accounts to get ahead of them."

Other merchants have noticed this unexpected but gratifying result of the institution of the department. In fact, it seemed to have emphasized, in the mind of the average customer, the circumstance, often overlooked at the moment of purchasing, that an account contracted was a liability which must some day be met, and that to buy on credit did not render ultimate payment any the easier. As a result, a great many people seem to have reached the conclusion that to pay cash would be less trouble all round. One merchant who never went in largely for credit business reports that during the past year his retail credit has been reduced from $200 per month to about $24 a month and that it is of a much better class.

A LEADER OF MEN.

By Elbert Hubbard.

The man who is worthy of being a leader of men will never complain of the stupidity of his helpers, of the ingratitude of mankind, nor the inappreciation of the public. These things are all a part of the great game of life and to meet them and not go down before them in discouragement and defeat is the final proof of power.

TRADE NOTES.

C. A. McMillan, of Sugars & Canners, Montreal, is back from the west.

J. Speer is opening a grocery store at 53 Hunter St., East, Peterboro, Ont.

J. R. Garneau has opened a new grocery store at Notre Dame and Sous-le-Fort Streets, Quebec.

Fire caused considerable damage to the grocery store of Teeple Bros., New Liskeard, Ont., on Monday morning.

Morrow & Deane have purchased the grocery business established by Robertson & Co., on the corner of Seventh Avenue and Yew Street, Vancouver, B. C.

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305 St. Nicholas Building, - - - MONTREAL

The Markets—Sugar Market is again Very Strong

Tendency at Time of Going to Press is Towards an Advance—Scarcity in Sultana Raisins—An Easier Tone to the Bean Market—Prunes Selling Fairly Well But Other Dried Fruits are Slow.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Molasses—Firm.
Spices—Firm and higher.
Sultana raisins—Scarce.
Evaporated apples—Firmer.

Montreal, March 31, 1910.

Although general market conditions are dull, they show at least an improvement over last year at this time. Collections particularly have been very good.

The molasses situation is the same as reported last week, except that jobbers are beginning to believe importers were not far wrong in thinking prices would stay at their present high level.

Sugar—Considerable improvement is noted this week in the sales of granulated. Prices of raw continue high and firm, with refined prices steady at former quotations.

Granulated, bags	5 05
" 20-lb. bags	5 15
" Imperial	4 80
" Beaver	4 80
Paris lump, boxes, 100 lbs.	5 65
" " " 50 lbs.	5 95
" " " 25 lbs.	6 15
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 75
" " 100 lb. boxes	5 85
" " 50 lb. "	5 95
" " 25 lb. "	6 15
" " 5 lb. cartons, each	0 37½
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37½
Extra ground, bbls.	5 50
" " 50-lb. boxes	5 70
" " 25-lb. boxes	5 90
Powdered, bbls.	5 30
" 50-lb. boxes	5 50
Phoenix	5 50
Bright coffee	5 00
No. 3 yellow	4 90
No. 2 "	4 80
No. 1 " bags	4 65

Bbls. granulated and yellow may be had at 5c. above bag prices.

Syrup and Molasses—A considerable doubt has been gaining ground with jobbers as to the wisdom of their present course, holding off for lower prices. Indications now are that there will be continued high prices, particularly for fancy grades.

Fancy Barbadoes molasses, puncheons	0 38 0 40
" " " barrels	0 41 0 43
" " " half-barrels	0 43 0 45
Choice Barbadoes molasses, puncheons	0 36 0 38
" " " barrels	0 39 0 41
" " " half-barrels	0 41 0 43
New Orleans	0 27 0 28
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03⅝
" ½-bbls.	0 03¾
" ¼-bbls	0 03⅞
" 38½-lb. pails	1 80
" 25-lb. pails	1 30
Cases, 2-lb. tins, 2 doz. per case	2 50
" 5-lb. " 1 doz. "	2 85
" 10-lb. " ½ doz. "	2 75
" 20-lb. " ¼ doz. "	2 70

Teas—Teas are in good demand, particularly Japans, though as yet the market is pretty bare of desired lines. It is now only about five weeks until new season teas begin to arrive, and renewed activity may be looked for after that.

Choicest	0 40 0 50
Choice	0 35 0 37
Japans—Fine	0 32 0 37
Medium	0 25 0 28
Good common	0 21 0 23
Common	0 19 0 21
Ceylon—Broken Orange Pekoe	0 21 0 40
Pekoes	0 20 0 22
Pekoe Souchongs	0 20 0 22
India—Pekoe Souchongs	0 19 0 02
Ceylon greens—Young Hysons	0 20 0 25
Hyson	0 20 0 22
Gunpowders	0 19 0 22
China greens—Pingsuey gunpowder, low grade	0 14 0 18
" " pea leaf	0 20 0 30
" " pinhead	0 30 0 50

Coffee—There are practically no low grade coffee on the local market at present. There is a decidedly firm tone to the market. No changes at present in quotations.

Mocha	0 18½ 0 25	Santos	0 14 0 17
Rio, No. 7	0 10 0 12	Maracaibo	0 15 0 18

Spices—The general trend of the spice market is higher. Peppers have steadied at last week's quotations, and cloves, ginger, mace and nutmegs are high and scarce in the primary market. Trade is good for nearly all lines.

	Per lb.		Per lb.
Allspice	0 13	0 18	Ginger, whole 0 15 0 20
Cinnamon, whole	0 16	0 18	" Cochin 0 17 0 20
" ground	0 15	0 19	Mace 0 75
Cloves, whole	0 18	0 30	Nutmegs 0 30 0 60
Cloves, ground	0 20	0 25	Peppers, black 0 16 0 18
Cream of tartar	0 23	0 32	" white 0 20 0 25

Dried Fruits—Prunes seem to be having a fairly good sale just now. The other lines are quiet, in fact, rather exceptionally so, even for this time of year. Sultanas are reported very high in the European markets. They are scarce locally.

Currants, fine filiatras, per lb., not cleaned	0 05¾
" " " cleaned	0 06¼
" Patras, per lb	0 07½ 0 08
" Vostizzas, per lb	0 08 0 09
Prunes—	
40-50	0 09
50-60	0 08
60-70	0 07
70-80	0 06½
80-90	0 06
90-100	0 05½
Raisins—	
Australian, per lb., (to arrive)	0 08½ 0 09
Old seeded raisins	0 06
California, choice seeded, 1-lb. pkgs	0 07
" fancy seeded, 1-lb. pkgs	0 09
" loose muscatels, 3-crown, per lb	0 07½ 0 08
" " 4-crown, per lb	0 08½ 0 09
" sultana, per lb	0 07½ 0 10
Valencia, fine off stalk, per lb	0 05
" select, per lb	0 06¾
" 4-crown layers, per lb	0 06

Nuts—Peanuts are still in extra good demand, but all other lines are quiet. This is only to be expected at this time of year.

In shell—	
Filberts, Sicily, per lb	0 13
" Barcelona, per lb	0 10½
Tarragona Almonds, per lb	0 12 0 13
Walnuts, Grenobles, per lb	0 13 0 14½
" Marbots, per lb	0 12½
" Cornes, per lb	0 11½
Shelled—	
Almonds, 4-crown selected, per lb	0 32½ 0 35
" 3-crown " "	0 31½ 0 33
" 2-crown " "	0 30
" (in bags), standards, per lb	0 26 0 27
Cashews	0 15 0 17
Peanuts—	
Spanish, No. 1	0 12
Virginia, No. 1	0 13 0 15
Pecans, per lb	0 65
Pistachios, per lb	0 75
Walnuts—	
Bordeaux halves	0 28 0 30
Brokens	0 23 0 27

Rice and Tapioca—Buyers seem to be only filling immediate requirements. Orders are small and not at all numerous, either for rice or tapioca. No changes in quotations are reported.

Rice, grade B, bags, 250 pounds	2 75
" " " 100 "	2 75
" " " 50 "	2 75
" " pockets 25 pounds	2 85
" " ½ pockets, 12½ pounds	2 95
" grade c.c., 250 pounds	2 65
" " 100 "	2 65
" " 50 "	2 65
" " pockets, 25 pounds	2 75
" " ½ pockets, 12½ pounds	2 85
Tapioca, medium pearl	0 04¼ 0 04½

Evaporated Apples — Thanks to the pushing, holders of evaporated apples have been giving them lately, matters are greatly improved. Sales are larger and more numerous, and the market has strengthened wonderfully.

Evaporated apples, prime	0 08 0 08½

Beans and Peas—Beans seem to be on the up grade as to consumption. The demand has been steadily on the increase of late. Peas are having somewhat of a slow time just at present.

Ontario prime pea beans, bushel	2 15 2 20
Peas, boiling, bag	2 50

CANNED GOODS

MONTREAL.—The feature of the market is the improved sale of canned fruits. For some time they have shown little life, while now matters are such that there is little to choose between fruits and vegetables as regards sale. Fish are still dull and meats quiet.

Peas, standard, dozen	1 05
Peas, early June, dozen	1 07½ 1 10
Peas, sweet wrinkled, dozen	1 10 1 12½
Peas, extra sifted, dozen	1 52½ 1 60
Peas, gallons	3 87½ 3 92½
Beans, dozen	0 85
Corn, dozen	0 80 0 82½
Tomatoes, dozen (Ontario and Quebec)	0 85 0 90
Strawberries, dozen	1 37½ 1 40
Raspberries, 2's, dozen	1 75
Peaches, 2's, dozen	1 65
Peaches, 3's, dozen	2 65
Pears, 2's, dozen	1 60
Pears, 3's, dozen	2 30
Plums, Greengage, dozen	1 50 1 55
Plums, Lombard dozen	0 95 1 00
Lawtonberries, 2's, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb talls, per dozen	1 87½
½-lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 02½
Other salmon—	
Humpbacks, dozen	0 95 1 00
Cohoes, dozen	1 35 1 40
Red Spring, dozen	1 60 1 65
Red Sockeye, dozen	1 85 2 00

Lobster Futures—
½-lb. flats, doz., $2.40; 1-lb. talls, doz., $4.25.
1-lb. flats, doz., $4.50.

Compressed corned beef, 1s	1 50	Minced collops, 2s	2 50
Compressed corned beef, 2s	2 70	Corned beef hash, 1s	1 60
English brawn, 2s	3 00	Corned beef hash, 2s	2 80
Boneless pigs' feet, 2s	3 00	Jellied hocks, 2s	3 50
Ready lunch veal loaf ½s	1 20	Jellied hocks, 6s	10 00
Ready lunch veal loaf 1s	2 35	Paragon ox tongue, 1½s	7 50
Roast beef, 1s	1 50	Paragon ox tongue, 2s	8 50
Roast beef, 2s	2 70	Paragon ox tongue, 2½s	9 50
Stewed ox tail, 1s	1 60	Paragon lunch tongue 1s	4 00
Stewed kidney, 1s	1 50	Tongue lunch, 1s	3 00
Stewed kidney, 2s	2 65	Sliced smoked beef, ½s	1 60
Minced collops, 1s	1 40	Sliced smoked beef, 1s	2 60

TORONTO.—Canned vegetables are in fairly good demand with an upward tendency. This is also the case in salmon, which are diminishing at a rate that looks like cleaning them out before

the season is over. They are good stock to hold, as are most all canned goods.

Beans	0 85	0 90	Red pitted cherries, 2's	1 75	
Corn	0 80	0 85	Gallon apples	2 45	2 75
Peas	1 10	1 60	Bartlett pears—		
Pumpkins	0 80	0 85	Heavy syrups, 2's	1 65	
Tomatoes, 3's	0 80	0 85	Light " 2's	1 15	
Strawberries, 2's	1 40	1 50	Heavy " 3's	2 40	
Raspberries, 2's	1 60	1 67½	Ligbt " 3's	1 70	
Peaches, 2's		1 65	Lombard plums, 2's	0 80	0 85
" 3's		2 65			
Lawtonberries		1 65			

Clover Leaf and Horseshoe brands salmon:

1-lb. talls, dozen		1 90	Red Spring, doz.	1 55	1 65
½-lb. flats, dozen		1 25	Red Sockeye, dz.	1 65	1 70
1-lb. flats, dozen		2 12½	Lobsters, halves, per dozen	1 85	2 20
Other salmon prices are:					
Humpbacks, doz	0 95	1 00	Lobsters, quarters, per dozen		1 40
Cohoes, per doz.	1 45	1 50			

ONTARIO MARKETS

Toronto, March 31, 1910.

For some reason the wholesale grocery business is not any too brisk. While wholesalers are somewhat disappointed they, however, expect things will pick up soon. Some claim considerable improvement towards the end of the week and a few say that trade is very good.

Sugar—The condition of the sugar market is in such a state that an advance at any moment would not be a surprise. The changes in raw sugar which are upward, are considered indications of another advance. European beet sugar is firm.

St. Lawrence "Crystal Diamonds," barrels	5 85
" " " ½ barrels	5 95
" " " 100 lb. boxes	6 05
" " " 50 lb. boxes	6 15
" " " 25 lb. boxes	6 35
" " " cases, 20-5 boxes	7 60
" " Dominos, cases, 20-5 boxes	7 60
Paris lumps, in 100-lb. boxes	6 05
" in 50-lb. "	6 15
" in 25-lb. "	6 35
Red Seal	7 10
St. Lawrence granulated, barrels	5 20
Beaver granulated, bags only	4 90
Redpath extra granulated	5 20
Imperial granulated	4 90
Acadia granulated (bags and barrels)	5 10
Wallaceburg	5 10
St. Lawrence golden, bbls	4 80
Brigbt ooffee	5 10
No. 3 yellow	5 00
No. 2 "	4 90
No. 1 "	4 75

Granulated and yellow, 100-lb. bags 5c. less than bbls.

Syrup and Molasses—There is a fair demand, and in sympathy with the higher prices of sugar, the feeling in these lines is firm.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz. in case	2 50	Gallons, 6 to case	4 80
		½ " 12 "	5 40
5 lb. tins, 2 doz. in case	2 85	Quarts, 24 "	5 40
		Pints, 24 "	3 00
10 lb. tins, ½ doz. in case	2 75	Molasses—	
		New Orleans, medium	0 31 0 33
20 lb. tins, ¼ doz. in case	2 70	New Orleans, bbls	0 29 0 31
Barrels, per lb	0 03½	Barbadoes, extra fancy	0 45
Half barrels, lb	0 03½	Porto Rico	0 45 0 62
Quarter " "	0 03½	Muscovada	0 30
Pails, 38½ lbs. ea	1 80		
" 25 " "	1 30		

Tea—The tea market is firm and prices are a shade higher in the primary markets, but so small that the retailer will not be affected.

Coffee—Nothing more than the usual demand can be reported this week. Trade is fair but no change in prices.

Rio, roasted	0 12 0 13	Mocha, roasted	0 25 0 28
Santos, roasted	0 15 0 17	Java, roasted	0 27 0 30
Maricaibo, "	0 16 0 18	Rio green	0 08 0 09

Spices—At this time of the year there is little demand for spices of any kind. Orders are small and not any too many either.

Peppers, black	0 15 0 18	Cloves, whole	0 25 0 35
" white	0 22 0 25	Cream of tartar	0 22 0 25
" whole, black	0 16	Allspice	0 14 0 16
		" whole	0 14 0 16
Peppers, whole, white	0 23	Mace, ground	0 75 0 80
Ginger	0 22 0 25	Mixed pickling spices, whole	0 15 0 16
Cinnamon	0 5 0 40	Cassia, whole	0 20 0 25
Nutmeg	0 20 0 30	Celery seed	0 24

Dried Fruit—Dried fruit has been below the mark all winter, and although it is picking up, it is by no means what it should be. Prunes are almost the only line that are moving at all. There are, however, two months yet, at least, for selling dried fruits before new berries will come in, and during that time the sales may come up to their usual level.

	Per lb
Prunes—	
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 09
50 to 60 " "	0 07½
60 to 70 " "	0 07
70 to 80 " "	0 07
80 to 90 " "	0 06
90 to 100 " "	0 05½

Same fruit in 50-lb. boxes ½ cent less.

Apricots—	
Standard	0 15
Choice, 25 lb boxes	0 15
Fancy. " "	0 17
Candied and Drained Peels—	
Lemon 0 09 0 11 Citron	14 17
Orange 0 11½ 0 12½	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag figs	0 03½ 0 04
Dried peaches	0 08 0 08½
Dried apples	0 07½
Currants—	
Fine Filiatras 0 06 0 07 Vostizzas	0 08½ 0 09
Patras 0 07½ 0 08	

Uncleaned ½c less.

Raisins—	
Sultana	0 05 0 05½
" fancy	0 06 0 07
" extra fancy	0 08½ 0 09
Valencias, new	0 06 0 06½
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07½
" 12 oz. " "	0 06
Dates—	
Hallowees 0 05 0 05½ Fards choicest	0 08½
Sairs 0 05	

Rice and Tapioca—The cultivation of rice in some of the southern States is rapidly increasing and the quantity on hand there is almost causing a glut on the market.

Tapioca on the other hand is scarce and higher.

	Per lb.
Rice, stand. B	0 03 0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03¾
Patna	0 05¼ 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 04½ 0 05

Evaporated Apples—There is not much demand and prices are lower. Green apples are too cheap and plentiful.

Evaporated apples 0 07½ 0 08

Nuts—Nuts are out of season according to our custom of eating them only in the winter, principally at Christmas, but the Brazil nuts are gathered about this time of the year and are at their best long before Christmas. Many maintain they should be eaten in June or July.

Almonds, Formigetta	0 11½	Filberts	0 12 0 12½
" Tarragona	0 12	Pecans	0 16 0 18
" sbelled	0 32 0 35	Brazils	0 15
Walnuts, Grenoble	0 13½	Peanuts, roasted	0 08 0 12
" Bordeaux	0 11		
" Marbots	0 12		
" sbelled	0 29 0 30		

Beans—While beans are firm, they are no more than holding their own. Supply and demand seem to balance each other fairly well.

Prime beans, per bushel	2 10
Hand-picked beans, per busbel	2 25

MANITOBA MARKETS

Winnipeg, March 31, 1910.

The wholesale trade is much revived since last week and a wider range of spring and summer goods are moving. The lines that were being delivered heavily during the winter months have diminished considerably, and the trade has become more active in new lines. These chiefly are canned goods, syrup, maple syrup and eggs. Sugar and dried fruits are still greatly in demand, as are also nuts, and this widens the range of goods going into the retailers' hands.

Everywhere in the west the farmers are busy seeding or preparing to do so, and only frequent visits are made to the adjoining store centres, but the orders for goods are consequently larger. The consumption of goods is increasing with the influx of settlers and farm laborers, and the coming summer is going to be a good season for aggressive grocers in Western Canada.

A characteristic of the western merchant is that he means business, and he will defend his rights to the last dollar. As a result the competition which he confronts is going to be met vigorously and legitimately.

Sugar—The price is very firm everywhere, as has been the case for some time. The future is absolutely uncertain since the control is in the hands of a few N. Y. men. Manitoba markets may be advanced, however, independent of other centres, as the price here is said to be comparatively low.

Montreal and B.C. granulated, in bbls	5 65
" " in sacks	5 70
" yellow, in bbls	5 25
" " in sacks	5 20
Icing sugar, in bbls	6 00
" " in boxes	6 20
" " in small quantities	6 25
Powdered sugar, in bbls	5 80
" " in boxes	6 00
" " in small quantities	6 65
Lump, hard, in bbls	6 50
" " in ½-bbls	6 60
" " in 100-lb. cases	6 60

Syrup—One of the commodities discussed in the U. S. and Canadian tariff question is syrup. It is thought that the Canadian price will have to advance, but a special adjustment may be made. A syrup broker said to-day that by April 1 the syrup market would be up many points.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 23
" " 5-lb. tins, per 1 "	2 68
" " 10-lb. tins, per ½ "	2 51
" " 20-lb. tins, per ¼ "	2 57
" " ½ barrel, per lb.	0 04
" " Sugar Syrup, per lb.	0 03½
Beehive Brand, 2-lb. tins, per 2 doz. case	2 23
" 5 " 1 "	2 68
" 10 " ½ "	2 51
" 20 " ¼ "	2 57
Barbadoes molasses in ½-bbls., per gal	0 50
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, ½ bbls., per gal	0 33 0 35
Challenger, 6 10-lb. tins, per case	2 15

Dried Fruits — All lines are moving well, particularly those quoted at the bottom of the list. Peaches and prunes are popular. The following prices hold this week in all lines.

Smyrna Sultana raisins, uncleaned, per lb	0 06	0 11	
" " " cleaned, per lb	0 09	0 13	
Valencia raisins, Rowley's, f.o.s. per case, 28's		1 65	
" " selects " 28's		1	
" " layers " 28's		1	
California raisins, choice seeded in ½-lb. paokages per package			
" " fancy seeded, in ½-lb. packages per package			
" choice seeded in 1-lb. packages per package			
" " fancy seeded in 1-lb. packages per paokage		0 08½	
Raisins, 3 crown muscatels, per lb		0 06½	
" 4 " " "		0 07	
Prunes, 90-100, lb	0 05	Prunes, 50-60 "	0 07½
" 80-90 "	0 05½	Prunes, 40-50, lb	0 08½
" 70-80 "	0 06	Silver prunes, ac. to quality	0 09 0 12
" 60-70 "	0 06½		

Currants uncleaned, loose pack, per lb	0 06½
" dry, cleaned, Filiatras, per lb	0 06¾
" wet, cleaned, per lb	0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08½

Pears, per lb	0 09	0 15	
Peaches, standard, per lb		0 08¾	
Peaches, choice		0 09	
Apricots, standard, per lb		0 15	
Apricots, choice per lb		0 15½	
Plums, pitted, lb	0 11	0 12½	
Nectarines, lb		0 09¼	

Dates, per lb., Hallows, bulk	0 06½
Dates, Fard, 9½ lb. boxes	1 30
Dates, packages 30 in case	0 07
Figs, per lb	0 04½ 0 05
Peel, lb., lemon	0 09½
" " orange	0 10
" " citron	0 13¾ 0 18

Honey—The trade has revived with the return of spring and special orders are numerous. Wholesalers will be out of goods before new crop stuff arrives. 2½-lb. tins are scarce.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	1 90
" 60-lb. tins, per lb	0 15

Beans—This market is easy just now, although prices are not going lower. It is stated that the prices in Winnipeg have been reduced to compel stock holders in the east to release. The result has not taken place yet.

3-lb. picker, per bushel	2 20
Hand pioked, per bushel	2 30

Tapioca and Sago—The trade continues excellent, but it is evident that merchants are quite well stocked. Prices are held firm, particularly on sago.

Pearl tapioca, per lb	0 05
Sago, per lb	0 05 0 05½

Nuts—Walnuts are going out well and peanuts still are firm in price. It is rumored that the little Italian outdoor counters will not have very large stocks of peanuts this summer. The trade will revert to the better class of dealers.

Shelled Walnuts, in boxes, per lb	0 30
" " small lots, per lb	0 31
" Almonds, in boxes, per lb	0 33
" " small lots, per lb	0 34
Peanuts, Japan, per lb	0 13 0 16

Rolled Oats—The prices are low and there is no change in the trade. Little is moving, and the future is uncertain. It would seem that the majority of wholesalers would like to see and advance.

Rolled oats, 80 lb. sacks, per 80 lbs	1 80
" 40 " " 40	0 95
" 20 " " 20	0 50
" 80 " (8. 10s)	2 20

Maple Syrup—These prices are maintained and may continue to rule in the new product expected next week from the east. Last season's stocks are low, but the remainder is in good condition. Supplies from the east will be abundant.

24 quarts, per case	5 10
12½ gallons, per case	5 15
6 gallons, per case	9 30

Barley—No change whatever is reported in the barley situation. Ruling prices are low and may continue so for some time, as all handlers seem to be satisfied.

Pot barley, per bag, 100 lbs	2 35
Pearl barley, per bag, 100 lbs	3 45

Fresh Fruits and Vegetables—The following prices rule this week. Apples are getting scarce and prices are going up here. Little native stuff is on the market.

Carrots, per lb	0 02½
Potatoes, per bushel	0 50
Cal. cauliflower, per crate	4 50
Native cabbage, per lb	0 02½
Native oeets, per bushel	0 90
Native onions, per doz	0 40
Oranges	3 50 3 75
Lemons	4 5 6 00
Apples, Ontario, per bbl	4 00 6 00
Grape Fruit, per crate	6 00
Grapes, per keg	5 00
Bananas, per lb	0 05
Cranberries, per bbl	8 00 9 00
Tomatoes, per crate	5 00

Canned Goods—Wholesalers are sorting up just now and preparing to instal large stocks when navigation opens. The trade is heavy in all lines and will continue so for some time. Peaches are still low, but are expected to go up soon.

Evaporated Apples — The market is still weaker and little is moving. Everything is going at about 7½ cents. As supplies will be cold storage in the future there is chance of an advance.

Eggs—Manitoba stocks are plentiful and jobbing at 27 to 29 cents for the fresh laid. The Easter trade was not up to expectations and prices may be forced down, due to overstocking.

Butter—These prices are maintained, and the trade is good in the creamery product. There is too much of the poor dairy on the market, and prices will likely be lower.

Creamery, Eastern Townships	0 28
" Manitoba	0 26
No. 1 Dairy	0 22
No. 2 Dairy	0 18

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., March 31, 1910.

Apples are rather scrace just now, and some days it is next to impossible to get first-class stock. They are quoted at $2.75 and $3 a box, which is pretty high.

California vegetables are now on the market, such as cauliflower, rhubarb, etc., rhubarb selling at $3.50 for a 45-pound box.

Bacon is back to 29 cents again. Little change is noticeable in other lines this week.

Corrections by wire.—All standard brands of condensed cream have advanced 40 cents per case; best grade of eastern butter is up 2 cents to 32—next grade advanced to 30; potatoes are cheaper and stocks are being cleared; canned early June peas are up 20 cents per case; one brand of ham has advanced to 22 cents, making an increase of about 3 cents, and bacon has gone up from 21 to 24 cents.

Sugar, standard granulated	5 80	
Sugar, Imported	5 25	
Val. raisins, lb.	0 05½	
Cal. " "	0 07	
Prunes	0 05½	0 07½
Currants	0 06½	0 07½
Dried apricots	0 11	0 13
Flour, Standard, bbl	6 90	
Cornmeal, p. 100 lbs	2 60	
Beans, per lb	0 03½	0 04½
Rice, per ton	68 00	76 00
Tapioca, per lb.	0 03¾	
Apples, box	2 75	3 00
Evaporated apples	0 08½	
Butter, Eastern dairy in tubs	0 25	
Butter, Eastern dairy, choice	0 30	0 31
Butter, local creamery	0 45	
Butter, Western	0 22	0 25
Eggs, Eastern	0 30	
Eggs, California	0 3?	
Eggs, local	0 35	0 37
Cheese, Ontario	0 14½	0 15
" Manitoba	0 14	
Bacon	0 29	
Lard, pure	0 20	
Lard, compound	0 17½	
Potatoes—		
Ashcrofts, ton	40 00	
Local, ton	25 00	
Canned Goods—		
Peas	1 30	
Tomatoes	1 27½	
Corn	1 02½	
Apples	3 42½	
Strawberries	2 15	
Raspberries	1 85	

NOVA SCOTIA MARKETS.

Halifax, March 31, 1910.

The price of eggs fluctuated widely last week, and early it looked as if the consumer would have to pay high prices for Easter eggs. During the close of the week, however, good fresh-laid stock could be bought for 22 cents per dozen. The demand was good, and the stocks on hand were soon bought up. When the week opened it looked as if there would be a scarcity and the wholesalers jumped the price to 24 cents. The receipts, however, increased, and the price came down again, 22 cents being quoted. Large quantities have been shipped to Montreal this season, and the receipts from Prince Edward Island have not been as heavy as usual.

Jobbers report a good demand for canned goods of all kinds, and the Easter trade was good in all lines. Collections are good for the season of the year.

Corrected by Wire.

Creamery prints per lb	0 26	0 27
Creamery solids per lb	0 27	0 28
Dairy, tubs, lb.	0 23	0 24
Fresh eggs, doz.		0 22
Sugars—		
Extra Standard, granulated		5 15
Austrian, bags, granulated		5 05
Bright yellow		4 85
No. 1 yellow		4 75
Flour h. wheat per bbl	6 40	6 50
Flour, Ontario blends, bbl	5 75	5 85
Cornmeal, bag.	1 70	1 75
Oats	0 54	0 55
Pork, American per bbl		28 00
Pork, clear bbl	31 50	32 00
Beef, American plate per bbl		18 25

Beef, Canadian per bbl		18 00
Hams smoked		0 16½
Pork, fresh	0 10	0 11½
Codfish, quintal		5 50
Herring, pickled per bbl		5 00
Apples, per. bbl.	1 50	3 00
Potatoes—		
P.E. Island, bag		1 40
Nova Scotia		1 60
Onions, Spanish per lb		0 02½
Onions, American, per lb		0 02¼
Onions, Canadian, per bag	1 60	1 75
Molasses, fancy Barbados, bbl.		0 38
Molasses, fancy Barbados, gal.	0 32	0 35
Beans, bushel		2 25
Rolled Oats, bbl.	5 25	5 40

NEW BRUNSWICK MARKETS.

Corrected by Wire.

Sugar—		
Standard gran.	5 30	5 40
Austrian "	5 20	5 30
Yellows	4 80	5 20
Flour, Manitoba	6 55	6 65
" Ontario	5 85	6 15
Cornmeal, bags.	1 57	1 60
Rolled oats, bbls	5 35	5 40
Buckwheat, west. grey, bag	2 90	3 00
Val. raisins, lb.	0 05½	0 06½
Cal. raisins, seeded	0 07½	0 08½
Currants, lb	0 07	0 07½
Prunes, lb	0 05½	0 09
Rice, lb	0 03¾	0 03½
Beans, hand picked, bus	2 25	2 30
Beans, yellow eye, bus	3 60	3 75
Cheese, lb	0 13½	0 14
Lard, compound lb	0 14	0 14½
Lard, pure, lb.	0 18½	0 18½
Pork, domestic mess	28 00	28 50
Pork, American clear	30 00	33 50
Beef, American plate	18 75	19 00
Beef, Canadian plate	18 25	18 50

Molasses, fcy. Barbados, gl	0 33	0 34
Butter, dairy, lb	0 22	0 25
Butter, creamery, lb	0 26	0 29
Eggs, doz	0 24	0 26
Eggs, new laid	0 28	0 30
Potatoes, bbl.	1 25	1 50
Canned goods—		
Peas, doz	1 10	1 50
Corn, doz	0 85	0 90
Tomatoes, dz	0 95	1 00
Raspberries, dozen	1 90	2 00
Strawberries, dozen	1 65	1 75
Salmon, case—		
Red spring	6 50	6 75
Cohoes	6 00	6 25
Peaches, 2's, dozen	1 70	1 80
Peaches, 3's, dozen	2 80	2 90
Baked beans, dozen	1 15	1 25
Fish—		
Cod, dry	3 25	4 50
Herring, salt, half bbls	2 60	2 70
Herring, smoked, box	0 11	0 12

PRINCE EDWARD ISLAND MARKETS.

Charlottetown, March 31, 1910.

The following are the present quotations in the Charlottetown grocery trade.

Corrected by Wire.

Sugar—		
Standard gran.	$ 5 35	5 45
Yellow	4 70	4 80
Crystal	4 00	4 20
Flour, Ontario	5 70	6 00
" Manitoba	6 60	6 75
Cornmeal, bag	1 75	1 85
Raisins, Val.	0 06½	0 07½
Raisins, California, seeded	0 08½	0 09½
Currants	0 07	0 07½
Rice	3 00	3 25
Beans, bushel	2 20	2 30
Cheese	0 12½	0 13½
Lard, pure	0 17	0 17½
Molasses, fcy. Barbadoes, gal	0 34	0 36
Oatmeal, 100 lbs	3 00	3 25

Rolled oats, bag 90 lbs	2 50	2 60
Bran, per ton	26 50	28 00
Middlings, ton	29 00	30 00
Butter, creamery, per lb	0 25	0 26½
Butter, dairy, fresh, per lb	0 22	0 25
Butter, dairy, tubs	0 20	0 23
Eggs, dozen	0 20	0 22
Potatoes, bus.	0 25	0 35
Turnips, bus.	0 15	0 20
Chickens, lb.	0 11	0 13
Pork, medium	0 11	0 11½
Pork, heavy	0 10	0 10½
Beef, carcase, per lb	0 07½	0 08½

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A TIN CONTAINING ABOUT A QUARTER POUND MORE LYE THAN IS USUALLY GIVEN.

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Wants the Richest Milk for Her Baby

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Breakfast Bacon Skinned Backs and Hams

Finest Quality. Made from Selected Hogs.
Made under Government Inspection.

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LIMITED

PACKING HOUSE:

FERGUS, - - ONT.

HEAD OFFICE:

70 and 72 Front St. East, TORONTO

Butter Sales Brisk at Somewhat Higher Prices

Receipts Not Large Enough to Supply the Demand — No Change in High Hog Market—Eggs Yet Too Expensive for Packing Purposes—Warm Weather Tends to Shorten Maple Syrup Season.

The provision situation throughout the world is active and prices are high. Even at the high price of hogs, England at present could take our hog products and give us a profit. The scarcity of hogs prevails the world over, and prices must rule high for some time.

The English butter market is strong. Prices have advanced, and sales are easily effected. The bulk of our butter is pretty well cleaned out, and the market is in good condition to meet the new season's make when it opens up.

Cheese also has taken a more favorable turn, and will let the dealers out better than they feared some time ago. They, however, are not satisfied with last year's business. They claim that merely to get out without a loss, is not sufficent inducement to keep on grinding. Very likely cheese will have to start this season at a lower figure, before the dealer will take hold of it.

MONTREAL.

Provisions—Live and dressed hogs are both still on the upward grade, being 50c higher than last week, in spite of the fact that this week has been comparatively dull. Dealers expected a certain amount of slackening, however, and it is sure to be only a temporary lull. Other lines of provisions are steady at former prices.

Pure Lard—	
Boxes, 50 lbs., per lb	0 17⅛
Cases, tins, each 10 lbs., per lb	0 17½
" " " 5 " "	0 17⅝
" " " 3 " "	0 17¾
Pails, wood, 20 lbs. net, per lb	0 17½
Pails, tin, 20 lbs. gross, per lb	0 17⅞
Tubs, 50 lbs. net, per lb	0 17
Tierces, 375 lbs., per lb	0 17
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 12⅛
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12½
" 5 " " " "	0 12⅝
" 3 " " " "	0 12¾
Pails, wood, 20 lbs. net, per lb	0 11½
Pails, tin, 20 lbs. gross, per lb	0 11⅝
Tubs, 60 lbs. net, per lb	0 12½
Tierces, 375 lbs., per lb	0 12
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	32 00
Bean pork	28 00
Canada short cut back pork, bbl. 45-55 pieces	31 50
Clear fat backs	34 00
Heavy flank pork, bbl	31 00
Plate beef, 100 lb bbls	9 25
" 200 "	18 00
" 300 "	26 50
Dry Salt Meats—	
Green bacon, flanks, lb	0 16½
Long clear bacon, heavy, lb	0 17
Long clear bacon, light, lb	0 17½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 16
Large sizes, 18 to 25 lbs., per lb	0 17½
Medium sizes, 13 to 18 lbs., per lb	0 18
Extra small sizes, 10 to 13 lbs., per lb	0 18½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 18½
" " " small, 9 to 12 lbs., per lb	0 19
Breakfast bacon, English, boneless, per lb	0 20
Windsor bacon, skinned, backs, per lb	0 21
Spiced roll bacon, boneless, short, per lb	0 15
Hogs, live, per cwt	10 50
" dressed, per cwt	15 00

Butter—Butter is exceptionally high just at present, higher than last year at this time, by some cents. New milk creamery is now on the market, quoted at from 32 to 33 cents. Fresh dairy rolls are slightly higher. Local stocks are low and receipts, though fair, cannot make up the deficit.

Receipts for the week are 1,169 packages, as against 828 packages same week last year. For the season they are 405,089 packages, as against 422,307 packages same season last year.

New milk creamery	0 32 0 33
Fall creamery solids	0 30 0 30½
Dairy, tubs, lb	0 22½ 0 23½
Fresh dairy rolls	0 24 0 25

Cheese—Cheese is a scarce article just at present, though not sufficiently so to give any higher tone to the market. Receipts for the week are 153 boxes, as compared with 284 boxes same week last year. For the season they are 1,971,991 boxes, as against 1,959,492 boxes same season last year.

Quebec, large	0 13
Western, large	0 13
" twins	0 13½
" small, 20 lbs	0 13½
Old cheese, large	0 16

Eggs—New laids are down this week from three to four cents. They are coming in freely, considering the time of year, and the demand has hardly kept pace proportionately. Receipts for the week are 3,051 cases, as compared with 2,851 cases same week last year. For the season they are 217,580 cases. as against 215,121 cases same season last year.

New laid	0 20 0 21

Maple Products—This year's crop of syrup and sugar came in freely for a while. In fact, the pressure of large receipts lowered the syrup quotations from 5 to 10 cents per tin. Sugar has not been made to such an extent as last year, most of the sap being boiled only to the syrup stage.

Compound maple syrup, per lb	0 04½ 0 05
Pure townships sugar, per lb	0 10 0 11
Pure syrup, 8½ lb. tin	0 60 0 65
" " 10½ lb. tin	0 75 0 80

Honey—Honey is steady at former quotations. Sales are fairly brisk, considering that it is the maple season.

White clover comb honey (nominal prices)	0 15 0 17
Buckwheat, extracted	0 08½ 0 09
Clover, strained, bulk, 30 lb. tins	0 11 0 11½
Buckwheat comb	0 12½ 0 13

TORONTO.

Provisions—The extreme keenness in the hog market which existed last week has somewhat modified and things in general are easier. The local demand for cured meats is booming, and prices are well maintained.

Long clear bacon, per lb	0 15 0 15½
Smoked breakfast bacon, per lb	0 18½ 0 19
Roll bacon, per lb	0 15½ 0 16
Light hams, per lb	0 17½ 0 18
Medium hams, per lb	0 17½ 0 18
Large hams, per lb	0 17 0 17½
Shoulder hams, per lb	0 14½ 0 14½
Backs, plain, per lb	0 20 0 21
" pea meal	0 21 0 21½
Heavy mess pork, per bbl	28 00 29 00
Short cut, per bbl	31 00 31 50
Lard, tierces, per lb	0 16½ 0 16¾
" tubs "	0 16¾ 0 17
" pails "	0 17 0 17½
" compounds, per lb	0 13
Live hogs, at country points	9 40 9 60
Dressed hogs	12 75 13 00

Butter—The butter market is firm, and all the good butter that comes in is readily picked up at highest quoted prices. It is, however, altogether likely that the supply will increase and lower prices will rule in the near future.

	Per lb.
Fresh creamery print	0 29 0 32
Stored creamery solids	0 26 0 27
Farmers' separator butter	0 25 0 27
Dairy prints, choice	0 23 0 24
Baking butter	0 18 0 19

Cheese—The cheese market is strong, but steady. While prices in large quantities are a trifle higher, small lots for local purposes are unchanged. New made cheese may be expected in a few weeks.

Cheese, new, large	0 12½ 0 12¾
" " twins	0 12½ 0 13

Eggs—The usual drop in the price of eggs immediately after Easter did not take place this year. Twenty cents is the lowest that any have been sold so far ,and while this may be too high to store them for next winter, there is, however, not much chance for them to get much cheaper. There is evidently something wrong somewhere, when a country like Canada cannot produce enough eggs for its own use. This year eggs have been imported from Europe, and nearly two million dollars' worth were allowed to spoil through careless handling. Instead of blaming merchants for marking too much profit in handling the goods, it might be better to learn how to produce more and how to save the immense waste. Merchants should insist on farmers bringing their eggs out at least once a week, and then they should be shipped without any delay by the store keeper.

New laid eggs	0 20

Poultry—The business in the poultry line is confined almost exclusively to cold storage stock. Little fresh killed is offered, and prices are high.

Spring chicken, dressed	0 18 0 20
Hens, per lb. dressed	0 11 0 12
Turkeys, per lb., large	0 18 0 19
Ducks	0 16 0 17

Honey—The regular demand for honey continues. According to reports and judging from the weather conditions, the crop of maple syrup will be light.

Honey, extracted, 60 lb. cans	0 10¾ 0 11
" " 10 lb pails	0 11 0 12
" " 5 lb. pails	0 12 0 12½
" comb, per dozen	2 50 2 75

CEYLON'S TEA CROP.

The report of the committee of the Planters' Association of Ceylon, recently issued, gives interesting statements of crops for 1909 and estimates for 1910.

The tea production, it states, was more than 190,000,000 pounds, about 12,000,000 more than the last previous year's and about 3,000,000 pounds less than is expected this year. Three thousand acres were opened and planted with tea in 1909. Tea sold in 1909 for two cents a pound more than in 1908.

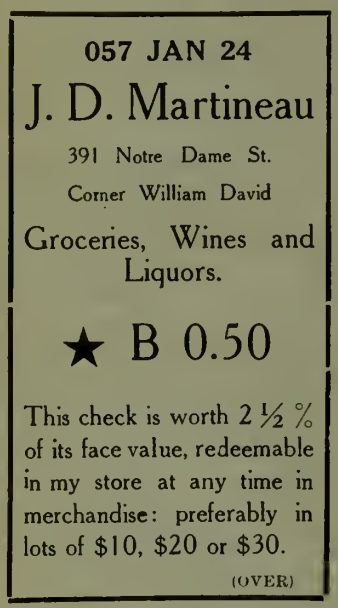
Gives Discount of 2½ p.c. on all Cash Purchases

Plan a Montreal Grocer Has to Encourage Cash Payments—Uses Cash Register and Announces His Method on the Check or Receipt Which Goes With the Goods—How Circular Reads Which he Sends Out.

Montreal, March 30. — As a means of inducing cash buying, J. D. Martineau, a local grocer, has a plan of allowing a cash discount of 2½ per cent. to be given when the customer has purchased $10, $20 or $30 worth of goods.

Mr. Martineau came to the conclusion that the cash buyer was of more benefit to him than those who purchased on time and for that reason he concluded that they should be given a preference.

With every cash purchase the customer received a check showing the amount paid and also announcing the fact that


057 JAN 24
J. D. Martineau
391 Notre Dame St.
Corner William David
Groceries, Wines and Liquors.
★ B 0.50
This check is worth 2 ½ % of its face value, redeemable in my store at any time in merchandise: preferably in lots of $10, $20 or $30.
(OVER)

Sample of Check Given With a 50-cent Cash Purchase.

the check was worth 2½ per cent. of its face value redeemable in merchandise at any time.

In a circular which Mr. Martineau has sent out to customers and prospective customers, he deals with the advantages, so far as he has studied the question, in cash-purchasing and announces his intention to allow the 2½ per cent. discount.

The circular is headed "Martineau's Cash Grocery," is printed in two colors, red and black, and reads as follows:

The Right Way—The Modern Way—The Martineau's Way

READ HOW AND WHY

Our experience in this business has convinced us that merchants have been overlooking the rights and interests of the CASH BUYERS who are so largely responsible for making their business what it is to-day—a success.

Time and again we have been impressed with the fact that a large percentage of the groceries sold over the counter is for cash, and just as often we have thought we should make some special concession to these CASH BUYERS for making this store their buying centre. It is THEIR cash that enables us to pay cash for our goods and secure the usual CASH discounts allowed by all wholesalers and manufacturers.

We have at last devised a plan whereby we can show our appreciation in a practical and substantial way for the assistance these cash buyers will give this store; in other words treat them rigbtly and fairly by allowing them a discount for their cash.

We have placed in the store a mecbanical cashier, constructed to our express order by————————This cashier will give you a plainly printed receipt for each purchase you make for cash, showing the correct amount of your purcbase. Keep these receipts until they amount to $10, $20, or $30, then bring them to the store and give them to the first clerk you meet and he is instructed to give you 2½ p.c. of their face value in merchandise.

Cut out and save tbis 50-cent receipt. It is a start toward the $10.

This is what is meant by The Martineau's Way; it is

The Cash Discount Way—The Modern Way—The Right Way

and you will be surprised to find what an EASY WAY it is to save money, and how much the saving will amount to in the course of a year.

Very truly yours.
J. D. MARTINEAU.

A merchant is never so near success as when he is right.

Keep your future unmortgaged by debt. Save money as well as earn it.

By this means the Martineau store is able to present to the buying public an argument which will appeal to many and which will not offend anyone. Good results have followed the establishment of this method.

STABS AT PUBLICITY.

By Charlotte Mangold in Signs of the Times.

Advertising at random, or "making a stab" at publicity, is an infallible way to increase the costs of any business. Public attention is the subject of many indefinite stabs, but its coat of armor cannot be penetrated by vague and ill-directed thrusts.

The movement of commodities at times is similar to the circulation of money. Sometimes the latter is in constant and voluminous flow, at other times held in check here and there for commercial reasons. A manufacturer whose customers were brewers, in reply to an inquiry on advertising stated that he had the name of every man who had anything to do with buying supplies for breweries, but that the brewers had absolutely stopped buying during a certain period. Asked if he continued to advertise, he said ' "We never stop our advertising even when we know without doubt that our prospective customers have stopped their buying. They will be forced to buy again some time and somebody will have to sell them again and it may as well be us, as "Florodora" would say. We can not afford to let them forget that we have the goods to sell, and the depletion of their stock will take care of reminding them, sooner or later, that they must go to market. If we ceased to advertise just because we knew they were not buying at any particular time, our competitor would have an advantage that we could not overcome without some extraordinary expense, if we could at all."

This point covers quite well the point of continued space in the trade journal. When the purchasing agent, or the person who authorizes him to procure further supplies, is ready to solicit quotations and details, he orders an office attendant to bring him the trade journal. Having seen the advertisement of Jones and Jones in the last issue inspected, he naturally concludes it is in the current issue. He is not going to look through a stack of back numbers at first. One of the most prevailing ideas in the mind of the business man is that an advertisement that he once saw in a copy of a publication will be in any copy that he picks up, particularly the latest edition. Now, if Jones and Jones, for some reason that may have seemed economical, have discontinued the use of the space or are advertising alternately in every other issue, their advertisement may just happen to be out of the copy of the trade journal in consultation. The result is apt to prove disastrous.

Systematic, painstaking and continuous advertising is nothing short of a business asset. There should be the assertion of originality in the plan and purpose and such that will make it replete with refreshing assurance, so that it may at once elicit the interest and invite the confidence of the people who are in the market or will be in the market for the goods referred to. In other words, the advertiser must inject his own confidence in the goodness of the goods advertised and do it in his own way, which is sure to be like that of no other and will therefore have a better liklihood of commanding attention and trade.

TO DICUSS UNION PICNIC.

London, Ont., March 31.—The annual meeting of the London Retail Grocers' Association will be held on Tuesday evening, April 12th, when the election of officers and other important business will come up. The union picnic, Wednesday half holidays for the summer months, the organization of a baseball team to enter the Merchants' League and other matters will be discussed.

It is impossible to say who will be the next president of the association. There are several good men available, if they can be persuaded to stand.

Vice-president N. McLeod has given up business in the east end, and will devote all his time to his market store.

CONTAINS NO ALUM

The increasing demand by the public for a high-class, medium-priced baking powder that does not contain alum, proves conclusively that consumers are realizing the injurious effects of alum in baking powders.

Magic Baking Powder

CONTAINS NO ALUM

MAGIC is the only well-known medium-priced baking powder made in Canada that does not contain alum. Grocers best serve their trade by recommending Magic.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

YOUR CUSTOMERS WANT

Clark's Corned Beef

¶ At this time of meat economy it is in special demand, saving as it does 25% on the meat bill.

¶ Keep it and recommend it.

¶ It makes money for you and saves money to your customer.

Wm. Clark - Montreal

Manufacturer of high-grade
—Food Specialties—

A REAL TREAT

At any time of the year.

Goodwillie's delicious Fruits in Glass are always highly appreciated at Any Table—at Any Time.

Remind your customer of Goodwillie's when she is buying and she will thank you for having done so.

Is Your Stock Well Assorted?

Goodwillie's Pure Fruits in Glass

Agents - Rose & Laflamme, Ltd., Montreal and Toronto

REGARDING COLD STORAGE.

A Montrealer's Opinion on Its Relation With High Cost of Living.

Editor Canadian Grocer,—Recent publicity given by Montreal dailies to small confiscations of cold storage goods gave many readers the idea that, first, cold storage stock was usually unfit for consumption, and secondly, that, in a great measure, it was the cold storage men who were responsible for the present high prices of farm and dairy produce.

As to the first conclusion, the figures themselves show plainly how much is due to the imagination. One set of figures show that out of 265,000 lbs. of poultry examined, the confiscations amounted to but 150 lbs., or only a fraction of one per cent. Other lines were in similar proportion.

An example of what perfect cold storage can do was shown when, a few years ago, some mammoths were found in the ice in Siberia. Although they had been there for thousands of years, they were in such a perfect state of preservation that the dogs ate their flesh with avidity. Even the food in their stomachs was preserved in its half digested state.

As to the second conclusion drawn, that present high prices are due to cold storage, there is a measure of truth in it. Such large quantities of butter, eggs, cheese, etc., are bought and held in cold storage, that the farmer finds he can raise his prices and accordingly does so. The jobber insists upon his profit and, as a result, the consumer must pay higher prices than were asked during the producing season.

The other side of this is readily seen when we remember that, not so many years ago there were times when little or none of the food stuffs now on sale the year round were to be had. To obtain them at all was beyond any ordinary income. If a general average of present prices for farm and dairy products were to be taken, it would be found that they are not so much above the old-time prices.

Also it must be taken into account that economic conditions are entirely changed in present day life. Take lines which have absolutely nothing to do with cold storage—pork and wool for instance. They are higher, and others more so in proportion than those with which this letter deals. Money is in free and constant circulation. Wages and salaries are higher, so naturally the tide of spending increases. Supplies of dairy and farm produce used to exceed demand. Now there is often a shortage but seldom any surplus. Remember that in former years the production only had to meet demand during a season. Now, while the season is changed to the entire year, all the products mentioned must be produced in practically the same time as before.

It is all right to correct an evil when it comes, but let us be sure first that it is an unmitigated evil. There is no sense in making a mountain out of a molehill, and we must not forget that cold storage is here to stay. With careful supervision it is something that brings us comforts, even actual necessities, which otherwise we would have to go without.

A MONTREALER.

Montreal, March 31, 1910.

SOAP CONCERNS AMALGAMATED.

St. John, N.B., March 30.—An important merger of three soap-making companies in St. John is being arranged, and soon it is anticipated that application will be made for incorporation of a company with $150,000 capital to carry on the business now done by all three. The companies to amalgamate are the Asepto Soap Co., Colls' Soap Ltd., and the Welcome Soap Co., Ltd. The new concern will be known as Asepto Soaps, Ltd., and the business will be carried on in the Welcome Soap Co.'s premises in Union Street. Under the new conditions, all the brands made by the three companies will be continued.

A despatch from Perth, Ont., states that maple syrup makers in that section are meeting a new situation this season. Last November's ice storm damaged trees almost without exception. The place where the limbs were broken has become the outlet for sap. Farmers figure that this continual drop, drop from these places cannot help but cut down the usual amount in their sap cans.

MAPLE SYRUP!

Small's Maple Leaf Brand
is the Standard the world over.
CANADA MAPLE EXCHANGE
Montreal

Nation's Celebrated
CUSTARD POWDER
THE BIG 5c. PACKAGE
Just the thing
WHEN EGGS ARE SCARCE
We stock it. Write.
W. H. ESCOTT
Broker
Winnipeg, - - Man.

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON
Pot and Pearl Barley
Split Peas and Feed

John MacKay, Limited
BOWMANVILLE, - ONTARIO

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

Biscuits and Maple Syrup

Always a Tasty and Dainty Dish.

This is a good season to push biscuits. With maple syrup they are simply delicious. The suggestion will be appreciated by your housewife customers. Suggest our line—very high quality, and sold at the popular price which ensures steady sales.

Ask us about our O.K. Soda Biscuits in 2-lb. cartons and pails.

THE CANADIAN BISCUIT COMPANY, LIMITED
LA PERADE, QUE.

There is no stable profit where there is no lasting reputation.

That's a self-evident proposition—just as plain as "two and two make four."

Profits may flow in for a while, even when a merchant handles second-rate goods.

But, shrewd grocers do not bother much about *transient* success.

They're out for the trade that stays—the trade worth while—*the trade that pays.*

And that trade can only be clinched by handling *first-quality*, *high-grade* goods.

That's why a vast majority of grocers prefer to handle

CHRISTIE BISCUITS

They realize the significance of Christie reputation—a reputation based on high-grade, honest-quality goods.

Besides, there's a Christie biscuit for every taste—we manufacture 600 varieties.

N.B.—Christie Biscuits sell more than biscuits.

CHRISTIE, BROWN & CO., Ltd.

GEO. KEMP, LTD.

LONDON, ENGLAND.

BISCUITS

Do not miss these good selling lines.

Satisfaction on all points.

Repeat orders with every mail.

$ $ $ $ in these dainty goods.

FOR QUALITY

Export Agents:

H. COLLINGS & CO.

16 Philpot Lane London, England

SIXTY THOUSAND SOLD IN SIX YEARS

FIRST AND STILL THE BEST.

¶ The fact that we have sold sixty thousand McCASKEY REGISTERS in the six years we have been in business is sufficient proof that THE McCASKEY SYSTEM IS A SUCCESS.

¶ No thinking man doubts that.

¶ Since it is a proven success in handling credit accounts WITH BUT ONE WRITING why haven't you one?

¶ What it has done for sixty thousand merchants it will do for you.

¶ Let us prove it.

¶ A postal card will bring you information free.

DOMINION REGISTER CO.

LIMITED

Successor to The McCaskey Register Co. In Canada

96-104 Spadina Avenue,

TORONTO, CANADA

As we have entered the field for the manufacture of high-class pepsin chewing-gum under our brand of Y&S, which for forty years has been the leading brand of Stick Licorice sold in the United States and Canada, we beg to call the attention of the trade to the Y&S pepsin gum, a strictly high-class article containing only the finest ingredients. Y&S is the stamp of quality. We put up the following flavors: LICORICE, PEPPERMINT, WINTERGREEN, SPEARMINT. Order a sample box (assorted if required) from your jobber. There is no better gum made. Each piece wrapped singly. 5 pieces to package. 20 packages to box.

National Licorice Co.

MONTREAL

WHITE LILY BRAND BISCUITS

GET BUSY

handling WHITE LILY BRAND
PEOPLE'S FANCY MIXED BISCUITS.

There's no line of Mixed Biscuits quite as good in point of flavour and biscuit condition.

These biscuits include Cocoanut Cakes, Ginger Frosted, Jellied Bar and Hard Sugar Biscuits, and retail at 2 lbs. for 25c., leaving a splendid profit margin.

Other special WHITE LILY LINES we recommend are :

CREAM SODAS, HAVELOCK LUNCH, JAM JAMS and MARSHMALLOW

WRITE FOR PRICES

J. A. Marven, Limited

MONCTON, - N.B.

By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for Immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE JOHN P. MOTT & CO. HALIFAX N.S.

MOTT'S No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

High Wheat Prices Keep Up the Flour Market

Cause Seems to be Due to Manipulation Rather Than to Supply and Demand—No Changes in Flour Markets in Three Months — Demand for Cereals Lighter.

The wheat situation is certainly a puzzler, and it must be manipulated entirely independent from supply and demand. It is quite true that the new crop of last year began with a low stock of old wheat on hand, but with an unprecedented world's crop the natural conclusion at which one should arrive was that wheat and flour would be cheaper. This was the general opinion, and flour dealers were slow in making purchases. When the market however did not give way, a feeling of more confidence was created and trade became active, but it always lacked that spirit of certainty which is based on supply and demand.

At present the flour market in England is dull, and in order to effect sales, lower prices have to be accepted.

Millers declare that there is no margin of profit in shipping flour to England, and it will remain to be seen whether the wheat will get cheaper here, or the flour dearer in Europe. Judging from the condition of the flour market in England and also from the fact that the farmers are still holding larger quantities than were estimated, the chances are that prices will be lower.

MONTREAL.

Flour—Local demand is much better than last week. A general strengthening of the market is noted by local millers. There has been some export demand but not so much as last week. No changes in prices are made.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 80
Glenora, bbl	5 30
Manitoba spring wheat patents, bbl	5 80
" strong bakers, bbl	5 30
Five Roses, bbl	5 80
Harvest Queen, bbl	5 30

Oatmeal—Demand locally is strong. As in flour, the situation looks much better to local dealers. Supplies are good, with no change in prices.

Fine oatmeal, bags	2 37½
Standard oatmeal, bags	2 37½
Granulated " "	2 37½
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
Rolled oats, bags	2 15
" barrels	4 55

TORONTO.

Flour—The local flour market has been without the slightest change for about three months, and although the tendency is downward, there is nothing in view that will change it from the old mark. The market has been dragging for some time. Wheat is claimed to be too high for the price of flour, and yet keen competition will not allow an advance.

Manitoba Wheat.	
1st Patent	5 70
2nd Patent	5 30
Strong bakers	5 10
Winter Wheat.	
Straight roller	5 10
Patents	5 30
Blended	5 30

Cereals—Things in the cereal line are quiet owing, it is claimed to the mild weather especially in rolled oats. Prices are the same as they have been for weeks.

Rolled oats, small lots, 90 lb. sacks	2 20
" " 25 bags to car lots	2 05
Rolled wheat, small lots, 100 lb. brls	3 10
" " 25 brls. to car lots	2 80
Standard and granulated oatmeal, 98 lb. sacks	2 55

TROUBLE OVER FLOUR PRICES.

Millers Fix Their B.C. Prices to Consumer and These are Alleged to Have Been Cut.

Vancouver, B.C., March 30. — The executive of the Vancouver Retail Grocers' Association and the flour mill men are conferring these days over the cuting of prices. Some of the $1.90 brands are being offered at $1.75 as an attraction at one grocery, and having no organization among themselves the mills are doing what they can to stop the display of these goods at cost price. Representatives of the four brands on the market conferred with the executive on two or three occasions but they find the matter a difficult one to handle unless some drastic action is taken.

At that time one brand was not cut, but it was the day after, and the representative of the firm that produces that flour immediately took steps to see if prosecution would be effective, since that flour was sold with a fixed retail price.

At the time a retail grocery firm of Victoria, violated the agreement with a milk condensing company, successful action was entered against that retail firm, but the manufacturers did not press for damages, which it was allowed they were entitled to. Encouraged by this, it may be that similar action may be taken in this instance through the courts.

A milling company of Lethbridge, Alta., who wants to place his goods here, is also looking into the matter. The trouble is that if the price goes to cost, it is believed the grocers will push the second grades in which there is some profit, and in a short time this will have a good part of the trade. A selling price of $1.90 allows only 15 cents on a sack, which is considered a very small percentage of profit, and there had been no objection raised.

The matter is still under consideration.

TRADE NOTES.

John Anderson, general merchant, Haliburton, Ont., died recently.

F. McKeown has purchased the business of A. J. Neville, grocer, Fort William, Ont.

T. W. Edwards, grocer, of 1016 Dundas Street, Toronto, has made an assignment to W. J. Taylor.

Your particular Customer

will quickly recognize the superlative merit of

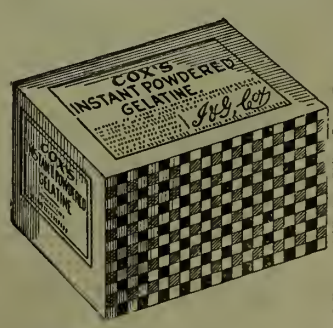
Mooney's Perfection Cream Crackers

from the fresh and crisp condition in which they always reach you.

Moreover the flavor of this cracker is a little different from the rest, an individuality obtained by careful selection of materials, skillful mixing, and scientific baking.

Specialize on "Mooney's" and your crackers will influence all the family trade your way.

THE MOONEY BISCUIT & CANDY COMPANY
LIMITED
STRATFORD, CAN.



COX'S
INSTANT POWDERED
GELATINE

The PURITY of this GELATINE isGUARANTEED by Messrs. COX who themselves both MANUFACTURE and PACK their brand under scientfic supervision.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co. "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills,
EDINBURGH

THE NEW FLAVOR

MAPLEINE

Better
Than
Maple

The Crescent Mfg. Co.,
Seattle, Wash.

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Mus be clean and free from quills. Prompt remittance

WRITE TO

P. POULIN & CO.

39 Bonsecours Market, - Montreal

WE SELL FEATHERS TOO

WINDSOR SALT

CAR LOT OR LESS. Prompt shipments. Write us or prices. Phone order our expense.

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, MANAGER

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

ABSORBINE

will reduce inflamed, swollen Joints, Bruises, Soft Bunches. Cure Boils, Fistula or any unhealthy sore quickly; pleasant to use; does not blister under bandage or remove the hair, and you can work the horse. $2 per bottle at dealers or delivered. Horse Book 7 D free.

ABSORBINE, JR., for mankind, $1.00 per bottle. Reduces Varicose Veins, Varicocele, Hydrocele, Goitre, Wens, Strains, Bruises, stops Pain and inflammation

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.

LYMANS Ltd., Montreal, Canadian Agents.

Butter Dish Season

is the whole year, but more particularly the next six months. Are you prepared for it with a stock of Oval Dishes?

Your order will please your dealer. The dishes will please you.

Graham Bros. & Co., Kinmount, Ont.

TRUMILK

An excellent full cream milk in powder form, suitable for tea, coffee, cereals, etc.

MILKSTOCK

A separated milk in powder form, perfect for all kitchen uses.

Both these products are guaranteed to be absolutely free from all chemicals, preservatives or adulterations of any kind, and are excellent articles for drinking purposes. *Always sweet, safe and pure.* Prices, profit, and any other information required, sent on application to

Canadian Milk Products, Limited

Sole Manufacturers

Head Office : MAIL BUILDING, TORONTO.

LEITCH ANCHOR BRAND OAK LAKE

The Whole Day Long

The goodness of **ANCHOR BRAND FLOUR** is proverbial; it gives "every man's wife" the opportunity to make good bread. This, of course, means larger consumption, but you don't mind that, and your children will not be running Across the Way for "a piece"; they will stay right at home THE WHOLE DAY LONG.

Manfd. by

Leitch Brothers Flour Mills

OAK LAKE, MANITOBA 8

THE Beverage for ALL Weathers

Epps's Cocoa

A Cup of "Epps's" at breakfast **Warms** and **Sustains** you for hours. As a supper beverage it is perfect.

Grateful ***Comforting***

Special Agents : C. E. COLSON & SON, Montreal

Nova Scotia : E. B. ADAMS, Halifax. Manitoba : BUCHANAN & GORDON, Winnipeg.

MAYBE, Brother Grocer, you'll remember the little booklet we told you about some time ago.

About Jones and Mrs. Brown on a rainy day, you know.

Of course, you remember "GET FLOURWISE"—the name on the cover.

Or, maybe, you didn't read your "GROCER" that week and missed the gladsome tidings.

Well, it was a kind of four-color affair on the outside with three inside.

Filled with dinkey little illustrations like a Christmas Pudding is full of plums.

Explaining just what Jones is piping about.

About good flour, FIVE ROSES and things, you know.

Sure we thought it was pretty good ourselves, which was only "nacheral" under the circumstances.

But far be it from us to toot our own trumpet, Brother Grocer.

So we waited with our ear to the ground to see how the trade would "cotton" to the idea.

The way that little booklet circulated would make hot cakes on a hungry day look like an "also ran."

Why, no sensible woman with cooking aspirations can read that little confab between Jones and Mrs. B. without conceiving a taste for FIVE ROSES goodies.

We defy YOUR wife to break the charm.

Says a prominent advertising expert from Toronto Town, whom we do not know personally, and who spent all of a two-cent stamp and half an hour's time to say it:

> "My wife came home from the grocer's to-day with a copy of "GET FLOURWISE," "and, knowing you to be the guilty party, I take this earliest opportunity of taking off "my hat to one of the cleverest things in the booklet line it has been my good fortune "to come across."
>
> "I have read it all through, and my oldest boy has started on it, so that if we "don't soon become a "FIVE ROSES" family it will not be for want of advertising. "If it makes the bread plate circulate, the booklet ought certainly to make the flour "do likewise."

Nice man, that!

Now, Brother Grocer, the printers are working on the *fourth* edition of TWENTY THOUSAND.

So that if YOU missed the first opportunity to get a supply of "silent salesmen," don't miss THIS.

A postal does it.

LAKE OF THE WOODS MILLING COMPANY

LIMITED

MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES

THE RETAILER'S PROFIT.

Merchant Suggests Closer Understanding and Co-operation Among Manufacturers, Jobbers and Retailers.

Editor Canadian Grocer.—Can the honest retailer continue in the grocery business and pay one hundred cents on the dollar with trade conditions as they are to-day? That's the question which I think every independent retailer should figure out. Do it carefully, and note whether he who has been in business for a number of years and has hoarded up a little of his hard earned profits, would not be better off to sell his business before the money which he made under better conditions, has been filched away from him by the standards of to-day. Slowly but surely the net is closing in around him. Uncontrollable expenditure is such that his expense account is easily from five to ten per cent more than ten years ago. Telephones, rapid delivery, higher wages to poorer help, increased rents and taxes, and smaller profits all tend to make the man with the live business dread stock-taking time.

The practical wiping out of discounts, the raising of prices to such a point that the profit does not pay expenses, the competition of those wholesalers who sell to the consumer, and the utter indifference of some manufacturers to the retail end of distribution of their goods, have all tended to make it hard for the retailer to eke out a living.

A grocer tells me that a soap company's traveler came into his store with the glad hand and said: "We have reduced the price of our renowned soap from $4 to $3.85 a box, and now if you want to, you can sell six bars for 25c." There are 100 bars to the box. What a nice profit that soap company figures out for the retailer! Another large company puts out a special line of canned goods, advertised at 5c a tin, which are bought from the jobber at 50c a dozen—positively no discount for cash. These goods are all heavily advertised and the manufacturers practically tell the retailer, what our late friend Mr. Vanderbilt remarked in regard to the public—that if the terms didn't suit, he could go to some place unmentionable here. Such manufacturers, however, may be fooled themselves in the long run.

But why doesn't the retail grocer take hold of this question and figure a way out? As long as things go on as they are, individual kicking will be of no avail. Really I do not think the manufacturers and the jobbers are such terrible fellows. They are just pushing the thing along to a point where the wisest course to pursue would be to have a triangular meeting and let the retailer explain where his troubles are the most pressing. If the retail grocers could get together and make some showing of their actual strength, something to show the manufacturer that at least a portion of the profit should go to them, there might be some very strong arguments put up. That would lead the manfacturer to believe that the co-operation of the dealer would have a much greater selling power than the expensive consumer advertising he often indulges in.

Why not have a convention of manufacturers, or their selling agents, wholesalers and retail men, at some central point and thrash the matter out. I am confident that good would come of it, even if no better arrangements were made in the immediate future. The gathering of retailers would be an inspiration to the trade, and no doubt would lead either to a national association or to some mode of arbitration regarding grievances, by which a committee elected from the three sections could meet at regular intervals and discuss and adjust matters to the general satisfaction of all.

It seems foolish for the matter to be continued under present conditions. The success of the retailer should be the first consideration of both manufacturer and wholesaler. I should like to see at least from fifty to a hundred letters in your next issue from prominent retailers all over the country, giving us their opinions. You have very kindly asked wour readers for opinions on matters affecting this line of business, why not every man who reads the above, write at once to you with a candid expression on the subject—Is it not worth while?

RETAIL GROCER.

Hamilton, March 31, 1910.

Lyman Cox, St. John, N.B., and Henry W. Graham, Halifax, N.S., have formed a partnership with head office in Halifax, to open a new tea blending and packing concern.

Tell Your Customers That:

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When out never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

TANGLEFOOT

The Original Fly Paper

For 25 years the Standard in quality

All others are imitations

Black Watch

The Big Black Plug Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade

A Profit Producer

to which, perchance, you are not yet awake, is a **cigar department,** and the profit in this department will be all you can wish, if you feature the

7-20-4
CIGAR

It is a real business getter, is appreciated by connoisseurs of a good cigar, and sells at the right price.

WRITE FOR DETAILS AND PRICES

The Sherbrooke Cigar Co.
Sherbrooke, Que.

Everything About—

Wonderful Soap

Will show you that it is the Washday Wonder Soap. The Friend of the Household.

The packing, the make-up and the quick sales have made it the friend of the grocer.

We Have a Proposition to Offer You

One that will work to our mutual advantage. It isn't a long story, but it will prove an interesting one. Write for particulars.

The Guelph Soap Co.,
GUELPH, : : ONT.

TORONTO AGENTS:
MacGREEGOR SPECIALTY CO.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, CANADA.

Fancy Florida Tomatoes Hard Ripe
Florida Cabbage Hard, Green Heads
Florida Celery—Fancy at low prices

Arriving in car lots, you may rely on getting fresh stock, as demand is good and cars clean up quickly.

Refrigerators of Fancy Florida STRAWBERRIES

arriving by express—direct shipments from Florida to ourselves.

Bananas, Oranges, Lemons, Grapefruit, Pineapples.

Also **Full lines Cukes, Lettuce, Onions, Peppers, Parsley, Egg Plant.**

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

IT'S

more difficult of explanation why a few grocers still pass by

"St. Nicholas"
and
"Home Guard"

than why an ever increasing majority handle them to the exclusion of all other brands, because there is not as much unsalable fruit in a carload of St. Nicholas as you may sometimes find in a single box of some other brand.

Do you want to make your Lemon Business pay?

J. J. McCABE
AGENT
32 Church Street, Toronto.

Fresh Caught Fish Arriving for Post Lenten Trade

Early Spring Weather Leaves a Supply of Frozen Fish in Cold Storage—Potatoes and Apples in Large Quantities on the Market—Oranges are Good Sellers.

MONTREAL.

Green Fruits—There is little change in the green fruit market. Oranges are coming in fast and lower prices are looked for, though the demand is large enough to warrant a continued good price.

Apples—			Lemons—		
Baldwins, bbl.		3 50	Sicily bitters, box	1 75	2 25
Greenings, bbl.		4 00	Limes, per box		1 50
Russets	3 50	4 25	Oranges—		
Kings, No. 1		4 00	Floridas		3 00
Spies, per bbl.		5 00	California navels	2 75	3 00
Tallman Sweets		3 00	Porto Ricos		2 50
Bananas crated, bunch	1 50	2 00	Mexicans		2 25
Cranberries, bbl.	6 00	10 00	Messina bitters, box	2 25	3 00
Cranberries, per bushel box	1 50	2 00	Jamaica, bbl		4 50
Cocoanuts, bags		4 25	Pineapples—		
Grape fruit—			Floridas, case	3 75	4 00
Florida, box		5 00	Strawberries—		
Grapes, Almeria, per keg	5 00	7 00	Florida, qt.	0 30	0 40
			Tangerines, strap		8 00

Vegetables — Lima beans are scarce, and are being quoted at $3.05 on the coast. This is a raise of 15c over last quotations. Sales of most lines are somewhat slow and prices, while weakening somewhat, are the same as before.

Beets, bag	0 40	0 50	Spanish, cases 150 lbs.		3 00
Brussels sprouts, per qt.		0 23	Spanish, ½ cases	1 50	1 75
Carrots, bag	0 40	0 50	Potatoes—		
Cabbage, bbl	1 00	1 25	Montreal, bag	0 60	0 70
Celery—			Sweet, per bbl.	2 50	3 50
California, crate		5 50	" basket		1 50
Florida, crate	3 00	3 25	Parsley, dozen		0 30
Cauliflowers, crate	2 75	3 00	Parsnips, bag	0 75	0 80
Cucumbers, doz.		2 50	Radishes, dozen bunches		0 40
Garlic, per lb.		0 15	Rhubarb, doz.		1 25
Green Peppers, basket		0 85	Spinach, bbl.		4 00
Lettuce—			Tomatoes—		
Montreal, box	0 50	0 75	Floridas, crate	4 00	4 50
Imported, box		2 50	Cubans, crate	2 25	2 50
Mushrooms, lb.	0 50	0 75	Turnips, bag	0 50	0 60
Onions—			" Quebec, per ton	12 00	14 00
Red, per bag		1 00			

Fish—Fish trade is now to some extent giving way to the meat and egg trade. Demand will be comparatively slow for some time to come. Arrivals of fresh fish are numerous. At least one car of fresh halibut will arrive for a local wholesaler the first of the season. On account of mild weather setting in so early this spring, quantities of frozen fish will be held in cold storage for some time, but it will find a ready market when some shortage of fresh occurs.

FRESH

Dore	0 15	Mullets	0 07
Pike	0 08	Haddock	0 04
Perch	0 07	Halibut	0 12
Steak cod	0 06	Bullheads	0 12
		Carp	0 10

FROZEN

Codfish	0 04	0 04	Mackerel	0 08
Dore, winter caught, per lb.		0 08	Pike	0 06
Haddock		0 04	Salmon, B.C., red,	0 10
Halibut, per lb.		0 10	Gaspe salmon, per lb.	0 18
Herring, per 100		1 00	Smelts, 10 lb. boxes	0 07
Market cod		0 04	Whitefish, large, lb.	0 09
Steak cod		0 05	Whitefish, small	0 07

SALTED AND PICKLED

Green cod, No. 1, bbl.	6 00	6 50	Salmon, B.C., red, bbl	15 00
Labrador herring, bbl		5 00	" " pink, bbl	13 00
" " ½ bbl		2 85	" Labrador, bbl	18 00
Labrador sea trout, bbls		11 00	" " ½ bbls	9 00
Labrador sea trout, half bbls		6 00	" " trcs., 300 lb.	25 00
No. 1 mackerel, pail		2 00	Salt eels, per lb.	0 07
" " ½ bbls		9 00	Salt sardines, 20 lb. pls	1 00
No. 1 pollock, lb.		0 02	Scotch herring, bbl	6 50
			keg	1 00
			Holland herring, bbl	5 50
			" " keg	0 75

SMOKED

Bloaters, large, per box	1 00
Fillets, lb.	0 12
Haddies	0 09
Herring, new smoked, per box	0 13
Kippered herring, per box	1 00

SHELL FISH

Shell oysters, bbl.	10 00
Lobsters, live, per lb.	0 18
Oysters, choice, bulk, Imp. gal.	1 30
" Selects, Imp. gal.	1 50
" "Sealshipt," standards, per Imp. gal.	1 75
" " select, per Imp. gal.	2 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Shredded cod, per box	1 80
Skinless cod, 100 lb. case	5 50

TORONTO.

Green Fruits—The apple situation is still a burden on the hands of the fruit men. The demand is altogether too light, compared with other fruit. This has been brought about through the poor quality of the apples put on our markets, the best stock having been exported. The Canadian people want the best and will not be satisfied with the culls, after the good ones have been picked out for export.

Oranges are in good demand, and the quality is improving. Frosted stock is all off the market. Strawberries are still arriving in ice boxes, and as long as this is necessary, they will have to be sold at high prices.

Apples	1 00	4 00	Oranges—		
Bananas	1 75	2 00	California navels	2 50	3 00
Cranberries, bbl	6 25	6 50	Floridas	2 50	2 75
Cocoanuts, sack		4 00	Mexican	2 00	2 25
Grapes, Almeria per keg	6 00	6 50	Valencia	3 50	4 00
Grape Fruit—			Jamaica, barrel		4 25
Cuban	2 25	2 50	Marmalade, Seville, per chest		3 00
Florida	4 00	4 25	Sicily bitter, box		2 50
Lemons—			Pineapples, case	4 50	5 00
Sicily	2 25	2 75	Strawberries, qt.	0 50	0 60

Vegetables—From week to week the varieties and quantities of vegetables are increasing. This week a nice variety of tempting squash has made its appearance. Tomatoes are getting more plentiful and are of better quality. Celery is in abundance, and is selling well, but potatoes are a drug on the market. One of the dealers on being asked about the price he was selling potatoes at, said that from 50c a bag up was realized, "or any old thing we can get." Potatoes are as plentiful in the vegetable line as apples are in the fruit line, but much safer to handle.

Asparagus, bunch		0 40	Valencias, new, crate	3 00	3 25
Beets, bag		0 90	Spanish	2 50	2 75
Beets, new, doz.		1 00	Green, per doz.	0 50	0 60
Beans, green in qt. boxes		0 25	Spanish, ½ cases		1 50
Cauliflower, doz		2 25	Parsnips, bag	0 85	0 90
Cabbage, Canadian, dozen	0 35	0 40	Potatoes—		
Cabbage, Can., per barrel		1 50	Canadian, bag	0 50	0 55
Cabbage, new, brl.		3 00	Bermuda, new, per barrel		8 00
Carrots, bag	0.65	0 75	Sweet, hamper	1 25	1 50
Carrots, new, dz		1 25	" barrel		3 50
Celery, Canadian, dozen	0 30	0 35	Parsley, per doz bunches		0 70
Celery, Florida	2 00	2 50	Radishes, doz.	0 35	0 40
Cucumbers, doz.		2 50	Rhubarb, doz.		1 00
Lettuce, hamper		2 50	Spinach, hamper	0 90	1 00
Lettuce, per doz		0 30	Tomatoes, hot house, lb.		0 25
Mushrooms, lb.		0 90	Tomatoes, case of 6 baskets	4 00	4 50
Onions—			Turnips, bag		0 40
Canadian, bag	1 00	1 25			

Fish—The fish market, following Lent, is as usual, quiet, and is likely to remain

so for a few weeks. Little fish will be used now till the fresh caught stock comes in. Several small consignments of fresh-caught sunfish, perch, carp and suckers arrived this week from Port Rowan. While the demand is slack, the prices, however, remain unchanged. This being between seasons, it means the cleaning up of the frozen stock and arranging for the summer's business.

LAKE FISH (FROZEN)

Goldeyes	0 06	Pike	0 06
Herring, Lake Superior	0 04	Trout	0 10
Pickerel, blue	0 05½	Whitefish	0 11
Pickerel yellow	0 09		

OCEAN FISH (FROZEN)

Steak Cod	0 07	Salmon, pink, per lb	0 09
Halibut	0 12	" red	0 10
Haddock	0 06½	" sea dressed	0 13
Herring, per 100	1 75	Smelts, No. 1	0 08
Mackerel, each	0 20		

SMOKED, BONELESS AND PICKLED FISH.

Acadia, per crate	2 40	Fillets, per lb	0 14
" tablets, box	1 60	Haddie, Finnan	0 0
Bloaters, per basket	0 90	Herrings, Digby, bndle	0 60
Codfish, shredded, box	1 80	Herrings, Imported Loch Fyne, per kit	1 50
" Bluenose, "	1 40	Kippers, per box	1 25
Cod steak, per lb	0 07	Quail on toast, per lb	0 05½
Cod, Imperial, per lb	0 05		
Ciscoes, per basket	1 25		

BULK OYSTERS.

Oysters, standards, per gal	1 65	Oysters, selects, per gal	1 85
		Oysters, extra selects	2 00

DUTIES ON IMPORTED VEGETABLES.

That the consumption of canned vegetables is being retarded by the importation of fresh vegetables from the south is the contention of some of our packers. It is a well known fact that fresh vegetables are now being extensively used in the winter months more so than in years gone by. That is of common knowledge among the trade, but are they reducing the consumption of the canned products? This is the problem which is under consideration by canners.

Fresh vegetables of course will never take the place of the canned product in lumber, mining and construction camps, but in the cities where they can be easily obtained they are being used extensively.

The tariff on imported vegetables from the U. S. such as cabbage, tomatoes, celery, rhubarb, beets, string beans, and egg plant is 30 per cent. and on sweet potatoes, 10 cents per bushel. On strawberries, which are now being used largely, the duty is 2 cents per lb. and on cranberries it is 25 p.c. When these goods come from British Colonies the duty is a third less in each case.

Bananas, Tomatoes and Pineapples

THE season for these lines is at hand and every dealer should now begin to handle them. We represent the largest and best shippers. Our supply is steady and of best quality. Our big turnover enables us to ship fresh goods at all times, and that is a big factor.

Our prices are low, consistent with the quality of the goods we ship.

WHITE & CO., Limited

Branch at Hamilton TORONTO MAIN 6565

FANCY

RIPE — PINEAPPLES, FLORIDA TOMATOES, BANANAS

FRESH — LETTUCE, RADISH, RHUBARB, GREEN ONIONS

Finest Oranges and Lemons

HUGH WALKER & SON

(Established 1861) GUELPH, ONTARIO

In these busy days of advancement, improved methods of packing, handling and transporting Lemons, FOLLINA BROS. keep abreast of the times and offer always the new reliable pack of Lemons,

BUSTER BROWN

The old reliable method of saddling the horse—taking the grist to mill—alternately shifting the bag from the saddle to your own shoulder, to ease the horse, was certainly reliable, and to-day's methods are as reliable but more in keeping with the keen demand for better Quality—better Lemons. See that every box you buy bears our name.

FRATELLI FOLLINA
PALMERO, MESSINA, Packers

W. B. STRINGER
Canadian Agent, Toronto.

Merchants Unite in Business Men's Associations

Fredericton Retailers Unite to Discuss and Remedy Grievances — Collection of Bad Debts a Prominent Question in New Brunswick.

Fredericton, N.B., March 30.—The merchants of Fredericton are in favor of a Business Men's Association. This was shown by addresses given at a meeting held last week to discuss this question.

M. Tennant occupied the chair and read a communication from Mr. Crocket, M.P., in answer to a request of the merchants that he oppose the Harris Co-operative bill before parliament in Ottawa. Mr. Crocket stated that the Harris bill has been withdrawn in committee and a similar bill known as the Monk bill would probably not become law.

Mr. Jennings stated the object of the meeting and told of the ideas regarding the formation of a Business Men's Association, which had been brought out at the previous meeting. He outlined the advantages of such an association. He referred to the benefits of an association in dealing with the transportation question and other protective methods. He also asked for suggestions regarding merchants' week.

Collection of Bad Debts.

Mr. Neill gave an account of the way bad debts were collected in New York and the Upper Provinces. Information relating to the collection of bad debts in Chatham and Guelph in Ontario was given.

The plan adopted was that a "dead beat" list was adopted and merchants were warned not to trust such people. Then a regular collector was appointed to get after the collection of debts. Other matters such as the regulation of market conditions were considered.

Mr. Neill suggested the formation of a Business Men's Association and on motion it was agreed upon.

Mr. Jennings read the duties of the "bad debt" collector as the plan has been adopted in other places.

The collection plan is run separately from the other benefits of the association and if a merchant wishes to take this benefit he pays an extra fee of $10.

Mr. Lemont referred to the outside collection firms who have handled bad debts for Fredericton merchants and expressed the opinion that they had not all been satisfactory. He thought a local collection system would produce better results. He thought a Business Men's Association would be a great advantage to merchants and that an annual dinner of the merchants would be a good thing to band the business men together.

Ald. Walker was in favor of the scheme and was pleased that all classes of merchants were to be admitted to membership. He thought a committee should be appointed to get this information. The merchants could unite together and derive good results both socially and in a business way.

Mayor Thomas was also a supporter of the new idea and Mr. Jennings urged that the business men attend the meetings and take an interest in the matter once it was formed.

TRADE CHANGES OF THE WEEK.

Losses Sustained by Fire, Assignments Made and Businesses Bought and Sold.

Ontario.

Jessie McDonald, grocer, Goderich, Ont., has assigned.

A. Cameron, general merchant, Oakwood, Ont., is dead.

H. Tolchard, grocer, Toronto, has assigned to M. E. Stanfield.

Estate of A. E. Swain, grocer, Toronto, is selling the stock.

A. McAllister, grocer, Ottawa, has sold to W. F. McQuestion.

The Standard Fruit Co., Midland, Ont., has obtained a charter.

The Lang Jodouin Trading Co., Elk Lake, has obtained an extension.

Wm. Kirkpatrick, general merchant, Burgesville, Ont., sustained loss by fire.

E. A. Wood, Ltd. general merchants, Orillia, Ont., sustained loss by fire recently.

Jno. McIlroy, grocer, flour and feed merchant, Madoc, Ont., has assigned to Dennis Gillen.

R. H. Benson & Co., general merchants, Copper Cliff, Ont., advertise their business for sale.

Mendelsohn & Soskin, general merchants, Huntsville, Ont., advertise their business for sale.

Stock of Jno. Mensour, general merchant, Blind River, Ont., is advertised for sale by tender.

Quebec.

Sarah Herscovitch, grocer, Montreal, has registered.

Mrs. J. G. U. Brodeur, grocer, St. Hyacinthe, Que., has registered.

Assets of Ulysse Harvey, general merchant, Ponte a Pic, Que., are sold.

I. E. Authier, general merchant, Roxton Falls, Que., is offering a compromise.

A meeting of creditors of H Brunelle, grocer, Three Rivers, is called for April 4.

Assets of A. Stern & Co., general merchants, Grand Vallee, Que., are to be sold.

Hill & Depatie, general merchants, St. Armand Station, Que., have sold to H. Ledoux.

Winding up order has been granted on the Caledonian Biscuit & Confectionery Co., Montreal.

A meeting of creditors of J. A. Desaulniers, grocer, Montreal, was called for the 29th of March.

Maritime Provinces.

Alex Burnett, general merchant, Oromocto, N.B., is offering a compromise.

McCormick & Stronach, general merchants, Clementsport, N.S., have registered.

Western Canada.

Margaret J. Smiley, general merchant, Bates, Man., is succeeded by R. Finnie.

"EPICURE" LOBSTERS

are the choicest fish obtainable, scientifically packed, their natural flavor retained. Always delicious—uniform in quality.

ORDER AT ONCE TO INSURE DELIVERY

C. H. MITTON, Sole Packer, - - PORT ELGIN, N.B.

Nearly Everybody is Pleased With the System of the Independents for Supplying Spoons

Your customers obtain the spoon for 10c. without the inconvenience of saving wrappers—you make a little profit. Get Independent Orange and Spoons from your jobber—there's none better being offered.

NOTE—As a few jobbers at present may not be handling Independent Packs of Oranges, we will publish a complete list next week for your guidance.

Independent California Orange Brokers of Toronto

32 CHURCH STREET - - TORONTO

Your best customers will buy "Concord" Norwegian Sardines

because of their distinctive and delicate flavor, and because there is an absolute guarantee of purity of contents given with each tin.

Each tin is provided with a spare lid for use after the tin has been opened.

"CONCORD" SARDINES will more than please your better-class customers, and will prove a remunerative line to handle.

CCC
Norwegian Canned Goods

LIST OF AGENTS:
R. S. McIndoe, Toronto; A. H. Brittain & Co. Montreal; W. A. Simonds, St. John, N.B., Watson & Truesdale. Winnipeg; Radigar & Janion, Vancouver and Victoria, B.C.

BRUNSWICK BRAND
BREAKFAST DELICACY
HERRINGS in TOMATO SAUCE
CONNORS BROS
BLACK'S HARBOUR N.B. CANADA
THEY SHOULD NOT BE LEFT IN THE TIN AFTER IT IS OPENED

Especial Emphasis

should be laid on the fact that

BRUNSWICK BRAND SEA FOODS

are "quality" goods, and you had better be out of business rather than handle canned goods of doubtful quality!

In "Brunswick" Brand our scientific system of canning preserves the delicious natural flavor of the fish—**a great selling point!**

See that you have a full range on your shelves.

CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

Max Hermann, grocer, Winnipeg, has assigned to C. H. Newton.

Dodds & Tyson, grocers, North Vancouver, B.C., are closing out.

W. E. Schwanz, grocer, Vancouver, has sold to Elliott & Marshall.

M. McLean, general merchant, Moose Jaw, Sask., has sold to R. Fysh.

G. Greenslade, grocer and hardware merchant, Vancouver, B.C., has sold the North Arm Road store.

FORECAST OF FISH SUPPLY.

Peculiar Situation in Newfoundland Where Exporters are Holding up the Market.

Halifax, N.S., March 31.—The export trade on dry fish is not exceptionally brisk. The situation is peculiar, particularly in St. John's, Nfld., where buyers for the Northern Brazils are trying to break the market, and exporters are asking higher figures every time they quote, with every probability of the latter winning out, for the simple reason that there are not nearly enough fish to last until new cure is obtainable in any quantity.

The world's consuming markets are absorbing at this time the average quantity of fishstuffs, consumption last week in Oporto alone being 4,500 qtls. of British fish and 4,000 vogs Norwegian. Stocks there have been reduced to 23,000 qtls., against 42,000 qtls. this time last year. Only one cargo said to be on the way from Newfoundland. The Spanish markets are pretty well cleaned up of soft cure Labrador. Italy and Porto Rico are the two markets that seem to have an over supply at the moment. In Southern Brazils, particularly Rio and Stantos, the stock is the smallest for years at this season, and Norway case fish evidently is exhausted in the supplying markets, as a portion of Newfoundland cure is now taking the place of this article, where otherwise there would not be a sale or demand for it.

The most of the nearby West India Islands are in pretty good shape, and judging by the fact that it took ten different shippers to fill a small one thousand-barrel bulk vessel for Barbados in St. John's last week, it is evident that low grade fish is about cleaned up there.

The Norwegian catch has opened in pretty good shape, last reports showing about 13,000,000 landed to date, against 12,000,000 last year.

There is nothing particularly new in pickled fish. Herrings caught last fall sold ex vessel this week at $2, and quite a few are reported yet on the shore. If the Bay St. George fishery is a large one this year, low prices will rule. The market is almost bare of salmon and mackerel; alewives are in fair supply.

The store that is run with one set of rules for the employes and another and different set for the employer is not likely to run far without collision.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

The original Beauce Brand Maple Syrup, new season's pack, is arriving and all orders will be filled promptly, only by the MacLaren Imperial Cheese Co., Ltd.

Laporte, Martin & Co., Montreal, announce bargain figures on 500 cases of sardines, Roman brand, and 50 cases of European asparagus. Their travelers are now on the road taking orders for canned vegetables, soups and fruits, Soleil brand, crop of 1910.

The pop-corn factory of Clyde Fuller & Bro., Windsor, Ont., manufacturers of Kandy Kid, was completely destroyed by fire. They have already made arrangements to establish a larger and better plant than before, and they expect to be in a position to fill orders in about 30 days. The trade will do well to place future orders with this firm now, as they were sold up to their capacity for about 6 weeks when their plant was destroyed. This will no doubt prove one of the best summer lines which has ever been place on the market.

George Mason & Co., Ltd., London, Engalnd, manufacturers of "O.K." Sauce, write apropos of the Canadian Pure Food Laws and point out that theirs is the only sauce that carries with it a purity guarantee of 1,000 guineas and that this challenge still stands uncontested after a period of 25 years. The exact guarantee, as printed on every label, is as follows:—"We guarantee every ingredient of the "O. K." Sauce to be absolutely pure, and of the finest quality only, and the above sum (1,000 guineas) will be paid to anyone who can prove to the contrary, whether by analysis or otherwise."

Another instance of the manner in which trade in some particular line of goods can be greatly stimulated by a simple suggestion amongst customers, comes to our notice. Amongst the biscuit specialities manufactured by George Kemp, Ltd., of London, England, is a round, light, flaky biscuit caller "Butter Puff," and a grocer who recommended their use in the form of a jam sandwich found his sales increase most satisfactorily. He showed his customers that by splitting these "Puffs," placing an even spread of jam between the two halves and afterwards putting in a hot oven for five minutes or more, most delicious pastry sandwiches were made. In this way, a most tasty sweet can be produced and it will be found a welcome addition to the luncheon or tea table, as wholesome as it is delicate.

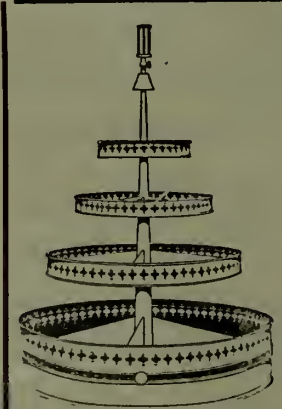
James Dobbin, who for the past twenty-six years has conducted a grocery business on Dundas street east, London, Ont., is dead. He was 87 years of age.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Lemon Bros.
Owen Sound, Ont., and Sault Ste. Marie
Wholesale FRUIT, FISH and PRODUCE
Commission Merchants, and
Dealers in HIDES, WOOL and RAW FURS

TRY LEARD'S LOBSTERS
and CANNED CHICKEN
Write for Prices
W. A. LEARD
Summerside, - P.E.I.



SELL MORE VEGETABLES
AT BETTER PRICES
We figure that's what you want to do so we'd like to tell you how you can do it by using our
VEGETABLE DISPLAY STAND
When writing state whether you have a city water supply.
GALESBURG CORNICE WORKS
93 Cox Street, Galesburg, Illinois

SUNKIST ORANGES

To the Trade:

The co-operative growing and marketing of California oranges and lemons has made it possible for the jobber and retailer to continue selling Citrus fruit. The consumer also has been greatly benefited by these methods of disposing of the orchard products of California.

A few years ago many speculators whipsawed the grower—creating an unstable market, keeping the fruit situation panicky, making it impossible to tell just what the market conditions were and just what the prospects might be.

Rapid fluctuations in the market frequently caused by speculative methods, that were subject to question, kept the jobber and retailer guessing all the time as to what a day would bring forth.

Fruit growers were at the mercy of unfair trade conditions and the legitimate business man suffered because of them.

The California Fruit Growers' Exchange is composed of 5,000 fruit farmers. Anyone growing oranges and lemons can become a member and have a vote in the management of the Exchange. These fruit farmers appoint their own salesmen to sell the product of their orchards.

No profits whatever beyond salary are derived by officers or workers of the Exchange. Every benefit, after actual selling expenses are taken out, goes to the grower of the fruit.

The big advantage of the Exchange is their greater facilities in buying material, such as boxes, etc.—their large shipments, which enable them to secure better transportation facilities, and their splendid organization for the growing, picking and packing of their fruit.

All this means that the consumer of oranges and lemons can now get better fruit at less cost than ever before.

The object of the California Fruit Growers' Exchange is entirely to improve fruit culture in California, and, by handling the product of their orchards in a scientific manner give the consumer all the benefits of highly cultivated fruit at the lowest possible cost. This can be done only by helping the grower,. helping the jobber and helping the retail trade.

The present advertising campaign, being conducted by the 5,000 fruit farmers, comprising the California Fruit Growers' Exchange, is intended to acquaint the public with the nourishing, health-giving qualities of California Oranges and Lemons. The members of the Exchange believe public appreciation will stimulate the growers to greater activity in the production of more and better fruit.

The California Fruit Growers' Exchange

DISTRIBUTING POINTS:

Toronto Winnipeg Montreal Calgary

Platform of N.S. Retail Merchants' Association

Organization in the East Broadening its Membership to Make Work Effective—To Encourage Harmony Among Merchants and to Correct Evils in Credit System—Wholesalers Selling to Consumer Direct.

Halifax, N.S., March 30.—The Retail Merchants' Association of Nova Scotia is now well organized, and is working to obtain as large a membership as possible to assist in attaining its objects and aims. It was organized last September.

Its objects in general are:—

The encouragement of harmony and joint action between retail merchants and the improvement of business methods in general.

To correct evils attending the credit system.

To abolish trade abuses and injurious and unbusiness-like practices.

To disseminate trade information, encourage improvement in business methods, and generally to advance the interests of retail merchants.

Among the by-laws as laid down in the constitution are: The regular meetings of the association shall be held in Halifax on the third Tuesday in January in each year and special meetings at the call of the president.

Membership can be secured on application to the secretary, and on the approval of the executive committee.

The dues shall be $2 per annum, payable in advance at the beginning of each fiscal year, or on application for membership.

All membership privileges shall be suspended after twelve months delinquency, but may be restored on payment of arrears.

The officers shall be, president, vice-president, secretary-treasurer, who shall be elected at the regular annual meeting and shall hold office for the term of one year and until their successors are elected and qualified.

The executive committee shall consist of the president, vice-president and secretary-treasurer, and one member from each county. Five members of the executive shall constitute a quorum.

The president shall be the presiding and executive officer of the association. He shall take the chair at all meetings both of the association and executive committee. In his absence or inability the vice-president shall preside.

The secretary-treasurer shall keep a record of all the proceedings of the association and of the executive committee, attend to all correspondence and such other duties as the association or the executive may direct. He shall have charge of all the funds and deposit the same in a bank in the name of the association, and pay all bills upon vouchers signed by the president, and render a full report at each meeting of the association of duties performed, moneys received and paid out by him, and keep a full and accurate account of all transactions of his office.

The constitution and by-laws of this association may be amended at annual meeting, provided such amendment or provision be proposed in writing and submitted to the executive committee for consideration and report to the meeting with such recommendations as they may deem proper.

Platform of the Association.

Among the specific questions to be given attention are the weights and measures of goods, as merchants in this province are led to believe that great injustice is done both to retailers and consumers in this respect. All members are requested to report to the secretary any cases of shortage with the names of the parties responsible therefor.

The telephone rates, which are claimed to be exorbitant in some districts, will be considered as well as the matter of the parcel post business, as it affects retail trade.

The association will ask the Government to hold the manufacturer responsible for the adulteration of goods instead of the retailer.

Still another object is to prevent the retailing of goods by wholesale houses—al such cases to be reported to the secretary.

The secretary of the association is Isaac MacDonald, Box 439, Halifax.

Why One Merchant Eliminated Delivering Goods

Customers Imposed on Him Too Much and He Couldn't Stand It—Claimed That They Made His Business Unprofitable—How His Customers Got Their Goods Home.

There are few merchants in these days of competition who do not deliver goods and the experience of one who does not, should be of interest to readers.

The multitude of difficulties that would naturally arise were a grocer to eliminate deliveries causes him to consider carefully before he leaps.

A grocer who has broken over the traces and who still claims to be doing a good business was asked the question recently. What he would do if a customer wanted a hundred pounds of flour, a bushel of potatoes or five gallons of coal-oil.

"As we do not deliver any groceries," he replied, "we do not have to bother about that part of it; we let the customer get the goods home in any way he sees fit. But I will tell you how scores of them do get the goods home.

"Many people have rigs of some kind, either buggies or automobiles, and those who have none ask those who have to call at the store and bring the goods out to them. Some families have boys come with a push cart or a wheel barrow and some put the stuff on their shoulders and carry it home themselves. Ladies often use their baby carriages to take home the heavier articles.

Never Saw So Many Rigs.

"I did not know that so many people had rigs until I quit delivering goods; nor how many ways there are to get things home in order to get them a little cheaper. When I quit delivering I thought my flour business would fall off, but instead of that it has increased. But of course I am selling it cheaper than my neighbor. We have a large country trade and the cheaper price just suits them. Their goods are never delivered anyway and when they buy from me they say they are not paying for delivery here in the city which they do when they buy from one who delivers.

"When we used to deliver, a lady drove by and said, 'send me out 25 cents worth of bacon.' She was driving directly home. We drove along behind her all the way to her home when she could have saved us the trip just as well as not. Delivering would not be so bad if the people did not impose upon the merchant so.

"That was one reason why I quit delivering groceries. We were running a wagon and could not refuse her, but it made me boil a little. I resolved then that same day I would quit delivering goods.

Sells For Cash.

"Four years ago I decided to try it and put an advertisement in the paper to the effect that I was going to give my horses a vacation for a month and that my customers should buy enough to last them awhile. Most of them considered it a joke as they had never heard of a horse getting a vacation. When the end of the month came I had my horses all sold and the money spent. I have never delivered goods since.

"We have eight or ten grocers here, but I am the only one who does not deliver. I sell for cash and as I do not employ any help I can sell cheaper than my competitors."

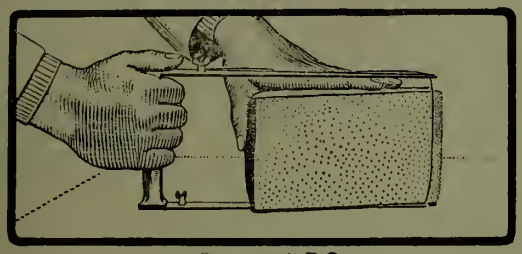
E. W. La Chance, representing Wm. H. Dunn, Montreal, was in Toronto on Monday.

The grocery and general store that has been carried on by T. W. Robinson, at Juniper Island, Stony Lake, Ont., for many years, will this season be run by H. Stock, of Peterboro.

The Perfect CHEESE CUTTER

(Made in England)

A real time-saver, will cut three pieces of cheese whilst you'd be cutting one in the old-fashioned way—and cut them better.



Patent 13713

Carriage paid **$1.50** to any part of the country.

The arms are of spring steel screwed into a heavily silver-plated handle. Strong steel wire, instantly readjusted or replaced. Clean and attractive. A handsome, practical money-saving addition to your counter.

Every Grocer, Restaurant, and Hotel Keeper should have one.

E. MORRIS & CO.

KING'S LYNN, - - NORFOLK, ENGLAND

Bradley Stencil Machine

The latest development of a CIRCULAR Stencil Machine not so expensive as the Standard.

EASY TO OPERATE

HAMILTON STAMP & STENCIL WORKS, Limited

Sole Canada Agents

HAMILTON
37-39 King William St.

TORONTO
38 Colborne St.

EAT SALMON?

Quaker Salmon is the best on earth. That's what we think.

We want **your** opinion.

We want your canned salmon business, and we'll get it if you try a tin of **Quaker Salmon.**

Mathewson's Sons

Wholesale Grocers

202 McGill Street - Montreal

Royal Metal Polishes

With spring and cleaning time here there is a good business in metal polishes for the up-to-date grocer.

There is greater profit in ***Royal*** Polishes than in any other. Cost you less—sell for the same price as other polishes, and ***a Home product.***

Canada's Leading Metal Polish

Write for samples and prices.

Royal Polishes Company, Montreal

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

Classified Advertising

Yearly Contract Rates.

100 words each insertion,		1 year.....	$30 00
"	"	6 months...	17 00
"	"	3 months...	10 00
50	"	1 year.....	17 00
"	"	6 months...	10 00
25	"	1 year.....	10 00

ADDING MACHINE.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

AGENT WANTED.

AGENTS WANTED IN CANADA by Mancheater Manufacturer of Bottled Jams. An attractive line that should sell well. Address—Duerr & Sons, Old Trafford, Manchester. (tf)

BUSINESS CHANCES.

FOR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover $20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

COUNTER CHECK BOOKS.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

FOR SALE—City and Town rights for preserving eggs. No cold storage needed. Box 339, CANADIAN GROCER, Toronto. (14p)

FOR SALE — Automatic Computing Scale. S. H. Fagan, Windsor, Ont. (13p)

MALE HELP WANTED

WANTED—At once, first-class catsup maker. Give references and full particulars. Box 64, Hamilton, Ont. (tf)

MISCELLANEOUS.

AT LAST - A really practical pencil sharpener. The "Spiro" sharpener built on a new principle, positively does not break the lead. Ten blades. Sharpener lasts lifetime. Every pencil user needs one. Pencil sharp in a second. Ask your stationer or write us direct. A. R. MacDougall Co., Canadian Agents, Toronto.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

CUT DOWN THE COST of your fire insurance. Our illustrated catalog "O" on fire-proof windows, doors, etc., contains full information as to how you can save money on your insurance. You will find it interesting. Write for it to-day. A. B. Ormsby Co., Ltd., Toronto. (tf)

MISCELLANEOUS.

DOES YOUR FIRE INSURANCE POLICY protect you? There are points in connection with fire insurance policies that need expert handling to secure proper protection. We are Fire Insurance Experts. We can safeguard your interests, and procure the lowest rates. Mitchell & Ryerson, Confederation Life Bldg., Toronto.

DOUBLE your floor space. An Otis-Fensom band-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

FREE TEST—Prove our claim that "Klear Copy" Carbon gives the best, clearest, unsmudged copies of all typed matter at our expense. Send for sample package "K," free. Peerless Carbon and Ribbon Mfg. Co. of Canada, Ltd., 180 Richmond St. West, Toronto. (tf)

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

INSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive. All foul air in room expelled through special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co., Saturday Night Building, Toronto; Board of Trade Building, Montreal. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

RELIABLE AGENTS WANTED to sell London manufactured "Home Made Brand" Pickles, Sauces, etc. Quality good, prices low and command ready sale. Old established firm. Apply "Onions," c/o CANADIAN GROCER, 88 Fleet St., E.C., London, England. (14)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

MISCELLANEOUS.

A BOOK-KEEPING STAFF IN ITSELF—DOING the work with machine-precision and accuracy, the National Cash Register. Write for demonstration literature. The National Cash Register Co., 285 Yonge St., Toronto.

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macay Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S" The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

$75 buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit: Acme Duplicating Machine, one tubular stand fitted with type cases, compartments plainly lettered and arranged like universal keyboard of the standard make of typewriters, one drawer for accessories and forms, 20 lb. font of typewriter type, one chase, one Acme ribbon any color with typewriter ribbon to match, one pair tweezers, two quoins, one key, one oil can and one set of regists. Sold with a guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

TECHNICAL BOOKS.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Dismod—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-dozen	10c.	$0 85
3-dozen	6-oz.	1 75
1-dozen	12-oz.	3 50
3-dozen	12-oz.	3 40
½-dozen	2½-lb.	10 50
½-dozen	5-lb.	19 80

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 dozen	5c.	$0 50
4 "	4-oz	0 75
4 "	6 "	1 00
4 "	8 "	1 30
4 "	12 "	1 80
2 "	12 "	1 85
4 "	16 "	2 25
2 "	16 "	2 30
1 "	2½-lb	5 00
1 "	5-lb	9 50
2 "	6-oz	Per case
1 "	12 "	$6 00
1 "	16 "	

ROYAL BAKING POWDER

[illegible]	$ 0 95
" ½ lb.	40
" 6 oz.	1 95
" ½ lb.	2 65
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 6 lb.	22 55

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams Per doz		Peach	1 80
Strawberry	1 90	Pear	1 70
Raspberry	1 90	Jellies	
Black currant	1 80	Red currant	2 40
Red currant	1 80	Black currant	2 40
Raspberry & red currant	1 80	Crabapple	1 70
Raspberry and gooseberry	1 80	Plum	1 70
Damson plum, stoneless	1 70	Grape	1 70
Greengage plum, stoneless	1 70	Marmalade	
Gooseberry	1 80	Scotch	1 40
		Orange Jelly	1 75
		Green Fig	2 25
		Lemon	1 80
		Pineapple	2 25
		Ginger	2 25

Pure Preserves—Bulk

	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 0
½-lb. " " "	
¼-lb. " " "	0

Cook's Friend Baking Powder

Cartoons—	Per doz	No. 12, 4-oz., 6 dz	0 70
No. 1, 1-lb., 4 doz	2 40	No. 12, 4-oz., 3 dz.	0 75
No. 1, 1-lb., 2 doz	2 50	In Tin Boxes—	
No. 2, 5-oz., 6 doz	0 80	No. 13, 1-lb., 2 dz.	3 00
No. 2, 5-oz., 3 doz	0 85	No. 14, 8-oz., 3 dz	1 75
No. 3, 2½-oz., 4 dz	0 45	No. 15, 4-oz., 4 dz.	1 10
No. 10, 12-oz., 4 dz	2 10	No. 16, 2½-lbs.	7 25
No. 10, 12-oz., 2 dz	2 20	No. 17, 5-lbs.	14 00

Cereals

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case $3.00.

The King's Food, 2-doz. In case, per case $4.80.

White Swan Barley Crisps, per doz. $1.

White Swan Self-rising Buckwheat Flour, per doz. $1.

White Swan Self-rising Pancake Flour, per doz. $1.

White Swan Wheat Kernels, per doz.	$1 40
White Swan Flaked Rice, per doz.	1 00
White Swan Flaked Peas, per doz.	1 00

Blue

Keen's Oxford, per lb.	0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½-gross box	3 00

Chocolates and Cocoas

THE COWAN CO., LIMITED

Cocoa—	
Perfection, 1-lb. tins, per doz.	$4 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz.	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb.	0 37
Solu. le, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18
London Pearl, per lb.	0 22

Special quotations or Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb.	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lo.	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

Shell, 10c size (for cooking) doz	0 90

Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 35
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 32
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ¼-lb. pkgs., 6-lbs. bags	0 32
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases. Per lb

1-lb. packages	0 26
½-lb. packages	0 27
¼-lb. packages	0 28
1 and ½ lb. packages, assorted	0 26½
¼ and ½ lb. packages, assorted	0 27½
½ lb. packages, assorted, in 5 lb. boxes.	0 28
¼ lb. packages, assorted, in 5 lb. boxes.	0 29
¼ lb. packages, assorted, 5,10,15 lb. cas.	0 30

Bulk—

In 15 lb. tins, 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White moss, fine strip	0 12	0 21	0 17
Best Shredded	0 18		0 1
Special Shred	0 17		0 16
Ribbon	0 19		0 15
Macaroon	0 17		0 17
Desiccated	16		0
White Moss in 5 and 10 lb. square tins, 21s.			

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 20

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 50	1 15
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp proof bags and tins.

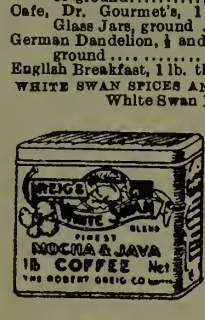
Club House	$0 32	Ambrosia	0 25
Nectar	0 30	Plantation	0 22
Empress	0 28	Fancy Bourbon	0 20
Duchess	0 26	Bourbon	0 18
Crushed Java and Mocha, whole			0 17
" ground			0 17½
Golden Rio			0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

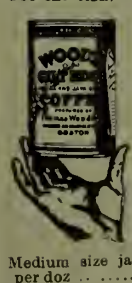
Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, doz.. 8 25

Medium size jars, per doz	4 50
Small size jars, per doz	2 40
Individual size jars per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size, doz.	17 00
Small size, doz.	12 00

Roquefort—

Large size, doz.	2 40
Small size, doz.	1 40

Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40

	W.S.P.	Ret. P.
Ground or bean,	1s	0 50
	½s	0 50
	¼s	0 40
	1s	0 40
	½s	0 30
	1s	0 30
	½s	0 25

Packed in 30s and 50-lb. cases. Terms—Net 30 days prepaid.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 100 cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 36
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ¼-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95 dozen
Medium, cases 2 dozen	1 80 "
Large, cases 1 dozen	2 75 "
Tumblers, cases 2 dozen	1 35 "
25-lb. pails	0 15 lb.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co Ltd Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ¼ cent.

Infants' Food

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.	1 00
2 "	"	1 70
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application.

CRESCENT MFG. CO.

	Per doz
2 oz. bottles (reta at 50c.)	4 25
4 oz. bottles (retail at 90c.)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	14 50

Milk Powder

CANADIAN MILK PRODUCTS, LTD., TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz.	$2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7 lb. tin pails, 8 and 6 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails, per lb.	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails	0 06½

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds, doz. $1.20. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. $1.40. Tomato Ketchup—Bottles (10c. size only) doz. $1.40. Tabasco-Ketchup—Bottles (10c size only) doz. $1.40 Chili Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (new) doz. $1.40; No. 80 jars, doz. $1.40.

W. CLARK'S SPECIALTIES

S.S. Beef (Inglass Brand), 3 sizes—1s, $1.50; ½s, $2.25; 1s, $3.35 doz. Ox Tongue (Paragon), 4 sizes—½s, $7.50; 2s, $8.50; 2½s, $9.50; 3s, $12 doz. Stewed Ox Tail—1s, $1.60 doz. Stewed Kidney—1s, $1.50; 2s, $2.65 doz. Minced Collops—1s, $1.40; 2s, $2.50 doz.

ALWAYS RIGHT. SUN PASTE

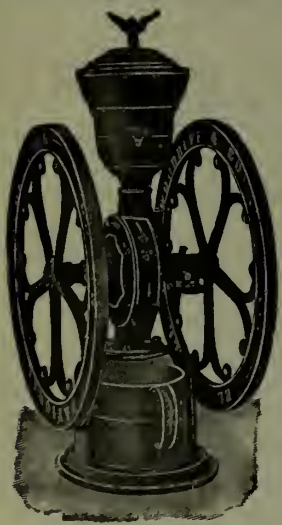
Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

WALKER PATENTED —BINS— M

If Interested in Modern Grocery Equipment write for Our Illustrated Catalogue.

The Walker Bin & Store Fixture Co., Ltd.
Berlin, - - Ontario



ELGIN NATIONAL COFFEE MILLS

are made in no less than 40 DIFFERENT STYLES

This favorite mill, in addition to its being the easiest running and fastest grinding on the market, is an ornament to any Grocery, owing to its attractive symmetry and finish.

The ELGIN has steel grinders, can be adjusted while running, and sells at a

LOW COST

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

HAVE YOU TRIED

MOLASSINE DOG and PUPPY CAKES?

MARVELLOUS FOR ERADICATING WORMS and Keeping Dogs in Splendid General Health

The "MOLASSINE" Dog Foods are the only Foods on the market which besides feeding, keep dogs healthy and improve their coats.

QUOTATIONS AND SAMPLES FROM

ANDREW WATSON, - Sole Importer
91 PLACE YOUVILLE MONTREAL

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants,

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

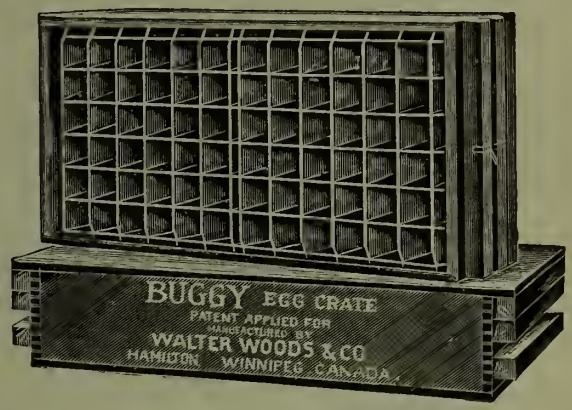
LAMBE & MacDOUGAL, London
H. & A. B. LAMBE, Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax

GREEK CURRANT CO

95 Broad Street - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

BUGGY EGG CRATE



The most satisfactory Egg Carrier yet invented.

YOU should have them in stock.

5,000 sold first season.

Walter Woods & Co.

Hamilton and Winnipeg

OCEAN MILLS
Montreal

Chinese starch, 48 1-lb., per case $4.00; Ocean Baking Powder, 48 3-oz., $1.40; 48 4-oz., $1.80; 60 8 oz., $4.50; 36 1-lb.- $3.75; 48 1-lb. pkg., $4; 10 1-lb. tins, $5; loose 25 lbs., $1.75; Ocean blanc mange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-ounce, $7.20; Ocean corn starch, 48 1-lb. $3.60

Jam

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

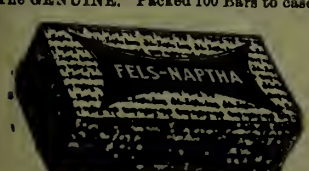
Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 12⅝
½-bbls.	0 12¾
Tubs, 60 lbs.	0 12⅝
20-lb. Pails.	2 63
20-lb. tins	2 53
Cases 3-lb.	0 13⅝
" 5-lb.	0 13⅝
" 10-lb.	0 13⅝

F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.

Tiercas	0 12½
Tubs	0 12¾
20-lb. pails.	0 12⅝
20-lb. tins.	0 12¾
10-lb. "	0 13
5-lb. "	0 13⅜
3-lb. "	0 13¾
1-lb. cartons	13½

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pallets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, new can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED LYE

Per case

1 case of 4 doz	$3 50
3 cases of 4 doz	3 40
5 cases or more	3 35

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 dozen case, per doz. $1; 16-oz. glass jars, 2 doz. in case, per doz. $1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 7½c.; pint sealers (24 oz.), 1 doz. in case, per dozen $2.25.

SHIRRIFF BRAND

"Imperial Scotch"—

1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35

"Shredded"—

1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz.	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz.	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	[illegible]

ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream family size, per case	$3.50
Baby size, per case	2.00
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham ¼-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen	0 45	dozen
Medium, cases 2 dozen	0 90	"
Large, cases 1 dozen	1 35	"

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

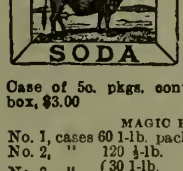
Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3.00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$2 60
No. 2, " 120 ½-lb. "	2 60
No. 3, " {30 1-lb. " / {60 ½-lb. "	2 60

No. 5 Magic soda—cases 100--10-oz. pkgs.

1 case	2 65
5 cases	2 55

TRADE MARK BRAND

REGISTERED

WOOD'S HOLLANDER COFFEE

Fragrant, Pungent, Delicious!

The Choicest of the Choice.

Imported and Roasted by

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. **Montreal**

Soap and Washing Powders

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	$10 20
Maypole soap, black, per gross	15 30
Oriole soap, per gross	10 20
Gloriola soap, per gross	12 00
Straw hat polish, per gross	18 20

3 doz. to box..... $3 60

6 doz. to box $7 20

30 days.

1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lot

Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

	Per lb
Laundry Starches—	
No. 1 white or blue, 4-lb. carton	$0 07
No. 1 white or blue, 2-lb. carton	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada white gloss, 1-lb. pkgs.	0 06½
Benson's enamel, per box	1 50 to 3 00
Culinary Starch—	
Benson & Co's. Prepared Corn	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue	0

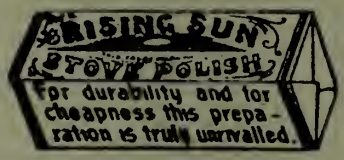
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lb	0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. canisters, cases of 48 lb.	0 07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 35 lb.	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish

	Per gross
Rising Sun, No. 1 cakes, ½ & ¼ grs. bxs.	$3 50
Rising Sun, No. 3 cakes, gross boxes	4 50
No. 5 Sun Paste, ¼ gross boxes	5 40
No. 10 Sun Paste, ¼ gross boxes	9 00



JAMES DOME BLACK LEAD

6a size, gross, $2.40. 2a size, gross, $2.50

Boot Polish

PACKARD'S BOOT AND SHOE POLISHES

Mon-Ami, $9 gross; Black "O," $9 gross; Large Combination, $20 per gross; Pony Combination, $10; French Glycerine, $9; Ladies' Special, $20; Pat. Lea. Cream $20 per gross.

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
¼-barrels, 175 lbs.	0 03¾ "
Pails 25 lbs.	1 30 each
" 38½ lbs.	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 [illegible]
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas

THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

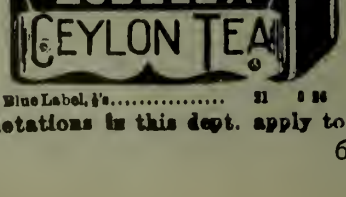
GEO. E. BRISTOL & CO., Hamilton, Ont.

EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s	$1	$ 26
Orange Label, 1's and ½'s	0 23	0 40
Nine Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

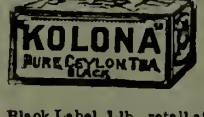
Canisters			
Gold Tins, 5's	35c. 1.75	50c. 2.50	
Gold Tins, 3's	35c. 1.05	50c. 1.50	
Gold Tins, 1's	36c. each	50c. each	
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.	
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1.00 lb.	
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.	

MELAGAMA TEA

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed. ½s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. ½s.	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 50 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
Black Label, ½-lb., retail at 25c	0 21
Blue Label, retail at 0c	0 23
Green Label, retail at 40c	0 30
Red Label, retail at 50c	0 35
Orange Label, retail at 60c	0 42
Gold Label, retail at 80c	0 55

Pure Gold Jelly Powder	90 cents per doz.
Pure Gold Salad Dressing Powder	

Discounts on application.

THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 25	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

GILLETT'S CREAM TARTAR

	Per doz
¼-lb. paper pkgs., 4 doz. in case	$0 90
½-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ¼-lb. paper pkgs. / 2 doz. ½-lb. paper pkgs. assorted	$7 20
	Per doz
½-lb. cans with screw covers, 4 doz. in case	$2 00
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ¼ doz. in case	0 30
10-lb. wooden boxes	0 27½
25-lb. wooden palls	0 27½
100-lb. kegs	0 25½
360-lb. barrels	0 25

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 6 2-5s	46
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s., plug or bar.	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	59

Veterinary Remedies

W. F. YOUNG

Absorbine, per dozen	$18 00
Absorbine Jr., per dozen	9 00

Yeast

Royal Yeast, 3 doz. 5 cent pkgs.	$1 15
Gillett's Cream Yeast, 3 doz. in case.	1 15

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Tell your Doggy Customers that you Stock

Spratt's MEAT "FIBRINE" Dog Cakes

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch. 13 St. Therese Street, St. Gabriel's, Montreal.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the **PUREST**, contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

SALT:

Complete list of laid-down prices gladly submitted.

Write

VERRET, STEWART & CO.

LIMITED

No. 12 Port St.

MONTREAL

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

WETHEY'S CONDENSED MINCE MEAT

Wrapped and packed in sanitary packages

SOLVES THIS QUESTION

Quality Unexcelled. Absolutely Dust-proof.

Three dozen to a case. All jobbers.

J. H. Wethey, Ltd.

ST. CATHARINES, ONT.

YOUR RUSH ORDERS

Phone them at our expense.

4 Free Phones

SERVICE

This business has been built up on service.

The idea—or ideal, if you like—behind it is service, prompt and efficient to an unusual degree.

Ask any of the merchants who buy from us if we do not live up to the high standards we have set for ourselves.

GEO. E. BRISTOL & CO.

WHOLESALE GROCERS

HAMILTON ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building
London, Eng.: 88 Fleet St., E.C. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV. PUBLICATION OFFICE: TORONTO, APRIL 8, 1910. NO. 14.

All the World Loves a Winner

AND

KEEN'S

OXFORD BLUE

has proved a world winner because of its satisfaction-giving qualities. Keen's goes further than any other blue, and is just the line to handle to build up the trade you are after—the steady family trade.
See to the stocking of your shelves. For sale by all the Canadian jobbing trade.

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL
Agents for the Dominion of Canada

Benson's "Prepared" Corn
and
Edwardsburg "Silver Gloss" Starch

Drive these tandem! They are the leading laundry and cooking starches in Canada, and are noted for their purity and ease in handling. In demand by every housewife who knows! Tell those who don't.

For sale by every jobber.

EDWARDSBURG STARCH CO., LIMITED
ESTABLISHED 1858
53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

MACONOCHIE'S
Pickles in Perfection

139 Gold Medals

and Highest Awards

Purveyors by Special

Warrant to

H.M.
THE KING

The means by which this great result was achieved is no secret:

The Finest Materials
Knowledge and Care

Wholesale grocers will supply you

MacLaren Imperial Cheese Company

Toronto and Detroit

Agents.

One Aim In Life

The Packers of the "Thistle" Brand of Fish aim only to produce the best there is in Canned Fish.

Canned Where Caught

The "Thistle" Brand of Canned Haddies, Kippered Herring, and Herring and Tomato Sauce, are canned right where they are caught, at the water side. How better could you preserve the natural richness and delicate flavor of the fish? IMPOSSIBLE.

But that is not all, because Captain Austin has the unequalled skill of a life-time of experience. THERE IS NO DIRT OR SLIME—NO UNCLEANLINESS TO BE FOUND IN THE "THISTLE" BRAND. The reputation of the foremost fish-curer in the country is at stake under the label of the "Thistle" Brand.

BUY IT AND YOU BUY THE BEST

"Thistle" Brand Fish

Arthur P. Tippet & Co, Agents
MONTREAL

Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

Winnipeg Office

R. B. Colwell

BROKER HALIFAX, N.S.

REPRESENTING LEADING MANUFACTURERS, SUCH AS

E. D. Smith Lowneys Toblers

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

—

27 St. Sacrament Street, Montreal

TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

Representing Morris Packing Co.

Pork and Lard—Finest Quality

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.

52 Nicholas Street, - Ottawa

J. R. Routh, Manager.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON,

Western Canada

Face-to-Face Business

Are you satisfactorily represented in this district? If not, write

G. WALLACE WEESE

Manufacturers' Representative 30-32 Main East

HAMILTON

E. H. BOWEN

Manufacturers' Agent and Broker

SHERBROOKE, QUE.

Solicits representation of another first class firm putting up high grade goods. Eastern Townships thoroughly covered by three travellers. Highest references. Write immediately if you desire to have your line well introduced.

E. T. BUSINESS.

You, Mr. Manufacturer, can do a good deal larger business in the Eastern Townships, if your lines are pushed by a live representative right on the ground. You want someone who thoroughly knows the field and to whom grocery business is not a Chinese puzzle.

15 Years on the Ground

S. ROBITAILLE & CO., Sherbrooke

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines

If you want a price on genuine Fraser River Sockeye, handsome label, to arrive,

WRITE US.

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

77 York Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

ON SPOT

Spanish and French Shelled Peanuts. Two and three Crown Shelled Almonds. Whole, Halves and Broken Shelled Walnuts. Shelled Filberts.

Quotations gladly furnished.

Lind Brokerage Company

73 Front St. E., Toronto

Manufacturers Take Notice!

Are you satisfactorily represented in Toronto? If not, let us hear from you at once.

THE HARRY HORNE CO.

Wholesale Grocery Brokers and Manufacturers' Agents.

309-311 King St. West. - - Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

TRACKAGE PROPERTY

Storage Warehousemen

and Distributors

Prout, Simpson & Co.

WINNIPEG, MAN.

Open for a few good lines

J. W. SNOWDON

Manufacturers' Agent

418 ST. PAUL STREET

MONTREAL

ARE YOU SELLING

You are missing profitable trade if you are not.

HARTLEY'S MARMALADE?

¼ lb., 1 and 2 lb. crocks, 4 and 7 lb. sealed tins

We have just passed into stock
ONE CARLOAD

The Quality is without exception "the finest put up in England," the land of good preserves.

If you haven't stocked **"HARTLEY'S"** let us quote you on the whole line.

THEY ARE TRADE WINNERS.

Jelly Marmalade
1 and 2 lb. Glass Jars.

Pure Fruit Preserves
Raspberry, Strawberry, Green Gage, Apricot, Black Currant, Gooseberry, Red Currant and Bramble Jelly, Ginger Conserve.
1 lb. Crocks, 4 and 7 lb. Sealed Tins.

EBY-BLAIN, LIMITED

Sole Wholesale Agents **TORONTO**

Have You a High-Class Tea Trade?

This Class of Trade Pays You Best

Give them a Tea that has passed the scrutiny of the keenest Tea experts.

"Ram Lal's Pure Tea"

is assuredly the tea for your high-class trade.

Send to us for samples and particulars.

Ram Lal's Pure Tea Co., Limited Montreal Canada

UNSWEETENED

Borden's Brands Do Build Trade—

Merchants who follow the policy of reserving the choice locations on shelves and counters, and in their windows, for such standard goods as Borden's are those who win and hold the largest measure of public confidence.

Always keep Borden's Brands to the front.

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of BORDEN'S CONDENSED MILK CO.
GAIL BORDEN
EAGLE
BRAND
by which their PRESERVED MILK will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Mason & Hickey, Winnipeg, Man.

Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

PERRIN'S

Our latest delicacy

ORANGE NECTAR BISCUITS

LONDON Ask traveler for sample CANADA

"AYLMER" JAMS, JELLIES PRESERVES, etc.

Every Glass Jar or other package of "AYLMER" Jams, Jellies or Marmalades is Guaranteed Absolutely Pure, put up from FRESH FRUIT when in season and FINEST GRANULATED SUGAR.

The flavor and high quality of "AYLMER" Preserves cannot be obtained in preserves made from pulp.

NO PRESERVATIVES

NO COLORING

At every process cleanliness is reduced to a science.

"AYLMER" New Season's Scotch Marmalade and Orange Jelly Marmalade now ready. Send in your orders at once for stocks of these fine goods.

CANADIAN CANNERS

Limited

HAMILTON, - CANADA

E. & T. PINK

London England

STAND FIRST FOR PURE FOOD PRODUCTS

Jams
Marmalade
Candied Peel
Confectionery
Pickles Pepper Spices

FOR PRICE LISTS APPLY TO THE FOLLOWING AGENTS:

EDGAR J. FRANKLIN care Montreal Star MONTREAL

FRED COWARD
1 Grandview Ave.
TORONTO

HERBERT J. CAVE
1220 Alberni St.
VANCOUVER, B.C.

J. W. SNOWDON
413 St Paul St.
MONTREAL

JAS. H. MYLES
P. O. Box 262, St. John
NEW BRUNSWICK

The WORD coffee has become inseparably connected with the NAME—Chase & Sanborn.

The reason?

Quality and uniformity.

CHASE & SANBORN

MONTREAL

Coffee Importers

Ask your bookkeeper
how many cases of

Campbell's SOUPS

you sell

There are four reasons why you should sell lots of CAMPBELL'S SOUPS—

Because they pay you 33⅓% profit and you can reap that profit *often*.—
Because they please your customers and bring them back again and again.—
Because they are selling just that way for every grocer who handles them, and
Because our heavy advertising makes it *easy*.

JOSEPH CAMPBELL COMPANY, Camden, N.J.

ROSE & LAFLAMME, Ltd., 400 St. Paul St., Montreal, and 65 Front St. East, Toronto, Canadian Selling Agents

"21 KINDS—LOOK FOR THE RED AND WHITE LABEL"

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete
without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES, FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

CONTAINS NO ALUM

WHITE SWAN BAKING POWDER

HAS BEEN MANUFACTURED FOR MANY YEARS WITHOUT THE USE OF ALUM AND IS

THE HIGHEST CLASS BAKING POWDER KNOWN TO SCIENCE

YOU CAN PAY HIGHER PRICES

BUT YOU CANNOT BUY A BETTER BAKING POWDER—IT CANNOT BE PRODUCED.

HANDLE THE GOODS THAT SHOW THE BEST PROFIT

WRITE FOR PRICES—TODAY.

WHITE SWAN SPICES & CEREALS LIMITED, - TORONTO

"Enterprise" Economy

An Enterprising grocer, who does things *right*, uses an **"Enterprise" Electrically-Driven Coffee Mill.**

The right way is also the cheapest way in the end. It always *pays*. Take the experience of the Philadelphia grocer who grinds 15,000 pounds of coffee a month with an "Enterprise" Mill electrically-driven at a cost for current of $3.00.

He bought the Mill as a great convenience—a time and labor saver, and an up-to-date attraction for his store. Its economy astonished him.

Look through our catalogue and you will find Mills of any capacity, any power required, for direct or alternating current. Your local power supply company will co-operate with advice and assistance.

The Mill illustrated here is No. 08712, fitted with ½ horse power motor for alternating current. Capacity of each iron hopper, 6 pounds of coffee. One Mill is fitted with grinders for granulating, the other for pulverizing. Granulates 2 pounds of coffee per minute, and can be regulated for fine or coarse grinding while mill is running. If you haven't the catalogue showing all our Mills, write for a copy to-day.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

21 Murray Street, New York — 544 Van Ness Ave., San Francisco

Salad Season

The time for salads and salad dressing is almost here. NOW is the time for you to prepare for it by getting your stock of dressings in shape---and while you are thinking of that do not overlook

Pure Gold

(Trade Mark Registered)

Salad Dressing Powder

The dressing that's made without oil---note that---made without oil.

Our advertising from now on will specialize on this salad dressing powder--and as you know from experience that means that there will be a demand on you for it.

But of course while you are ordering Pure Gold Salad Dressing Powder you must not forget to replenish your stock of other Pure Gold Food Products—the "easy sale" goods.

These goods can be had of all jobbers and can be shipped from Pure Gold Stocks at Victoria, Vancouver, Winnipeg, Montreal, Toronto and Calgary

PURE GOLD MANUFACTURING CO., Limited

TORONTO

The Perfection Cheese Cutt er

Saves the grocer money, as thousands using them will tell you.

Get one and see how it attracts customers.

It pays for itself every 3 months.

Glass shield, wire splitter and card of instructions with each cutter.

There is no other "just as good."

Accurate, Simple, Durable.

Any information about the "PERFECTI N" will be gladly and promptly given.

The "PERFECTION" has a Perfect Computing Scale, saves cutting over-weight and saves cheese.

Manufactured only by

American Computing Co. of Canada
HAMILTON, ONT.

Your Customers' Confidence

is your strongest business asset. But you can only expect to hold it by handling goods of merit.

HEINZ
57 VARIETIES
Pure Food Products

(The kind that contain no preservatives)

are recognized as the standards of purity and excellence in food quality. They meet the requirements of all pure food laws and are guaranteed to suit. Money back to your customers if they fail to please. That's why the **57 Varieties** are such good business-builders.

Anything that's HEINZ is safe to sell.

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

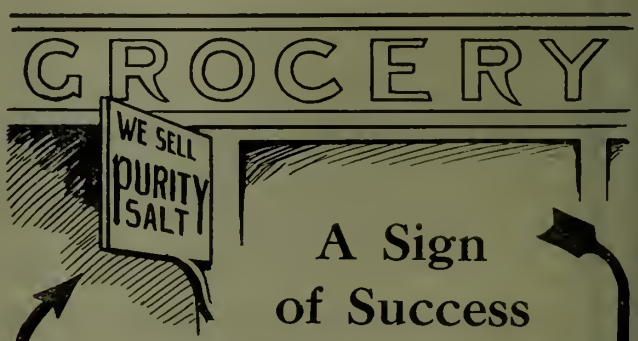
does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.



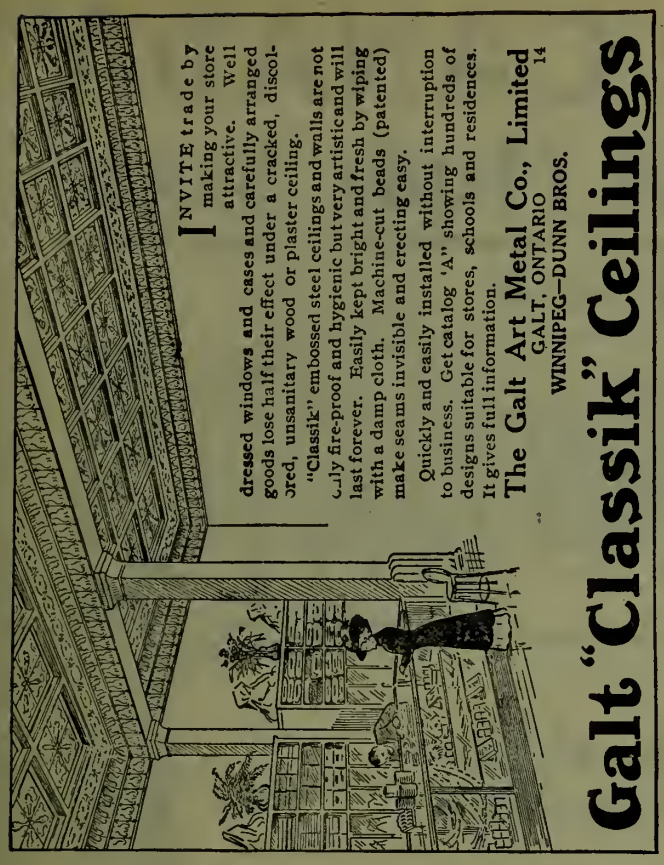
A Sign of Success

It's a sure sign that you are pleasing your customers when you sell

PURITY SALT

It is pure—that's why the women think so highly of it. Purity Salt is never a "sticker" but always a seller.

THE
WESTERN SALT CO., Limited
Mooretown :: Ontario


INVITE trade by making your store attractive. Well dressed windows and cases and carefully arranged goods lose half their effect under a cracked, discoloured, unsanitary wood or plaster ceiling.
"Classik" embossed steel ceilings and walls are not only fire-proof and hygienic but very artistic and will last forever. Easily kept bright and fresh by wiping with a damp cloth. Machine-cut beads (patented) make seams invisible and erecting easy.
Quickly and easily installed without interruption to business. Get catalog 'A' showing hundreds of designs suitable for stores, schools and residences. It gives full information.
The Galt Art Metal Co., Limited
GALT, ONTARIO
WINNIPEG—DUNN BROS.
14
Galt "Classik" Ceilings

In replying to the above advertisement mention The Canadian Grocer.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

TRADE MARK KEYSTONE BRAND REGISTERED

The Best is The Cheapest

In the manufacture of Brooms there are so many items that cost the same in a common as in a good Broom, that the difference comes out of the quality and quantity of Corn. Therefore it pays to buy a good Broom. When you buy the **KLONDIKE** or **JUBILEE** Broom you get the best that can be produced, and the consumer gets value for his money.

Manufactured by

Stevens-Hepner Co., Limited

Port Elgin, Ontario, Canada

Better Service. **No Advance in Price**

COUNTER CHECK BOOKS

F. N. BURT COMPANY, Limited

Successors to

THE CARTER-CRUME COMPANY, LIMITED

Write for samples, or telephone repeat orders at our expense.

TORONTO and MONTREAL

Phone Main 2511 Phone Uptown 5962

"PRIDE OF CANADA"

Maple Syrup and Maple Sugar

NOW BEING DELIVERED

THEY ARE MADE IN MAPLE GROVES

And not manufactured in city factories. Ours is an association of farmers, whose aim is to supply you with PURE maple products.

The sap of the maples, and that only, is gathered in hundreds of maple groves in different parts of the Eastern Townships, boiled on the farm by scientific methods, under expert general supervision, and delivered to the trade through us.

It reaches you—and you can always depend upon the goods that so reach you—under the brand

"Pride of Canada"

Proved by Government analyses to be every time absolutely pure.

Quality is guaranteed year after year.

Order immediately ; season is short and supplies will be very limited.

The Maple Tree Producers' Association

LIMITED

WATERLOO, - QUE.

Montreal Office: 58 Wellington St. Toronto Office: 512 Dundas St.

Obtainable with or without Tomato Sauce

Possess that "nutty" flavor so delicious in baked beans. Always uniform in quality and sure to please exacting customers.

We use only choice hand-picked Canadian beans, and the best pork—and our package is better from apo int of view of attractiveness.

How is Your Stock?

The Eastern Canning Co.

PORT CANADA, : N.B.

CANADIAN AGENTS—C. A. Chouillou & Cie., Montreal, Green & Co., 25 Front Street East, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.; Martin & Robertson, Vancouver, B.C.

NO SPRINGS

MADE IN CANADA

70,000 Now in Use

After 9 Years' Test and Its Adoption by the World's Greatest Merchants

The Toledo Scale

Is Now the Recognized Standard.

1. It is Automatic.
2. It contains No Springs.
3. It is always reliable—not affected by temperature.
4. Guarantees Honest Weight.
5. Pleases Customers and Brings Trade.
6. Saves Money, Time and Labor.
7. Is Most Beautiful and Attractive.

105 Styles and Sizes for all kinds of Stores
PRICES $40 UP.

The Great Fair Store, Chicago, uses 100 Toledo Scales, and say:

"The 100 Scales you sold us are very satisfactory. They are certainly money-savers on overweight.

"We satisfied ourselves the Toledo Scale was superior to all others."

E. J. Lehmann, Vice-Pres.

Scales of all makes taken in exchange rebuilt and for sale cheap
Send for Catalogue, Free

Toledo Computing Scale Co.

Makers of Honest Scales
TOLEDO - - OHIO

OFFICES:
Toronto, 335 Yonge St.
Winnipeg, Edmonton, Calgary

MADE IN CANADA

NO SPRINGS

Good Lobsters Always Sell : :

But if they are of indifferent quality they stick on the shelves and, when they are finally sold, they hurt the reputation of the vendor.

It is a simple matter to get the best lobsters when you buy, selected, the delicious, firm meat so delectable always! Just specify

Golden Crown Lobsters
or
Golden Key Lobsters

YOUR JOBBER HAS THEM

W. S. LOGGIE CO., LIMITED
SOLE PACKERS
Chatham - - New Brunswick

QUALITY

When anyone wants a high-class household refrigerator they always buy the Ham & Nott make. Our grocer refrigerators are made on the same principle. That means the best.

Sold by leading hardware dealers, or write to us.

HAM & NOTT CO.,
Limited
BRANTFORD CANADA

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,
ST. GEORGE, - ONT.

PYRAMID-FLY-CATCHERS

THE LATEST AND BEST DEVICE FOR CATCHING FLIES

Once hung it needs no further attention

PYRAMID FLY CATCHER PRICE $3.50 Per 100

It is a German invention and over 25 million were sold last year.

SOLE IMPORT AGENT

WM. H. DUNN
MONTREAL AND TORONTO

SUB-AGENTS are being appointed at all important distributing points in Canada.

Redpath

is

Canada's Standard

for

Refined Sugar

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

THERE'S A DIFFERENCE

BETWEEN

SHIRRIFF'S ESSENCES

and many other much advertised Essences. **"SHIRRIFF"** goods, while being of full strength, possess the correct natural flavor of the fruit! Isn't this a strong selling point and a good reason to push **"Shirriff's" Essences?** Stock up today. They're always in demand.

IMPERIAL EXTRACT CO.,

8, 10, 12 Matilda St.
TORONTO, CAN.

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR

LONDON, ENGLAND — IS THE BEST

Commands a Preference over all others. — Made from the finest malted barley.

AGENTS

W. S. Clawson & Co., South Wharf, St. John, N.B. — W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto. R. Robertson & Co., 912-913 Dominion Trust Bldg., Vancouver, B.C.
J. W. Snowdon, 413 St. Paul St., Montreal

We are open to do business on easy consignment terms — *Write our Agents for Particulars*

Here it is!

ASEPTO SOAP POWDER

"The Enemy of Dirt."

Will save the user labor and money, without injuring the tenderest hands or most delicate fabric. There is a fine paying proposition for you in handling **ASEPTO!**

Order Through Your Wholesaler.

ASEPTO MFG. CO.

ST. JOHN, N.B.

Agents—Rose & Laflamme, Limited, Montreal.

Thurston & Braidich

128 William Street — NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

Repeat Orders is the story of all Grocers who handle

Canada First Evaporated Cream

There is nothing to equal it as a pure, healthful substitute for fresh cow's milk. Every can guaranteed absolutely pure and thoroughly sterilized. Order from your wholesaler.

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

Tartan BRAND

THE PUBLIC DEMAND
WAGSTAFFE'S GOODS

Sell the line of least resistance. Pays you a good profit. We have Wagstaffe's full assortment of Jams, Jellies and Sealed Fruits. Also Wagstaffe's new season's Marmalade.

SEE OUR TRAVELLERS OR 'PHONE 596 FREE TO BUYERS

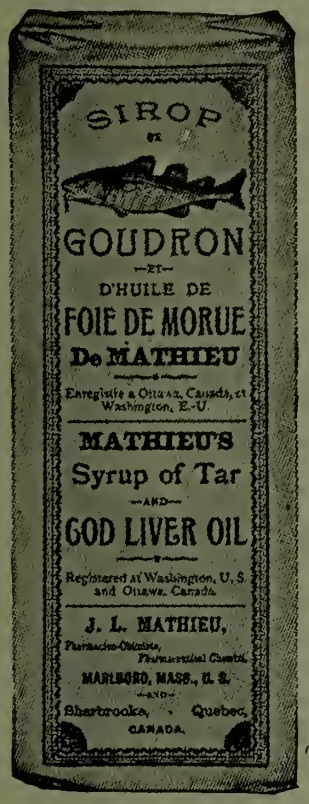
BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**

St. Lawrence

GRANULATED
and
GOLDEN YELLOWS

Made only from Pure Cane Sugar

The St. Lawrence Sugar Refining Co., Ltd., Montreal



A COLD CURE EVERY Dealer Can Recommend

To be able to recommend an article because of its success in the past makes selling easy.

MATHIEU'S SYRUP
of Tar and Cod Liver Oil

has been a wonderful success.
The testimonials received by the proprietors tell of marvellous cures
Thousands of households are never without it.
Its sales have multiplied in every community where it is sold.
Dealers never find it a slow seller.
During the Fall and Winter seasons large sales are assured.
Keep a good supply on hand and when ordering order also

MATHIEU'S NERVINE POWDERS

which are necessary to reduce fever and remove pains in connection with colds.

J. L. MATHIEU CO., Props.
SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

Prince of Wales Pure Extracts

This brand of extracts we are prepared to back on every occasion. Give it to your exacting customers, and note how well pleased they will be. All flavors in 2 oz., 2½ oz. and 4 oz. bottles.

S. H. EWING & SONS, Montreal and Toronto

Importers, Roasters and Grinders

— OF —

COFFEE AND SPICES

MANUFACTURERS OF

Jams, Jellies, Pickles, Sauces and Flavoring Extracts

We manufacture a full line of these and are able to supply you quickly and cheaply.

OUR PRICES ARE RIGHT
WE WANT YOUR BUSINESS

Before replenishing your stock get our prices.

Empress Manufacturing Co.
Limited

VANCOUVER, B.C

FOREST CITY BAKING POWDER

THE STANDARD
FOR 25 YEARS

6 oz. tins, 75c. doz.
12 oz. " $1.25 "
16 oz. " $1.50 "

Manufactured By
GORMAN ECKERT & CO., Limited
London&Winnipeg

CCC
Norwegian Canned Goods

"Concord" Norwegian Sardines

are distinguished by many exclusive features. We reject all but the very finest small fish, autumn caught. We handle the fish with the greatest care, pay every attention to sanitary details and use only the highest grade oil. They are the only sardines which have an extra cover for use after the tin has been opened. Each tin is guaranteed by the CONCORD CANNING CO. of Stavanger.

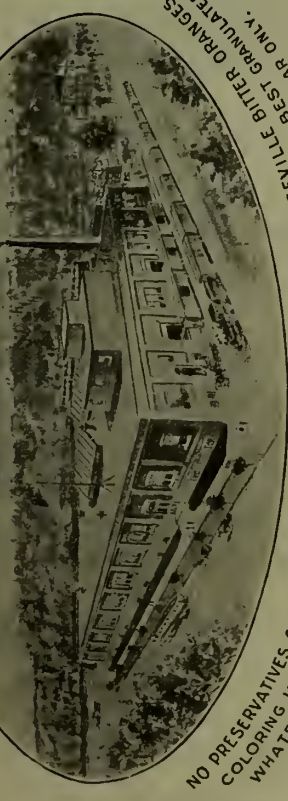
Send your order to any Wholesale Grocer

LIST OF AGENTS
R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg.
A. H. Brittain & Co., Montreal. W. A. Simonds, St. John, N.B.
Radiger & Janion, Vancouver and Victoria, B.C.

WAGSTAFFE LIMITED, HAMILTON

WAGSTAFFE'S FINE OLD ENGLISH NEW SEASON MARMALADE 1910
NOW READY

SEVILLE BITTER ORANGES AND BEST GRANULATED SUGAR ONLY.



NO PRESERVATIVES OR COLORING USED WHATEVER

Exact Reproduction of
The Most Modern & Up-to-date Fruit-Preserving Factory in Canada

"Bluenose" Butter

is carried by all experienced miners, hunters and fishermen. It keeps its quality and lasts for an age. Packed in tins.

ORDER A CASE TO-DAY.
SMITH & PROCTOR, Halifax, N.S. Sole Packer

Get Wise to the Profit Problem

KITCHENER BRAND
PORK AND BEANS

are equal in qua ity and selling at 25 per cent. less than the best packs on the market.
Why not, Mr. Grocer, make this profit?
Our beans are all hand picked and put up in the new sanitary can, in 1, 2 and 3 lb. sizes, plain or tomato sauce. We also have a full line of fruits and vegetables. If your wholesaler cannot supply you, write us direct for prices.

THE OSHAWA CANNING CO., Limited
OSHAWA, ONT.

THE
"Eureka" Patented System

of Refrigeration is an absolute guarantee against DAMPNESS and FOUL AIR; goods will keep fresh longer in the

"EUREKA" Refrigerator

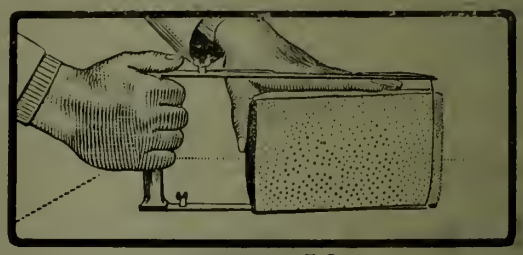
than in anything else made. Used by leading merchants throughout the Dominion. No GROCER or BUTCHER should be without one. Economy assured and satisfaction guaranteed.

Write for Catalogue.

Eureka Refrigerator Co., Ltd.
56 Noble Street (Near Queen St. Subway)
TORONTO

The Perfect
CHEESE CUTTER
(Made in England)

A real time-saver, will cut three pieces of cheese whilst you'd be cutting one in the old-fashioned way—and cut them better.



Patent 13713

Carriage paid **$1.50** to any part of the country.

The arms are of spring steel screwed into a heavily silver-plated handle. Strong steel wire, instantly readjusted or replaced. Clean and attractive. A handsome, practical money-saving addition to your counter.

Every Grocer, Restaurant, and Hotel Keeper should have one.

E. MORRIS & CO.
KING'S LYNN, - - NORFOLK, ENGLAND

JAPAN TEAS

Always best value at

S. T. NISHIMURA & CO.

MONTREAL AND JAPAN

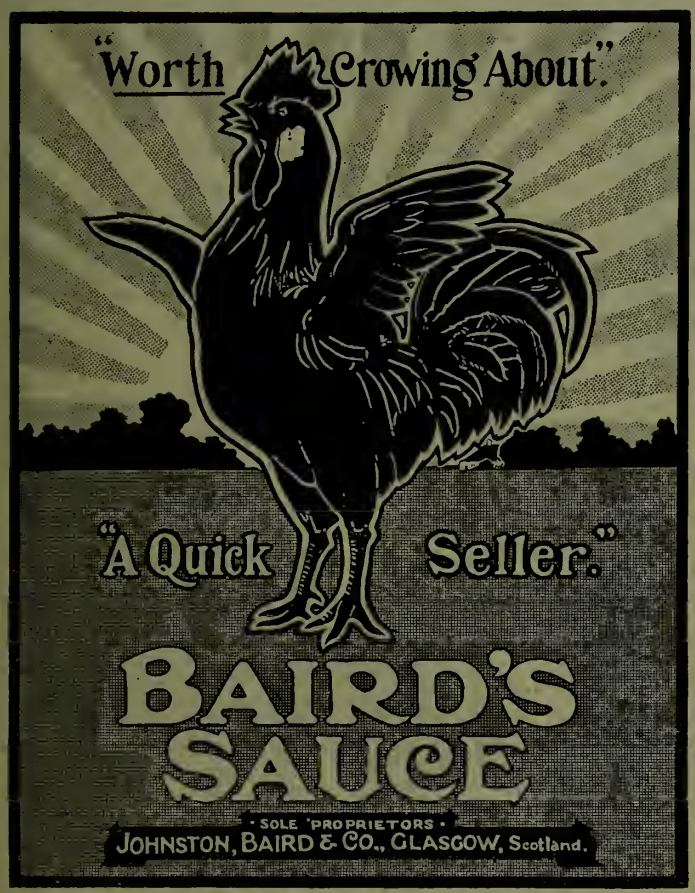
It grows—and grows—and grows—does the demand for H.P. SAUCE

Be ready to meet it—be progressive—be wide awake. If *you* don't supply H.P. "*the other fellow*" will; probably he'll soon be supplying a good many other things too, for a customer who wants H.P. means to have it, and when she's had H.P. once she's more than ever certain to take care she gets it again.

The moral is very simple—and very sound.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N. S.
W. H. Escott Winnipeg, Man.
The Midland Vinegar Co., Birmingham, Eng.

H.P. SAUCE



GINGERBREAD
BRAND
MOLASSES

A Molasses that increases your sales.

THREE reasons for it:

No. 1—A Strong Baker
No. 2—Body
No. 3—Flavor

Packed in tins—2's, 3's, 5's, 10's and 20's; pails—1's, 2's, 3's, 5's gals. and in barrels and halves.

A trial order from your wholesaler will convince you that Gingerbread Brand is

THE BEST THERE IS

Be convinced now.

The Dominion Molasses Co., Limited

HALIFAX - NOVA SCOTIA

You'll Hit the Bull's Eye

on the "Popular Taste" Target if you are selling

AURORA COFFEE!

The distinctive quality, aroma and flavor of "AURORA" Coffee have made it a prime public favorite, and its retailing price of **40c.** leaves you a "well-worth-while" profit. See to your stocks.

W. H. GILLARD & CO., Hamilton, Ont.

BRANCH—SAULT STE. MARIE

Another opportunity to purchase teas at interesting prices . . . .

350 Half Chests Nice Japan Teas

to be sold @ 16½c to 18½c per lb. If you are needing Japan Teas within the next few months take advantage of this opportunity.

We have a big stock of Ceylon Green and Black Teas @ 16½ to 18½c per lb.

We are in the Tea Business and our values will speak for themselves. Send us your orders and inquiries.

Robert Simpson & Co.

Hamilton, Ont.

Formerly of Guelph — Phone 3541

Hobart Electrical Meat Choppers

Please Write for Catalogue.

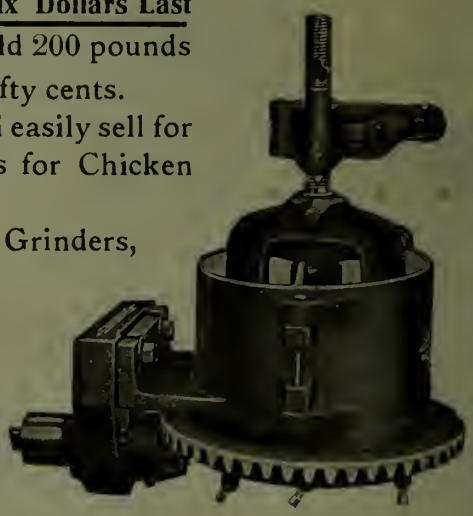
Are the Stanrard of Quality from the Atlantic to the Pacific.

Bone Grinder Attachment

You Lost Six Dollars Last Week if you sold 200 pounds of bones for fifty cents.

They would easily sell for Seven Dollars for Chicken Feed.

Hobart Bone Grinders, attachable to Hobart Choppers, are making big money for Butchers everywhere.



CANADIAN SALES AGENTS: **The W. A. FREEMAN CO., Limited, Hamilton, Ont.**

BRITAIN'S BEST JAMS

£250 CHALLENGE

Issued in "The Grocer" (London), August 14 1909, (repeated October 2, 1909), which did not elicit a single response.

"We are prepared to deposit £250 against a like amount that our New Season's Vacuum-Bottled Jams, as sold by grocers to the public, will surpass in excellence of quality and flavor any Jams made by any other firm in the United Kingdom, as sold by grocers to the public, which are free from Chemical Preservatives, artificial flavoring or coloring matters.

"Samples to be drawn from actual stocks held by grocers.

"This challenge remains open until Saturday, October 9th, 1909."

First British Vacuum Jam Factory.

Duerr & Sons, Old Trafford, Manchester, Eng.

McLean's

White Moss Cocoanut

is not the result of haphazard manufacture, but the culmination of many years experimenting. It is the real thing in cocoanut. Always look for the name "McLean." It is the dealer's guarantee.

The CANADIAN COCOANUT CO., Montreal

To Handle Credit Customers Successfully

It is primarily essential that you get your MONEY out of them. Yet the credit customer expects the same consideration and courteous treatment that the cash customer gets—and he is entitled to it.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by

ALLISON COUPON CO., Indianapolis, Ind.

There's no gainsaying the fact that the world beaters in quality are

White Dove BRANDS

Proof of Quality

Nothing eatable is imitated if it does not prove popular.

Nothing eatable can prove popular unless it possesses quality.

Therefore:

Any article that is imitated must be of highest quality.

Which proves that our

"CHOCOLATE BORDO"

is of the highest quality.

For it has been imitated by every manufacturer of confectionery in Canada.

When our

"CHOCOLATE BORDO"

was first put on the market 25 years ago there were no other Bordeaux lines.

To-day! "the woods are full of them."

But it always pays to stick to the original.

For your protection we have registered our brand. Every chocolate is stamped with the name.

For satisfaction to your customers and profit to yourself Stock the Genuine.

The Montreal Biscuit Company

Manufacturing Confectioners

MONTREAL

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,

OAKVILLE, ONT.

It dries them up ***Common Sense KILLS*** { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

CHINESE STARCH

The Real Thing in Starch.

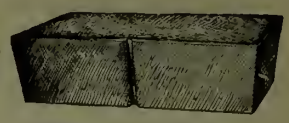
Always gives Satisfaction.

Get Prices

OCEAN MILLS

MONTREAL

MAPLE
Syrup and Sugar



Twin Block Maple Sugar
$3.00 a case.

New stock now being received. Our reputation is a guarantee of the true quality of every package which is shipped to you.

CONFECTIONERY:

	Net weight per pail	per pail
Walnutine Blocks (about ½-lb.) 30 to case		$2 00
Maple Cream Blocks " "		2.00
Maple Cream Hearts	18-lb.	$2.25
Maple Buttons	20-lb.	2.40
Maple Smacks	15-lb.	2.00
Mint Buttons	17-lb.	2.00
Nutty Creams	17-lb.	2.25
Fruity Creams	17- b.	2.25
Butter Beans	12½-lb.	1.75
Assorted Cream Caramels	25-lb.	3.25

Also full line of Gross Goods.

Note prices in these panels to right and left. All lines are seasonable sellers now.

MOLASSES:

New Prices—

2-lb. tins, 36 to case	$2.85
3-lb. tins, 24 "	2.85
5-lb. tins, 12 "	2.80
18-lb. tins, 6 "	2.70
20-lb. tins, 3 "	2.55

Sugars & Canners, Limited

MONTREAL

SUGGESTION:

You had
best order
Immediately

PROPRIETORS:

ROWAT & CO. GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:—Snowdon & Ebbitt, 325 Coristine Building, Montreal. Quebec, Ontario, Manitoba and the Nor-h-west; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

MELAGAMA

GOOD PROFITS and QUICK RETURNS

No effort to sell "MELAGAMA" Tea and Coffee when once introduced

Order a case of each to-day, send them out to your best customers nd you will be pleased with the results.

We can save you money on BULK TEAS and COFFEES.
SEND FOR SAMPLES AND PRICES.

Minto Bros., - Toronto

ESPECIAL EMPHASIS

should be laid on the fact that

SNAP

does its work *honestly!*

There are no half measures in the way SNAP removes every vestige of tar, dirt, grease or paint from soiled hands. And it is, moreover, antiseptic, and beneficial to the skin!

SNAP SELLS ALL THE TIME!

TRY IT!

SNAP CO. LIMITED

Montreal, Que.

The Commercial Account Register

Pays for Itself in a Few Months

FITS ANY SAFE

THE ONE-WRITING PLAN, CUTS OUT BOOK-KEEPING. IN SUCCESSFUL USE BY HUNDREDS OF CANADIAN MERCHANTS. SEND POSTAL FOR CATALOGUE AND TESTIMONIALS OF MERCHANT USERS THAT YOU KNOW.

COMMERCIAL REGISTER CO.
Successors to R. B. Belden & Co.
178-180 Victoria Street - - Toronto, Ont.

Why Handle Dead Stock?

2 IN 1 —the World's Best Shoe Polish

sells rapidly, because of its undoubted merit. Our huge Consumer Advertising Campaign materially helps in pulling "2 in 1" through the retail store.

ORDER OF YOUR JOBBER

THE F. F. DALLEY CO., Ltd. - Hamilton, Can, and Buffalo, N.Y., U.S.A.

Place Your Orders Now

For the following lines of goods, which are in constant demand. We guarantee them as to quality and purity. The prices are also right.

Quinquina Bacchus Wine

This is a tonic wine made from old Burgundy Wine. It is a powerful restorative, an appetizer which helps digestion. It is delicious to the taste.

Natural Vichy Water

such as "La Capitale," "Neptune" or St. Nicholas are all standard imported brands.

The Vichy "La Savoureuse" is a delicious natural lemonade. Nothing better.

We are agents for the largest European Vichy Water firms. We have a large stock to reduce and will sell at bargain figures.

Duffy's Apple Juice

sterilized and non-alcoholic. The best of all beverages. It is the pure juice of the ripe apple and it has the ripe flavor of the ripe fruit, with a snap and sparkle all its own.

Duffy's Grape Juice

is equally to be praised. It is a refreshing beverage which mixes perfectly with any sparkling water.

Johnson's Bass Ale and Stout

The English beer and porter are highly appreciated by the Canadian consumer.

" Sun Ray"

Table Water, natural or sparkling, is a pure, crystalline water, which mixes thoroughly with wine. Bottled at the springs.

Belfast Ginger Ale

"Trayders Brand." Is dry and sparkling and bottled in Belfast by the Belfast Mineral Water Co., Limited.

Send us your orders now, or ask for our latest quotations.

Laporte, Martin & Co.

LIMITED

Wholesale Groceries and Liquors

MONTREAL.

1910 - 5 LBS. 1909 - 4 LBS.

We are selling nearly 5 lbs. of tea this year for every 4 lbs. we sold last. For the first three months our **Canadian Business Alone** increased 16.13% over the corresponding period in 1909, and for the week ending April 2nd our sales increased **10,652** lbs. over the same week in 1909. Although our staff are working overtime—although every effort is being made to get our orders out promptly—Canadian orders for **12,756** lbs. remained unshipped when we closed Saturday evening.

It's significant. It tells a story that means dollars and cents to you.

Yearly sale over 20,000,000 packets

"SALADA" builds trade — trade built on satisfaction, quality and good value. It builds trade that grows—trade that pays. It is the one tea that can be absolutely relied upon, year in and year out to serve the public well.

"SALADA" TEA CO., TORONTO

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The Trade's Opinions on Recent Tariff Agreement

What Canadian Wholesale Grocers and Importers Think of the New Regulations—How These Will Affect Importations of Dried Fruits and Nuts According to the Ideas of Men in the Trade.

The tariff changes mentioned in last week's issue came into effect on March 31. The grocery trade is probably more interested than any other in view of the number of reductions in the tariff on articles connected with it. Following are opinions given by wholesale grocers in different sections of Canada on the changes:—

What Winnipeg Trade Say.

H. B. GORDON, Codville wholesale grocery, Winnipeg—"The chief reductions are in dried fruits and nuts, and personally I am glad that the consumer in this country can be offered a lower price. It would seem that the tariff on some Canadian goods should have been reduced in retaliation, but the lines that come into this country do not conflict with our goods. The refusal to enter a tariff war at any cost is to be commended, and I have no fear that trade is going to suffer. It is only reasonable and just to ourselves and the United States, that the latter country should be put on equal footing with France. Our exports will certainly be increased, and one of the chief items no doubt will be pulp-wood.

ALEXANDER TRUESDALE, Watson & Truesdale, wholesale importers, Winnipeg, thought that the two Governments acted in great wisdom in reducing rates on such lines as cannot possibly injure Canada.

"The attempt has been to equalize as much as possible and although there is no report stated as to changes in our export list, yet a benefit to both countries will be assured. It is a good thing that when the law was not elastic enough that they found another way out, and a war was averted, which would bring disastrous results. In Western Canada where we depend so much upon American goods, a curtailment of trade would be serious, and the poorer classes will greatly benefit from the new list."

FRANK W. WILEY, was pleased that many reductions have been made in United States importations.

"It is a step in the right direction," he said.

JOHN PERSSE, Tees, Persse Co., Winnipeg—"There has not been enough positive information published to enable us to know exactly how we shall be affected, there is no doubt that many radical changes will be made in rates on both sides, but we have received no information from any of our principals on the other side as to the future prospects of the trade. At any rate from general appearances the interchange of trade will be greatly increased, much to the benefit of both countries. The aversion of a tariff war is highly commendable, since it would be particularly disastrous to Western Canada."

DANIEL BAIN, Nicholson & Bain, wholesale commission brokers, Winnipeg —"The rate on raisins and prunes was formerly 1 cent; it is now 2-3 of a cent, and this will mean an increased trade in such lines as Canada stood much in need of. Peanuts being reduced from 3 to 2 cents, places the United States on the same basis as Japan. Nuts which had previously been shipped from France and Spain, via United States houses are 1 cent above the rate when shipped direct from those countries to Canada. Now the rate is the same, and it is evident that the whole reconstruction of the tariff was to put United States on the same basis as other countries. The lines of imports which have been reported on have no Canadian competition and will help greatly to relieve the condition in Canada."

Quebec Wholesalers' Opinions.

A. P. TIPPET, Montreal—"It will be cheaper to import all currants via New York, have them repacked there and then forwarded to Montreal. The duty via New York for bonded goods is 1 cent per lb. The new duty is 1-3 less i.e., 2-3 cents per lb.

JOSEPH ETHIER, of Laporte, Martin & Co., Montreal—"The effect of the new regulations will be very slight, as the reduction on prunes, dried plums, currants and raisins is too slight to affect prices here. It will make the situation somewhat easier for importers, however."

ALBERT HEBERT, of Hudon, Hebert & Co., Montreal commented on the reduction of 1 cent per lb. on shelled peanuts. This reduction would make considerable difference to a large importer from the United States.

Several soap men in commenting on the new regulations agreed that there would be no increased competition from the States, as 32½ per cent. was still pretty high for any except highly advertised goods.

W. C. CHRISTMAS, said that Brazil nuts, pecans and peanuts would be affected, the latter to a considerable extent. The benefit would be solely to the importer here, however, as Canada was not a producer of these lines.

Chinaware men agree with soap makers, that the change will affect them little or none. The present duty of 27½ per cent. is too high to admit of any material increase of United States competition on this side of the line.

J. B. RENAUD & CIE, Quebec—"We think the tariff has been altered in a fair proportion which should give satisfaction to both countries."

VICTOR ARCHAMBAULT, wholesale grocer, Quebec—"I am under the impression that Canada's attitude in this case was a success.

"We have stood firm protecting our own industries, and giving a reduced tariff on goods which are mostly luxuries, such as dates, figs, plums and nuts, the consumer benefiting in the reduction. These goods not being produced in most cases under the British flag, we have to import them anyway."

Ontario Men on the Changes.

W. H. GILLARD & CO., Hamilton—"The changes in the tariff under the arrangements made with the United States are so few as applied to articles in the grocery trade that they will hardly be noticed, the only result being a loss of revenue to the Customs Department and a corresponding reduction in price to the consumer on a few items that do not really come in competition with anything produced in this country, unless, of course, the cheapened cost of prunes may have an indirect bearing in influencing the prices of Canadian dried fruits, in which case the farmer suffers and the consumer gets the benefit."

GEO. E. BRISTOL & CO., Hamilton —"We do not think that the new tariff agreement will make any difference as far as the wholesale grocery business is concerned, as the duties are reduced from every other point. We are very glad, indeed, though, to see the settlement, because we think it bad policy to quarrel with our neighbors, if it can be avoided."

JOHN GARVEY, Jno. Garvery & Sons, London—"It seems to me that the Canadian consumer will get his dried fruits, etc., at 1-3 of a cent per pound cheaper than he formerly paid. If by making this reduction, which does not amount to very much, Mr. Fielding has averted a tariff war with the United States, I think he has done a good stroke of business for his country. I say this notwithstanding that I have not been a supporter of Mr. Fielding's Government."

THOS. KINNEAR, Toronto — "I have not made a close study of the agreement as I want to find out its results first from actual experience. I do not see, however, that it will make much difference to the grocery trade. There may be a tendency to decrease the prices of dried fruit to the consumer, but if any

changes do occur they will be so gradual and so small that I don't think they will make much difference."

H. P. ECKARDT, of H. P. Eckardt & Co., Toronto—"I think the tariff agreement was a wise move on the part of our Government. While we might have secured the U. S. minimum tariff without the concessions, we showed the right spirit. Possibly some time in the future the U. S. may have an opportunity to knock us, but this little bit of history will be remembered.

"It is going to place the two countries on a more friendly commercial basis. This feeling has been growing now for some years, and it would have been too bad for the Canadian Government to have terminated it by holding out for the lower tariff without giving any concessions.

"It will not have any appreciable effect on the grocery trade. The people will secure any benefits that are going and the Government will collect less duties."

WARREN BROS., Toronto—"Canada in my opinion," said Mr. Warren, "did the right thing in granting the concessions she did. It will serve to bring the two countries closer together. The concessions are so small that they produce no noticeable effect and since they prevented tariff warfare they are not to be considered.

"So far as the trade is concerned it will benefit us in the buying of prunes, as most of our prunes come from California."

HUGH BLAIN, of Eby, Blain, Ltd.—"While the concessions are not going to have much of an effect on the grocery trade, they will, I think, tend to make easier prices on peanuts, peanut-butter, and dried fruits to the trade and probably have some effect on prices to the consumer. The new arrangement will likely provide a somewhat better margin of profit to the wholesale and retail trade.

"There is not much dried fruit in the bonded warehouses; if there had been wholesalers would have benefited to some extent."

MR LUMBERS, JR., Jas Lumbers, Toronto—"The concessions are not enough to make any noticeable difference to the trade. One-third of a cent on dried fruit is practically nothing. The arrangement may tend, however, to give a preference to Virginia peanuts."

F. W. HUDSON, Canada Brokerage Co., Toronto—"Personally I belive in a little give and take in any matter, and I don't think Canada has given away very many concessions. There will not be much of an effect on the trade, as the reduction is so little."

F. W. HUMPHREY, Toronto—"I cannot see that the grocery trade will be much affected, the concessions are so small. There may be a slight disadvantage to the Canadian manufacturers of toilet soaps, but the duty is still high. It puts the United States on a par with France and Spain, so far as nuts and dried fruits are concerned, and will be a benefit to the trade in general.

"There will be more pecans and Brazil nuts used here, I think, as a result."

MR. DUFF, Perkins, Ince & Co., Toronto—"We'll scarcely see any effect of any account from the new arrangements. Canada didn't give away very much, but I do not see that she had to give away anything at all. I think we would have been granted the minimum tariff without any concession, as the United States cannot do without our pulpwood.

"If the wholesale trade had had much dried fruits in their bonded warehouses they might have saved something in the reduction, but I do not think there was much in bond."

W. G. CRAIG, of W. G. Craig & Co., Kingston, Ont.—"Regarding the recent United States tariff agreement, I beg to say that the value of figs, dates, prunes, plums, nuts, etc., imported from the U.S. annually, amount to about $767,935 and soaps $204,640, together making $972,575. But the total of these items from all countries brought into Canada, amounts in value to about $1,237,948 per annum. Two and one-half per cent. on this sum equals $30,948, which represents this saving to Canadian consumers for twelve months, or about one-twentieth of one per cent. of the whole duty collected.

"These are the grocery lines affected, and the reduction though scarcely noticeable, is just so much in favor of the consumer. None of the articles, excepting soap (and 2½ per cent. reduction is not likely to have much bearing on this article), are produced in Canada, so that we may conclude the goods were wisely chosen for the purpose of compromise; indeed this may be said of the whole list, and the wonder is that a satisfactory catalogue could so easily have been found that would disturb trade so slightly. The general public will benefit by the changes. None of the items come in serious conflict with any Canadian industries.

"That the anxiety regarding an expected tariff war has been in this amicable way satisfactorily averted and with such slight concessions speaks volumes for the excellent judgment and diplomacy of those who conducted the negotiations. A friendly agreement and so readily reached is no doubt best for all concerned, particularly for the future welfare and prosperity of Canada. Instead of this friendly settlement resulting in peace and good feeling and the prospect of still better relations with our nearest commercial neighbor, there might haxe been a demoralizing tariff war.

"Our growing Dominion being socially and commercially interwoven along its southern border with the great Republic, and in important close connection with it in many ways, it is of the greatest importance that we should at all times, if possible, maintain friendly relations with that country.

"Peace and good feeling is secured and maintained, and we join in the saying of of Sir Wilfrid Laurier that 'this

Things That Shouldn't Be

Grocers Should Not Allow Their Children to Become Nuisances Around the Store. It Does Not Frequently Happen That Babies are Allowed to Sit on the Cheese But Such a Case is Known to Have Actually Happened in a Canadian Country Store.

is worth more than all the nuts and prunes in creation.'"

J. L. WATT & SCOTT, grocery brokers, Toronto—"It will have the effect of placing California raisins on the same basis as Spanish Valencia and Malaga raisins. Prior to Feb. 1, Spanish raisins came in under a duty of 1 cent—the same as California. Since Feb. 1, Spanish raisins have enjoyed the two-thirds of a cent duty while California remained at 1 cent. Since March 31, however, California raisins have been reduced to the level of Spanish.

"With regard to prunes, the French fruit has been coming in at 2-3 of a cent for several years, while the duty on California prunes was 1c. With the new arrangement California prunes come in under the same basis as French. It is now a question of the better market."

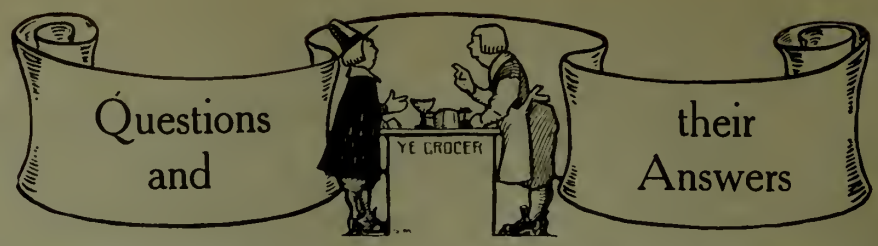
LIND BROKERAGE CO., Toronto—"The change will have a tendency to bring in more Virginia peanuts providing the prices are right. The new 2 cent rate brings the duty down to what French and Spanish peanuts have been. On the whole the changes will have little effect."

W. G. A. LAMBE, of W. G. A. Lambe & Co., Toronto—"I favor the new tariff agreement. You see the United States are not getting any concession from Canada, which other countries do not receive. I do not see that it will affect Canadion manufacturers, and is certainly much better than tariff warfare. So far as dried fruits are concerned it will tend to make them cheaper to the consumer, and it will not interfere with profits to the various sections of the trade. It will in fact tend to strengthen them as dried fruits should sell better. The same is true of peanuts and pecans."

Benefit to Dried Fruits.

St. John N.B., April 6.—St. John wholesale grocers as a whole seem to be pretty well pleased over the tariff settlement effected between the United States and Canada. While they all confess that they have not gone into the matter very thoroughly, they express the opinion that the reduction on dried fruits will be a benefit. There are few lines on which a reduction has been made that will affect business to any extent. So far as nuts are concerned the local dealers all import direct from the country of origin, and the change in duty will not affect the situation. On prunes, apricots and peaches, the new tariff will make a reduction of about a quarter cent per pound . Taken in all, the dealers seem to think that the changes made will have little effect on their business, but what little there is will be for the better.

Booth & Colquhoun, grocers, Maryland St., Winnipeg, have dissolved partnership. On and after April 1, the business will be in the name of Charles B. Booth.



COLLECTION FROM CIVIL SERVANTS.

Editor Canadian Grocer.—Could you give me any information through your valuable paper what grocery merchants do with government employes in the other provinces that refuse to pay their grocery bill knowing they are protected and that their wages can not be garnished. Any information would be gladly received by grocers in this city. Hoping you will find space in your paper for an answer and greatly oblige

M. & A. McLEOD,
55 Prince St.

Charlottetown, P.E.I., Apr. 1, 1910.

Legislation on The Way—In reply to the above letter from Charlottetown we may say that at the present time there are no methods used in any province by merchants to collect debts of civil servants. According to law their salaries cannot be garnisheed and even if judgment were secured in a court of law nothing could be collected. At the present time, therefore, merchants have to depend entirely on the honesty of the civil servants who are kept in the service of the government.

At the present time, however, a bill is being introduced into the House of Commons making the salary of a civil servant attachable for a debt and if this goes through the trouble will end. From present indications such is likely to be the case.

FOR PRESERVING EGGS.

Editor Canadian Grocer.—Do you know of any method used for the preservation of eggs outside of cold storage? If so we would like to get the information through your Questions and Answers column.

GENERAL MERCHANT.

Victoria, B.C., Apr. 1, 1910.

Answer—There are of course several recipes given for the preservation of eggs but the following have been used to advantage by different egg preservers:

When eggs are only required to be preserved for two or three months they keep very well packed in dry salt or bran. The meat of the egg may shrink and rattle within the shell when shaken, but its edibility is not impaired. Coating the egg with vaseline or butter will also keep it for a short time, or any application which effectively seals the pores of the shell and excludes air will prolong the freshness of eggs. If it is even momentarily submerged in boiling water, the albumen thereby becomes sufficiently coagulated to prevent the entrance of air. In some of the rural parts of England eggs for home consumption are smutted over with a mixture of sulphur and lampblack, claimed to be a cheap and effective preservative.

A firm in the North of England claims to have a new way of preserving eggs It is based on the theory that an egg decomposes because of bacteria entering through the pores of the shell. Under the new process, the egg is first disinfected, and then immersed in a vessel of hot paraffin wax in a vacuum. The air in the shell is extracted by the vacuum, and atmospheric pressure is then allowed to enter the vessel and press the hot wax into the pores of the shell, sealing it hermetically.

Still another method used by some is as follows:

Mix together in an earthenware jar 9 parts of boiled water, which has been thoroughly cooled, and 1 part of glass water. Glass water is obtained by fusing 2 parts of quartz sand with 1 of sodium carbonate, adding one-tenth part of small coal. Place the cool cleaned eggs into a jar and cover well with the liquid continually adding sufficient liquid to keep the eggs entirely covered as others are added. Water glass can be purchased in this country from chemists, and generally bears on the labels the exact proportion to be used, varying from 3 to 10 per cent. Eggs preserved in this way are less brittle in the shell than those preserved in lime water, and will sometimes boil without cracking if a small pin-point aperture is made in them.

The proportions used for the lime preservative in some places are 20 gallons of water, 4 of lime, and 1 of salt. Allow to stand for a few hours, then pour it over the eggs in the same way as the water glass. A little lime should be added from time to time, during the period of preservation; otherwise, the solution will lose its strength. The eggs preserved in this way become rough and brittle and must be handled carefully when taken out for use. Limed eggs are used extensively by bakers.

MOLASSES AS A FEEDSTUFF.

It is interesting to note how molasses is coming into its own in these latter days of scientific research. Way out in New South Wales in Southern Australia, there has been recently organized in the City of Sydney the Molasses Fodder Co. and in an issue of the Agricultural Gazette of New South Wales, it gives a flaming advertisement to farmers, dairymen and others, offering them "liquid molasses, rich in sugar," and suitable for live stock of all kinds, including poultry, and suitable for mixing with hay, straw, chaff, husks, bran, wheat, oats, corn, or damaged foods and they state incidentally that it will make all these foods "fresh and palatable." And apart from its value as an economic feed, it prevents the ordinary diseases of animals and clears horses' stomachs of the "bots."

Leaks in Retail Businesses which Cause Failures

Mistakes Merchants Make in Starting in The Grocery Business—Overstocking one of the Principal Reasons—Selling to a Customer What is of no Use to Her —Disadvantages of Salesmen who Take Little Interest in Their Work.

By L. C. Harkness.

Why do retail grocers fail ? That is a pertinent question. Of all failures of this kind during the past year perhaps no two can be attributed to exactly the same reasons. Because that is so, it enables the observant person to get at a few of the outstanding weaknesses which belong to the business as a whole.

It must be remembered of the grocer who does not fail, that he is not wholly exempt from all the frailties which are manifested in failures. Every grocer has his weak points else he would be perfect. The difference between him and the more unfortunate one, is that in the case of the latter the weakness was carried to the breaking point, and that meant his failure. If the existing merchant continues without remedying some of the characteristics of his business, he may have a similar experience. It is for that reason that we refer to some causes of failure.

The man who premeditates entering into the grocery business is often carried away with the prospects of a rapidly remunerative business, and without slowly counting the cost overstep the limit of his ambition. He rents or purchases a high-priced location, and before he sees one dollar's worth of goods he is up against a debt that would almost worry a millionaire.

Large things are not accomplished in that way. The law of life is contrary to that method of procedure. He must begin, not too ambitiously, and work up gradually.

A Mistake Frequently Made.

Overstocking is a common ailment in the life of a business. This is supplementary to a large, expensive establishment, and quite as unnecessary. Not only in the beginning should stocks be controlled, but all along there is the danger of creating a maximum liability, over against a minimum asset, due to heavy stocks that eat out profits before they are turned-over.

To open a place of business on a moderate scale does not necessarily mean that there should be a lack of congenial environment. The modest premises can be made inviting and clean. Lots of sunlight and fresh air in the store will go far to counteract the absence of elaborate interiors.

The display and arrangement of goods in stock is one of the leading assets to any business and must not be overlooked by one who wishes to realize his ambition.

Many grocers pay too little attention to the individual customer. Human nature is much the same. Everyone likes to be recognized and remembered on the occasion of a second visit. The tastes, habits, likes and dislikes of a customer should be catered to, if they are to be secured as permanent customers. As a man among his fellows, the grocer behind the counter must be prepared for the emergency of meeting a character he never met before else he might repel rather than solicit successfully.

"Things that shouldn't be," that The Grocer is illustrating weekly, brings out with no uncertainty a bold deficiency, but there are discrepancies everywhere that cannot be illustrated by a cartoon. They lie too deeply in the demeanor of the merchant, who is day by day approaching inevitable failure.

What Customer Doesn't Want.

Salesmanship is surely a science, but it is certainly the science of service. To be a good salesman in the business is to be a good servant of the public. To sell goods to a customer which he does not want, is not good salesmanship, and it is an extremely bad policy.

Many failures can be laid at the door of the evil of hypnotizing a customer to buy what is not wanted.

The weakness in salesmanship and store management is manifest everywhere in the grocery business. It is often said that a certain grocer has a "poor bunch of clerks—they don't seem to be interested in the business." Whether this is the salesmen's faults or the proprietor's, for it is either one or the other or both, it is serious, and the successful grocer must guard against such criticism.

Inside the business or where facts are not apparent to the customer there may be many weak links in the business chain. There is that of waste. Twine is broken up and thrown away. Soap and egg cases are destroyed when they could be sold. In weighing out goods such as sugar, some is spilt each time, which in a year amounts to some pounds. This is a dead loss. A grocer often allows an incompetent business man to run up an account which he knows he cannot meet. This is looseness. It is a puncture in the business, and is followed by larger leakages.

Not Watching Legislation.

The merchant is too often the victim of his environment. He is often subjected to severe legislation. But should there be legislation which the merchant believes to be wrong, who has a greater right to say so than the one whom the law operates against. In many cases existing evils could be righted should the merchant only take steps to do so. He must not allow himself to be brow-beaten by any legislators or competitors who work for their own special benefits and who have no concern for the merchant who may fail or not so far as they care.

WANT BETTER ATTENTION.

Retail Merchants' Ascsociation Think That Ontario Government is Slighting Commercial Legislation.

Toronto, April 6.—Among the resolutions adopted by the Retail Merchants' Association at their annual meeting held last week, were the following:—

That it is the opinion of the members of this branch that the present by-law regulating the height of awnings should be amended, so that the irons will be 7 feet 3 inches from the sidewalk, allowing 9 inches for the curtain, and that the clause demanding a permit should be rescinded, as we consider it a useless and unnecessary provision.

That it is the opinion of the branch that the space allotted in the Canadian National Exhibition should be as far as possible, distributed to as many competing firms as possible, so as to give a greater variety of exhibits, and not to have the name of one firm overshadow others, who are equally deserving.

That it is the opinion of this branch that the Ontario Government does not give sufficient care, time and attention to the Commercial Legislation that comes before them, as they should, and we strongly recommend that the attention of the Ontario Provincial Board be called to this matter, and that we ask them to interview the Government and endeavor to impress upon the Government the necessity of appointing a Committee on Commerce, so as to deal more intelligently with commercial subjects.

That the bread manufacturers of Ontario were unjustly deat with in the recent enactment of the Provincial Parliament, in that it is apparent that those who have their capital invested in the manufacture of bread and whose experience would give them the better knowledge of the demands of the bread-purchasing public, were not consulted in the framing of the law. Further from our view-point we feel that time will work the remedy and that eventually the broad business principle of commercial liberty will be granted to this important industry of the manufacture of of bread. Again it is felt by the bread manufacturers that the legislators do not realize the magnitude and importance of the modern bread industry, nor do they seem to appreciate the disturbance created by the constant change of law to this industry. Moreover we are at a loss to understand why the bread industry is selected for periodical law-making attacks, or why the same law that governs a yard measure or a foot rule, or a pound avoirdupois or its multiple, should not govern the weight and sale of bread, so long as that weight is properly shown upon the article sold.

That it is the opinion of this branch that all persons who are subscribers to the Telephone Co. be allowed the use of the same on the Exhibition Grounds.

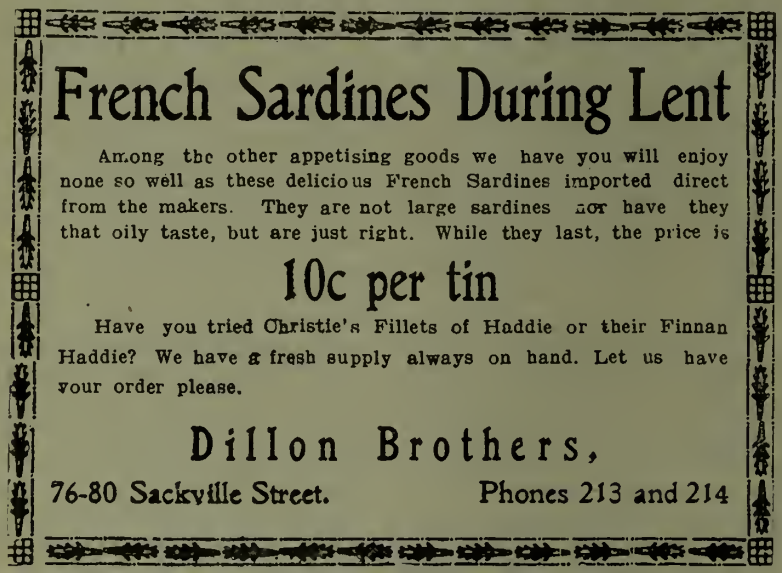
Blending of Display and Good Copy in Ad. Writing

Need of Retailers Themselves Knowing When an Ad. is Well Displayed—Samples of Good and Poor Appearances — The Writing of Copy to Get Results.

By J. W. McKay.

Retailers should have some acquaintance with the displaying of advertisements in the newspapers, and should see that their copy is made attractive by the printer. Different advertisers have different ideas about display and some have none at all. Everyone should cultivate an eye for attractiveness, because that is one of the important features towards getting an advertisement read.

The writing of copy is, of course, a very important attribute to successful advertising, and if both these things are given careful attention, newspaper publicity is bound to bring results. These will be, generally speaking, proportionate to the attractiveness and to the drawing power of the copy. There are, of course, exceptions to this rule, but in the majority of cases it holds good.


French Sardines During Lent
Among the other appetising goods we have you will enjoy none so well as these delicious French Sardines imported direct from the makers. They are not large sardines nor have they that oily taste, but are just right. While they last, the price is
10c per tin
Have you tried Christie's Fillets of Haddie or their Finnan Haddie? We have a fresh supply always on hand. Let us have your order please.
Dillon Brothers,
76-80 Sackville Street.
Phones 213 and 214

An Example of a Neatly Displayed and Well Written Advertisement.

Two of the advertisements shown here are attractively displayed—those of W. J. McIntyre, Sarnia, Ont., and Dillon Brothers, Halifax, N.S. The symmetry of the latter is outstanding, three heavy rows of type being used the proper distances apart. "French Sardines During Lent"—"10c per tin" and "Dillon Brothers," tell the story in brief. It attracts the eye and tends to make the reader study the advertisement more closely.

The copy connecting these large links is convincing and no doubt it increased the sales of those sardines at the time it appeared in the Halifax paper. In a word, the ad. is nicely displayed and well written and could scarcely be improved on.

Prices Should Be Used.

The W. J. McIntyre ad. is also well displayed. There is not too much display type used and what is, is used judiciously.

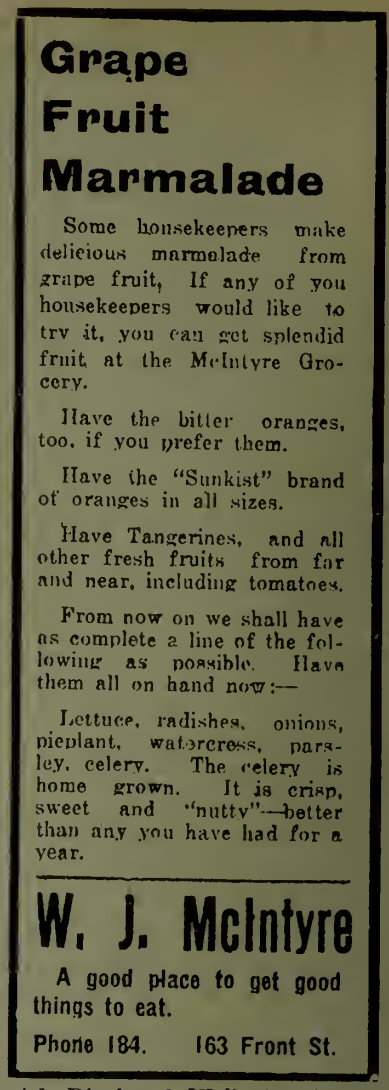
At first glance the ad. appears to be an excellent one, but a closer study reveals what might be considered a few weaknesses. A little more might have been said about the desirability of using grape fruit for marmalade, since the heading referred to that. Grape fruit prices should also have been used immediately after the talk on that article.

In introducing the talk on the other fruits a line such as: "See the following prices on these fruits also," would have made the ad. stronger. The sort of copy that brings results is that used in reference to celery—"the celery is home grown; it is crisp, sweet and 'nutty' better than any you have had for a year."

Copy Too Jerky.

The least attractive of the three ads. is that of C. E. Compton, Wetaskiwin, Alta. It is reduced from a space 4½ inches wide by 6 inches in length.

The trouble seems to be in the lack of symmetry in display. For instance: "The Cash Grocery," "Sure," Compton's," and "C. E. Compton," do not sound well, and the display of these words does not appeal to the vision. The copy is written in a somewhat jerky style, which makes it difficult to be read and comprehended at the same time. Neither does there appear to be any necessity for the heavy underlines used.


Grape Fruit Marmalade
Some housekeepers make delicious marmalade from grape fruit. If any of you housekeepers would like to try it, you can get splendid fruit at the McIntyre Grocery.
Have the bitter oranges, too, if you prefer them.
Have the "Sunkist" brand of oranges in all sizes.
Have Tangerines, and all other fresh fruits from far and near, including tomatoes.
From now on we shall have as complete a line of the following as possible. Have them all on hand now:—
Lettuce, radishes, onions, pieplant, watercress, parsley, celery. The celery is home grown. It is crisp, sweet and "nutty"—better than any you have had for a year.
W. J. McIntyre
A good place to get good things to eat.
Phone 184. 163 Front St.

An Ad. Displayed Well, But in Which Better Copy Might Have Been Used.

The Cash Grocery
THE STORE OF QUALITY
SURE--
That one word sums up the advantage of dealing at
COMPTON'S
You are sure of their quality
Sure of their flavor
Sure of their goodness
Sure of their Cleanness and freshness
The good cook knows the best goods are always the cheapest. We can prove to have the best, and our prices are right.
Fresh Lettuce, Celery, Grape Fruit, Oranges, Etc.
C. E. Compton
Compton Block
Phone 191

An Ad. in Which the Copy is too Jerky—Reduced from a 4½-inch Space.

Tea Markets not Likely to Decline this Season

So Intimates Calcutta Visitor Who Talks of Market Prospects of Coming Season — Conditions Existing Last Year Were Peculiar—Should Tea be Purchased for Appearance or for the Cup?

R. K. Stevens, tea buyer for the Calcutta firm of Shaw, Wallace Co., who has lately been staying in Toronto, has given The Canadian Grocer a few facts concerning the past Indian tea season and his views of the near future of the market which will interest readers.

Mr. Stevens points out that the man who prophecies in tea, "stands always to be shot." There have been times, he added, when such a procedure would have seemed justifiable. He says that people, however, who do not live in tropical climates are apt to imagine that one year in the far east is much like another, and failure of the monsoon, or early cold weather, are terms which as often as not convey little or no meaning to the tea dealer who is not in touch with the market at its source. And yet climatic conditions in India vary every year, and have as much effect on the quality as on the quantity of tea produced.

"Take for instance the season in India just closed," he said. "Quality throughout was above the average and especially so was this the case in teas from the Cachar, Dooars, Sylhet and Darjeeling districts. Now in the previous season the quality of the teas from Dooars was often so indifferent as to put the teas on a plane with what is known as common leaf. Then too, Cachar and Sylhet both made a great quantity of this very inferior tea, whereas in this last season little tea from any district was produced that could not be described as clean, sweet and sound. This was due partly to a dry period in India from October, 1908, to well into the early months of 1909. So marked was the effect of this drought on the tea bushes that the Calcutta season opened fully a fortnight late, and so slow was the growth that by the end of August or early in September the crop was 5,000,000 pounds short of the previous year's figures at a similar period. This slow growth, however, seemed to give the teas much more body and so what was lost in quantity was made up in quality.

"About mid-September, it is generally reckoned in India that a fairly reliable estimate of the yield for the season can be made, and with so large a deficiency to make good, and half the season gone, it seemed almost certain that the total crop would not exceed the previous year's output. About the third week in September, however, the weather, ever fickle, suddenly changed, and throughout all the tea growing districts warm sunny weather with frequent showers, ideal growing conditions, set in. It is ancient history now, that the next month or two produced record yields.

"The 5,000,000 was no longer a minus quantity but a plus, and the season ended up with a total crop of some 10 or 12 million pounds above the previous one. Everything was favorable for production. Even the cold weather appeared a little late, as if to accentuate the error that had been made in forecasting the crop; and the 'wiseacre' of Mincing Lane, who always believes that these estimates are made solely to 'bull' the market, was able to say, 'I told you so.' One cannot help wondering what the price of common and medium teas would be now had there been a shortage as anticipated; for in spite of two record yields from Ceylon and India in one season, totaling well over 20 million pounds more tea than in the previous year, we have a higher market to-day than was the case twelve months ago.

Will the Tea Market Advance?

"By the law of average, the probability is against two such yields in successive years. Ceylon exports already show a falling off for the first quarter of this year compared to last, and the coming months will have to compare with the very heavy figures of last year. What then is going to bring down the price of the clean, common and medium teas that form so large a proportion of the world's consumption? It is a question very difficult to answer.

"There are some facts connected with last season's market that are worth keeping in mind, as they may have a bearing on the future market for low price tea. When it became certain that the Indian crop would be considerably larger than that of 1908-09, it was expected that the changed aspect of affairs would cause a big drop in what was said to be an inflated market, but such was not the case.

Quality Remained in the Tea.

"This can be ascribed to various causes, but I think it may in a large measure be accounted for by the fact that the quality of the teas kept up wonderfully well all through the last half of the season. This enabled the support of the Russian buyers to be given to the market and to such an extent that over 5 million pounds more tea was taken from Calcutta sales alone for Moscow. The same market bought largely from London and it is estimated that the growth in the world's consumption of tea for the past year was 16 million pounds.

"There is an old saying that "lookers on, see most of the game" and thus it was that some of us in Calcutta were able, so long as November last, to foresee that there would be a strong and rising market for common tea in the spring. As the reason for this may not seem obvious, I must explain that in the previous season when the quality of tea was generally inferior, London had bought very largely, low-priced teas from Calcutta, and by this means was able to keep the British market for this grade from rising to an awkward price. This season, however, it became evident even in September that Russia was buying extensively common leaf and broken grades in the Calcutta sales, and outbidding buyers for London. This support continued until the end of the year, by which time it began to be realized in London that there was nothing to be had from the Calcutta sales, hence the rise in the market for common leaf in Mincing Lane, which we in Calcutta had been in a position to forecast some time before.

"One hears a good deal about the London stocks being larger than 12 months ago, but it is, I think, more than doubtful if there is much common or low medium tea being held. There seems no prospect therefore of a lower range of prices for the present, and with the world's consumption going ahead every year, the position of the tea industry is anyway rosy from the producers' point of view.

Should Buy for the Cup.

"You may notice," he said, "that countries that buy teas for cup are those which show the greatest consumption of tea. I never can understand people buying tea for appearance; it is always deceptive, and seems about on a par with choosing wine by the shape of the bottle or the color of the label. It should not be lost sight of that the thousands of settlers coming to this country from the United Kingdom are practically all tea drinkers and what is more, they are used to good teas, such as can be had in England to-day at a wonderfully reasonable price. It is equally certain, I think, that if they find they cannot get similar quality tea in Canada, they will become coffee drinkers.

"One should never lose sight of the fact that the public as a whole know good tea. It has been proved over and over again in England that the teas with the largest sales are those which show the best qualities in cup."

COLLECTING BAD DEBTS.

New Westminster, B.C., Apr. 5.—At the last meeting of the Board of Trade of New Westminster, B.C., a scheme was proposed to foster the organization of a retail protective association to be looked after by the secretary. It was pointed out that many new people were coming to the city, and with new customers available it was necessary for the merchants to know who they were so as to prevent losses. The suggestion did not meet with favor as a board enterprise, and it was concluded that it was a matter for the merchants themselves, rather than for the board. The advantage of a graded customer list has been shown in other places, and it is probable that the New Westminster grocers and other dealers will co-operate in such a necessary institution.

The Canadian Grocer

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - PRESIDENT

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Cable Address: Macpubco, Toronto. Atahek, London, Eng

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TORONTO - - - - 10 Front Street East Telephone Main 7324
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SHORT MAPLE CROP.

Prolonged warm weather at a season when the days should be warm and the nights cool has resulted in a short crop of maple goods. The season is nearly over now, and the crop, according to authorities, will be not more than 50 to 60 per cent. of what it should be.

In many ways owners of maple groves worked under difficulties this year, and they have done well to secure such a yield as they have. The lack of rain or snow during the past two weeks made the trees warm, which is not a desirable state of affairs.

However, the quality of the goods offering is, on the whole, satisfactory. The first sap harvested yielded maple syrup and maple sugar of the very highest grade, and the situation was saved by that circumstance.

Maple produce men are satisfied that prices this year are none too high, in view of the figures paid farmers. Grocers who have not yet ordered should do so at once to ensure deliveries as some makers are refusing to book further.

SHOULD ACCEPT INVITATION.

Believing that a better understanding existing among retailers, wholesalers and manufacturers will improve grocery trade conditions, the Ontario Wholesale Grocers' Exchange have invited the other two branches to attend their coming convention which opens on April 25th.

This will be held in the banquet room of the King Edward Hotel, Toronto, and as pointed out in last week's issue will be a departure from other years in view of the invitation to retailers and manufacturers.

To show that they believe in the widest publicity of the meetings the Exchange are opening them to anybody who cares to listen to the discussions.

Retailers should take advantage of this and particularly should as large a representation as possible be present on Wednesday, April 27—Manufacturers' and Retailers' Day. On the day previous there will be a conference among retailers alone when resolutions will be prepared to present to the joint meeting on Wednesday. This is done to insure united action.

In view of the new departure a way has been found which if followed carefully is going to be a potent factor in placing the different trade interests on a more friendly basis towards one another. More harmony is wanted to dispel wrong impressions and good is bound to result from the coming convention. But the idea must be followed up if it is to be permanent.

It is the duty, therefore, of every retailer who can and who wishes to see the grocery trade on a higher and better plane, to attend the meetings of the Exchange at which questions affecting the retail trade are discussed.

ADVANCE IN MATCHES.

Travelers calling on the retail trade for wholesale houses are announcing an advance on matches—on one brand at least.

The advances mean from 10 to 15 cents per case to the retail grocer and are due, according to match manufacturers, to the higher prices paid for the raw material.

The change came into effect the first of April.

GRAIN ROUTE IN DANGER.

Lest Canada's export transportation mediums for carrying grain from Lake Superior ports to the Old Country be carefully watched she is likely to lose the present advantages over those of the United States.

We have the shortest grain route to Britain, but if grain can be shipped via Buffalo and New York, at cheaper rates than by the St. Lawrence route we cannot expect to hold the trade. It will go through the channel of least resistance.

There is at present a combination of influences which tend to divert our grain from Fort William through the Buffalo-New York medium due to the publication of the record of export shipments by Montreal, which were found to be greater than by New York. Complaints arose from the United States shipping interests and no doubt many influences were at once set to work to counteract the natural effect of Canada's superior position.

These influences are likely to succeed unless a thorough inquiry is made. Big freighters on the upper lakes now carry grain from Fort William to Buffalo and to Georgian Bay ports for a cent and a half a bushel. As there is a difference of 300 miles in favor of the Canadian route this seems like a discrimination.

The Canadian route has also the advantage of time. The rail route from Georgian Bay ports to Montreal is 4 cents and from Buffalo to New York 4.9 cents, thus giving the Canadian medium an advantage of nine-tenths of a cent. When the grain is brought all the way by water to Montreal the advantage is a cent and a half.

But there is apparently another discrimination in the ocean rates which tend to give the balance of advantage in favor of New York. Here is where changes should be made if Canada is to retain her prestige in export grain transportation. The difference in the total charge is from one and a half cents to nearly two and a half cents. This in the face of the natural advantages of the purely Canadian route suggests that that there is something wrong.

A careful investigation is due Canadian transportation companies as well as the grain growers of the Canadian west.

GROWTH OF FRUIT TRADE.

During the last few years it is astonishing to note the growth of the United States deciduous fruit imortations into Montreal. It is not many years ago when a car of oranges was regarded almost as a curiosity. Last year one firm imported 247 cars of oranges for this market, and they expect to add at least 40 p.c. to these figures during the present year.

There are at present some firms in Montreal to whom the southern fruit trade means the major part of their business.

INSURANCE NECESSARY.

That fire insurance is an aid to business interests is manifest.

Credit is based on a mercantile reputation entitling a dealer to receive goods on promise of an after-payment and this carries with it the understanding that every possible precaution will be taken to protect both himself and the firm trusting him against loss.

Fire insurance is the police power of the mercantile world against the fire enemy which seeks to destroy its

wealth. Insurance is closely watched by credit men not only to make sure that their values are properly protected, but because the proportion of protection the merchant carries often furnishes a valuable guide as to his business ability and foresight.

The insurance manager of Marshall Field & Co., Chicago, claims that the time will come when insurance companies and the State or Federal governments will be in partnership and owners of property will be compelled to insure it to at least 80 per cent. of its value.

Insurance is certainly an absolute essential to a modern business.

CLERKS AND THE STORE'S ADVERTISING.

The advertising of a store cannot be termed successful until some means is devised whereby the proprietor is certain that every person in his employ has read the store's advertisements before the business day has begun.

In order to do this all sorts of methods have been suggested, but perhaps the most plausible one is now being used by a certain large retail establishment. The proprietor of the store offers $1 to the first employe who calls his attention to a mistake in the spelling, composition, or grammatical construction of his daily advertisement.

The plan has been found to work wonderfully well, but whether it is imitated by you or not, the importance of getting up some idea that will bring your advertisements and your clerks together is obvious.—Shoe Retailer.

THINGS THAT SHOULDN'T BE.

The Grocer feels gratified to know that a great deal of attention is being given the weekly cartoon on "Things That Shouldn't Be."

Every week suggestions come in from readers and as many of these are being used in the cartoons as are possible. A few days ago some energetic clerk sent an entire drawing showing a cat smelling sausage on the counter and a boy picking a cheese with his hands and eating what he could get off.

These are certainly things that shouldn't be allowed in the modern grocery store.

Another correspondent calls our attention to a dirty practice too often experienced. Figs were asked for and these had to be dug out of a box. The grocer used his hands and every little while wiped them on a dirty apron.

The probability is that prior to the entrance of that customer he had done the same after selling bacon, onions or coal oil. A person who asks for figs wants the fig flavor and not coal oil or bacon.

This shows the importance of doing business on a scientific basis. Water and soap are cheap and no customer will object to wait for figs if she knows that the grocer's hands are being washed before he serves her.

Something besides the hands should be used too for digging figs from a box. Most housewives are particular at the table where the members of the family are taught not to handle any foodstuffs they do not wish to eat. Why should a grocer, therefore, handle them?

FAILURES IN CANADA.

Three-fourths of the 1,588 failures in Canada in 1909 were due to the faults of those failing, while four-fourths of the liabilities belonged to the same division, according to figures supplied by Bradstreet's. As regard the number of failures, the proportion is not materially different from 1908; but respecting the liabilities, it is to be noted that the proportion was 79.9 per cent. in 1909, against 86.8 per cent. in 1908. Incompetence and lack of capital represent a smaller portion of the total number of the failures embraced in the data for 1909 than fell to them in 1908, while fraud, neglect and competition were larger in their effects. Lack of capital remains the leading source of trouble, with specific conditions second and incompetence third. The first mentioned cause produced 42 per cent. of the failures, and 43.3 per cent. of the liabilities; the second accounted for 22.4 per cent. of the failures and 18.4 per cent. of the liabilities, while to the third goes 15.7 per cent. of the number and 17.5 per cent. of the libilities. Fraud, the fourth most detrimental cause, originated 7.8 per cent. of the failures and 5.9 per cent. of the liabilities in 1909.

Failures due to	Number 1909	1908	Liabilities. 1909	1908
Incompetence	15.7	18.2	17.5	15.6
Inexperience	2.9	2.8	6.7	2.2
Lack of capital	42.0	43.2	43.3	59.0
Unwise credits	1.2	1.0	2.5	1.0
Failures of others	1.5	1.5	1.1	1.4
Extravagance	1.0	.4	1.0	.7
Neglect	3.9	3.2	2.4	2.3
Competition	1.2	.5	.6	.6
Specific conditions.	22.4	22.9	18.4	11.2
Speculation	.4	.5	.6	1.4
Fraud	7.8	5.8	5.9	4.6

STUDYING THE TRADE PAPER.

One of the most difficult problems that confronts enterprising grocers in their efforts to improve trade conditions is the conversion of the man who stands behind his counter from day to day without taking any part in the consideration of trade questions, and who cannot even be reached through his own trade paper.

Such men, as a rule, are grumblers and fault-finders. They think they know how all the evils can be removed, but their ideas are so ancient to one who is familiar with the real conditions that they are not worth consideration.

They expose their utter ignorance of the facts which are puzzling their more active fellow tradesmen, and which they are trying to work out in the interests of all concerned. These are the men who bring distrust and discredit upon those engaged in the grocery trade. Long ago, the most up-to-date men learned the lesson that the only way to succeed in the retail business was through honesty and integrity, and by having a reputation above reproach.

There are many who are still living in ancient times with the idea that business is a thing to misrepresent.

In a recent article in The Ladies' Home Journal a writer undertakes to show how grocers cheat the public by placing putty under the scale pan, lead in the paper bags, and a dozen other ways never heard of before. While there are few guilty of such charges there is nevertheless a tendency among some to be dishonest and these are detrimental to the trade in general.

There is no class of people engaged in any occupation where absolute straightforwardness is so essential to success as in the retail trade. This point is so forcibly brought out in all trade papers, that no one who reads can be so void of common sense as to imagine for a moment that he can gain by resorting to short weight and other dishonest tactics.

With all the edifying examples tending to raise the standard of merchandising above reproach, which are weekly brought within reach through trade papers, there are still merchants who have no use for them. $

If the trade paper did not look after the interests of the retail trade who would? Does the average newspaper or do politicians in general safeguard fairly their interests, or do they cater to the general public at the expense of the merchants in lieu of votes?

These are questions the grocer should ask himself to see whether he has a right or not to study his trade paper in preference to any other.

Wasted time to-day means extra work to-morrow.

Constant nagging soon hardens the softest heart.

No matter how well you treat the world, you will never get out of it alive.

Never look backward—unless you can profit by the mistakes you have made.

Practical Methods Used in Retail Grocery Stores

St. John Grocers Decide on Summer Early Closing—Half Holiday Question in the West—Montreal Grocers Make Profit in Fish—Demonstration Brings New Business—Toronto Grocers Dress Windows to Suit the Seasons.

Summer Early Closing.

St. John, N.B., April 6.—The retail grocers in the north end of the city have agreed with the merchants in other lines of trade, to close their stores at 6 o'clock during the summer evenings. Last summer the stores in that part of the city kept open until 9 or 9.30 o'clock, and during the winter months closed at 7. In the city proper, all the grocers close at 7 o'clock the year round.

Half Holiday In Vernon.

Vernon, B.C., April 6.—Merchants in Vernon, B.C., will close their stores at noon on Wednesday of each week, beginning with the first Wednesday in April and continuing until the end of September, so that the clerks may have a weekly half holiday. This custom has obtained for several years in Vernon, and the half holiday is also observed in other towns in the Okanagan district.

Making Profit Out of Fish.

Montreal, April 6.—The handling of fish by grocers is a line which has rapidly developed during the past few years and which is still in the development stage. In many places the fish trade has been carried on by exclusive fish dealers, but in a great many cases grocers and general merchants are holding a fair share of the business.

That dealing in fish, fresh and salt, has been a profitable investment is shown by the testimony of many dealers. Some attention, of course, is necessary to this department to make it successful, and the more attention paid the better will be the investment.

Held Guessing Contest.

Carleton Place, Ont., April 6.—The City Grocery held a guessing contest recently, which attracted a good deal of attention. A large bar of soap was placed in the window and the person who came the nearest to its weight secured a gold watch. The bar weighed 118 lbs.

Squirrels in Maple Syrup Window.

Toronto, April 8.—MacAuley & Pond, 744 Queen Street West, had several window displays lately, which attracted much attention, and which were suitable for the season.

At Easter they had a flock of selected hens in a lively condition, occupying their large window, as the real producers of hen fruit. This window attracted so much attention that one of the city school teachers brought her class down to see them.

Just now to remind the public that this is maple syrup time, they have several trees in the window, tapped for sap, with a kettle to show the old-fashioned way of boiling syrup. But what amuses the passerby most of all are the red squirrels, which sport briskly from limg to limb, as they always do around the sugar camps.

Brought New Business.

Woodstock, Ont., April 7.—An invitation was extended by Poole & Co., to every woman in the city to visit the store and witness a demonstration during the week, and it was surprising the numbers who turned out each day, non-patrons as well as patrons of the store. Peter Poole, president of the company and manager of the store, stated that a great deal of extra business was done through this demonstration, both in the sale of the products demonsted and other lines of groceries.

A Maple Syrup Ad.

London. Ont., April 6.—The T. A. Rowat & Co., make a specialty out of pure maple syrup every spring and persistently advertise it in the daily newspaper. One of their catchy advertisements used recently was as follows:

If you want some PURE MAPLE SYRUP

To put away for future use WE CAN SUPPLY YOU.

We get our syrup from reliable makers in Quebec, paying the highest price to insure getting it pure.

You take no chances when you buy Maple Syrup at our stores, because you have the privilege of returning it if it is not exactly as represented to you.

Shipped direct from the sugar-bush in sealed

Gallon Tins, $1.40

We bottle it also. Bottle, 30c.
PURE MAPLE SUGAR, 10c per cake.

South London 'Phone, 969.
Dundas St. 'Phones, 1866-317.

T. A. ROWAT & CO.

These ads. are proving of considerable benefit in the sale of maple goods.

Renting Sidewalk Space.

London, Ont., April 8.—A case of more than local interest was heard before Magistrate Love in Police court this week, involving the right of a merchant to rent sidewalk space to another person. The advertising man for the Opera House, was defendant in the charge of obstructing a sidewalk. He first came before Mayor Beattie on March 30th, the information being laid by the chief of police, under the by-law regulating the erection of structures on the public streets.

It appeared that the defendant had written permission from Mr. Fulton, C. P. R. agent, to use the space, so the charge was amended, the information being laid under section 42 of London by-law 3042, which permits a merchant to use six inches of the sidewalk to display or advertise his goods.

"A man has a right to allow anybody to advertise something on his building," said the chief, when the adjourned case came up, "but he has no right to allow him any space on the sidewalk to advertise any man's business in front of his own."

"I would be inclined," said his worship, "to allow this particular sign to be placed within the six inches, if it were secured to the building. That would avoid its blowing across the sidewalk on a windy day."

The defendant agreed to have his signs hooked to the wall in future.

Nothing Succeeds Like Success.

Montreal,, April 6.—"Perhaps," observed a local business man the other day, "you see a man in your line of business who seems to have everything his own way. You watch him grow and meditate on the woes of life generally and the luck of a certain person in particular.

"Of course, you never had the chances he has had, even if, half guiltily you admit to yourself that early in your business career there was little difference in your capital.

"Why is it that everything goes right for him? Why? Because he makes it go right. Every success he has had is so much added capital and you know the old comparison of a snowball rolling down hill. Every little gained means a larger gain later. Don't simply take it out by saying, 'I have no luck.' Every man is his own luck and must make his own success."

J. E. Walmsley Co., Belleville, Ont., has been formed to take over the business of Kenny, Walmsley & Co., wholesale grocers and manufacturers' agents.

R. K. Stevens, representing the Shaw Wallace Co., Calcutta, India, is in Toronto this week on a business visit to Geo. Musson Co., the company's representatives there.

The Markets—Tea Market Not Likely to Decline

An Advance Not Expected Soon But Market is Firm—Tapioca Prices Soar, Stated to be Due to Attention Given Rubber—An Advancing Market in Cream of Tartar—Dried Fruits Comparatively Quiet.

QUEBEC MARKETS

POINTERS—

Tapioca—1¼-1½ cents higher.
Table Raisins—Some Malagas quoted.
Brazil Nuts—Up ½ cent.

Montreal, April 7, 1910.

The feature of the week is the rocket like advance of tapioca. It went from 4¼ to 6 cents in one jump, with prospects of a still further rise. If it duplicates a similar performance which took place a few years ago, it will go to over 6 cents in the primary markets. The cause of this former advance is said to be the same as in the present case. Of course, it is impossible to tell at present whether the result will be as big an advance as before, but it looks decidedly like it.

Sugar is quiet this week. Molasses is showing more activity. Jobbers are beginning to realize that the proper time to have laid in their stock of fancy molasses has passed. Demand is increasing and they now have to buy at the importer's price.

Brazil nuts are up ½ cent.

The new tariff changes have excited little comment among local men. All agree that it will help considerably and no local industry is menaced by the reductions.

Trade in general has showed considerably increased activity and the week has been better than the corresponding one last year.

Sugar—Sugar matters are somewhat dull at present. This is only a natural outcome of the almost feverish activity shown recently. Orders are beginning to be more frequent, however, and the outlook is good.

Granulated, bags	5 05
" 20-lb. bags	5 15
" Imperial	4 80
" Beaver	4 80
Paris lump, boxes, 100 lbs	5 85
" " " 50 lbs	5 95
" " " 25 lbs	6 15
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls	5 75
" " 100 lb. boxes	5 85
" " 50 lb. "	5 95
" " 25 lb. "	6 15
" " 5 lb. cartons, each	0 37½
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37½
Extra ground, bbls	5 50
" " 50-lb. boxes	5 70
" " 25-lb. boxes	5 90
Powdered, bbls	5 30
" 50-lb. boxes	5 50
Phoenix	5 50
Bright coffee	5 00
No. 3 yellow	4 90
No. 2 "	4 80
No. 1 " bags	4 65

Bbls. granulated and yellow may be had at 5c. above bag prices.

Syrup and Molasses—For future delivery there is a good demand for fancy molasses. Jobbers are beginning to realize the mistake they made in holding off, as primary prices are if anything slightly higher this week. For immediate delivery the demand is improving. Syrup sales are good even though Lenten sales are a thing of the past.

Fancy Barbadoes molasses, puncheons	0 38 0 40
" " " barrels	0 41 0 43
" " " half-barrels	0 43 0 45
Choice Barbadoes molasses, puncheons	0 36 0 38
" " " barrels	0 39 0 41
" " " half-barrels	0 41 0 43
New Orleans	0 27 0 28
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03¾
" ½-bbls	0 03¾
" ¼-bbls	0 03¾
" 38½-lb. pails	1 80
" 25-lb. pails	1 30
Cases, 2-lb. tins, 2 doz. per case	2 50
" 5-lb. " 1 doz. "	2 85
" 10-lb. " ½ doz. "	2 75
" 20-lb. " ¼ doz. "	2 70

Tea—Teas are steady at former quotations. The new crop samples are expected in from four to six weeks and a large increase in activity will take place. Until then the conditions will probably present no new features.

Choicest	0 40 0 50
Choice	0 35 0 37
Japans—Fine	0 32 0 37
Medium	0 25 0 28
Good common	0 21 0 23
Common	0 19 0 21
Ceylon—Broken Orange Pekoe	0 21 0 40
Pekoes	0 20 0 22
Pekoe Souchongs	0 20 0 22
India—Pekoe Souchongs	0 19 0 02
Ceylon greens—Young Hysons	0 20 0 25
Hyson	0 20 0 22
Gunpowders	0 19 0 22
China greens—Pingsuey gunpowder, low grade	0 14 0 18
" pea leaf	0 20 0 30
" pinhead	0 30 0 50

Coffee—Coffees in all lines are decidedly firm. No changes in quotations are expected as a result. Sales continue good and in fact are on the increase to a slight extent.

Mocha	0 18½ 0 25	Santos	0 14 0 17
Rio, No. 7	0 10 0 12	Maracaibo	0 15 0 18

Spices—There is a decided firmness in the spice market at present. Sales are good and prospects are that they will continue. Peppers are low on account of local competition, but it is thought this will be only temporary, as demand is very good.

	Per lb.		Per lb.
Allspice	0 13 0 18	Ginger, whole	0 15 0 20
Cinnamon, whole	0 16 0 18	" Cochin	0 17 0 20
" ground	0 15 0 19	Mace	0 75
Cloves, whole	0 18 0 30	Nutmegs	0 30 0 60
Cloves, ground	0 20 0 25	Peppers, black	0 16 0 18
Cream of tartar	0 23 0 32	" white	0 20 0 25

Dried Fruits—A few Malaga table raisins are reported on the market. They are selling at $2.25 per box. Prunes are in good demand. Other lines are somewhat dull, but prices in all lines are unchanged.

Currants, fine filiatras, per lb., not cleaned	0 05¾
" " " cleaned	0 06½
" Patras, per lb	0 07½ 0 08
" Vostizzas, per lb	0 08 0 09
Prunes—	
40-50	0 09
50-60	0 08
60-70	0 07
70-80	0 06½
80-90	0 06
90-100	0 05½
Raisins—	
Australian, per lb., (to arrive)	0 08½ 0 09
Old seeded raisins	0 06
California, choice seeded, 1-lb. pkgs	0 07
" fancy seeded, 1-lb. pkgs	0 09
" loose muscatels, 3-crown, per lb	0 07½ 0 08
" " 4-crown, per lb	0 08½ 0 09
" sultana, per lb	0 07½ 0 10
Malaga table raisins, Rideau clusters, per box	2 25
Valencia, fine off stalk, per lb	0 05
" select, per lb	0 06¾
" 4-crown layers, per lb	0 6

Nuts—Brazils are up ½ cent and are reported scarce. Peanuts are in fair demand, otherwise the market is quiet.

In shell—	
Brazils	0 14½ 0 15½
Filberts, Sicily, per lb	0 13
" Barcelona, per lb	0 10½
Tarragona Almonds, per lb	0 12 0 13
Walnuts, Grenobles, per lb	0 13 0 14½
" Marbots, per lb	0 12½
" Cornes, per lb	0 11½
Shelled—	
Almonds, 4-crown selected, per lb	0 32½ 0 35
" 3-crown " "	0 31½ 0 33
" 2-crown " "	0 30
" (in bags), standards, per lb	0 26 0 27
Cashews	0 15 0 17
Peanuts—	
Spanish, No. 1	0 12
Virginia, No. 1	0 13 0 15
Pecans, per lb	0 65
Pistachios, per lb	0 75
Walnuts—	
Bordeaux halves	0 28 0 30
Brokens	0 23 0 27

Evaporated Apples—There is only a mederate demand for evaported apples at present prices. Last week's spurt seemed to be only temporary, and conditions are about what they were the week before.

Evaporated apples, prime	0 08 0 08½

Beans and Peas—There is little of interest in beans and peas this week. Sales are small at old prices.

Ontario prime pea beans, bushel	2 15 2 20
Peas, boiling, bag	2 50

Rice and Tapioca—Tapioca has gone up from 1¼ to 1½ cents, making it now 5½-6 cents. The cause, it is stated on good authority, is indirectly due to the boom in rubber. It appears that the production of tapioca is being seriously threatened by the absorption of the land for the rubber plantations. This is almost a repetition of the thing which happened some years ago, when the price of tapioca in the primary markets was up to over 6 cents. Rice is steady at former quotations.

Rice, grade B, bags, 250 pounds	2 75
" " " 100 "	2 75
" " " 50 "	2 75
" " pockets 25 pounds	2 85
" " ½ pockets, 12½ pounds	2 95
" grade c.c., 250 pounds	2 65
" " 100 "	2 65
" " 50 "	2 65
" " pockets, 25 pounds	2 75
" " ½ pockets, 12½ pounds	2 85
Tapioca, medium pearl	0 05½ 0 06

CANNED GOODS

MONTREAL—The feature of the week is the increasing demand for fruits. Until lately, vegetables have been the best by far in popular demand. Now, however, fruits are fully on a par with them, and show new vigor daily. Vegetables continue in strong demand.

Lobsters and sardines are best in canned fish, the former being in particularly good demand. There is a good demand for meats and prices of several

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lines are up, tongue being 50c higher. Imported herrings are scarce.

Peas, standard, dozen		$1 05
Peas, early June, dozen	1 07½	1 10
Peas, sweet wrinkled, dozen	1 10	1 12½
Peas, extra sifted, dozen	1 52½	1 60
Peas, gallons	3 87½	3 92½
Beans, dozen		0 85
Corn, dozen	0 80	0 82½
Tomatoes, dozen (Ontario and Quebec)	0 85	0 90
Strawberries, dozen	1 37½	1 40
Raspberries, 2's, dozen		1 75
Peaches, 2's, dozen		1 65
Peaches, 3's, dozen		2 65
Pears, 2's, dozen		1 60
Pears, 3's, dozen		2 30
Plums, Greengage, dozen	1 50	1 55
Plums, Lombard dozen	0 95	1 00
Lawtonberries, 2's, dozen		1 60
Clover Leaf and Horseshoe brands salmon—		
1-lb talls, per dozen		1 87½
½-lb. flats, per dozen		1 30
1-lb. flats, per dozen		2 02½
Other salmon—		
Humpbacks, dozen	0 95	1 00
Cohoes, dozen	1 35	1 40
Red Spring, dozen	1 60	1 65
Red Sockeye, dozen	1 85	2 00

Lobster Futures—
½-lb. flats, doz., $2.40; 1-lb. talls, doz., $1.25.
1-lb. flats, doz., $4.50.

Compressed corned beef, 1s	1 65	Minced collops, 2s	2 50
Compressed corned beef, 2s	2 90	Corned beef hash, 1s	1 60
English brawn, 2s	3 00	Corned beef hash, 2s	2 80
Boneless pigs' feet, 2s	3 00	Jellied hocks, 2s	3 50
Ready lunch veal loaf ½s	1 30	Jellied hocks, 6s	10 00
Ready lunch veal loaf 1s	2 40	Paragon ox tongue, 1½s	7 50
Roast beef, 1s	1 65	Paragon ox tongue, 2s	8 50
Roast beef, 2s	2 90	Paragon ox tongue, 2½s	9 50
Stewed ox tail, 1s	1 60	Paragon lunch tongue 1s	4 00
Stewed kidney, 1s	1 50	Tongue lunch, 1s	3 50
Stewed kidney, 2s	2 65	Sliced smoked beef, ½s	1 60
Minced collops, 1s	1 40	Sliced smoked beef, 1s	2 60

TORONTO—Canned goods are moving fairly well and the stocks are not any too heavy to measure out to the end of the season. Prices are unchanged but strong.

Beans	0 85	0 90	Red pitted cherries, 2's		1 75
Corn	0 80	0 85	Gallon apples	2 45	2 75
Peas	1 10	1 60	Bartlett pears—		
Pumpkins	0 80	0 85	Heavy syrups, 2's		1 65
Tomatoes, 3's	0 80	0 85	Light " 2's		1 15
Strawberries, 2's	1 40	1 50	Heavy " 3's		2 40
Raspberries, 2's	1 60	1 67½	Light " 3's		1 70
Peaches, 2's		1 65	Lombard plums, 2's	0 80	0 85
" 3's		2 65			
Lawtonberries		1 65			

Clover Leaf and Horseshoe brands salmon:

1-lb. talls, dozen		1 90	Red Spring, doz.	1 55	1 65
½-lb. flats, dozen		1 25	Red Sockeye, dz.	1 65	1 70
1-lb. flats, dozen		2 12½	Lobsters, halves, per dozen	1 85	2 20
Other salmon prices are:					
Humpbacks, doz	0 95	1 00	Lobsters, quarters, per dozen		1 40
Cohoes, per doz.	1 45	1 50			

ONTARIO MARKETS

POINTERS—

Sugar—Market easier.

Cream of Tartar—Advancing market.

Tapioca—Advanced.

Toronto, April 7, 1910.

The wholesale grocers are busy getting ready with their shipments for the opening of navigation. This is earlier than usual, owing to the early spring weather. This, in addition to the ordinary business, gives the wholesale trade an active appearance.

Business on the whole is satisfactory and up to all reasonable expectations. Wholesalers are expecting a great many retail grocers to respond to their invitations to meet with them at their annual conference. The trade, both wholesale and retail, realize the fact that their intents are in common, and that proper adjustments are necessary. As this is the first meeting of the kind ever held in Canada it should be well attended.

Sugar—The sugar market is steady, but very firm. Raw sugars are fluctuating, but generally end up at the highest point. Another advance does not look quite as likely this week as last.

St. Lawrence "Crystal Diamonds," barrels	5 85
" " " ½ barrels	5 95
" " " 100 lb. boxes	6 05
" " " 50 lb. boxes	6 15
" " " 25 lb. boxes	6 35
" " " cases, 20-5 boxes	7 80
" " Dominos, cases, 20-5 boxes	7 60
Paris lumps, in 100-lb. boxes	6 05
" in 50-lb. "	6 15
" in 25-lb. "	6 35
Red Seal	7 10
St. Lawrence granulated, barrels	5 20
Beaver granulated, bags only	4 90
Redpath extra granulated	5 20
Imperial granulated	4 90
Acadia granulated (bags and barrels)	5 1.
Wallaceburg	5 10
St. Lawrence golden, bbls	4 80
Bright coffee	5 10
No. 3 yellow	5 00
No. 2 "	4 90
No. 1 "	4 75
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

Syrup and Molasses—Mothing more than the ordinary regular demand can be reported in these lines. The market is dull but no changes in values.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz.		Gallons, 6 to case	4 80
in case	2 50	½ " 12 "	5 40
5 lb. tins, 2 doz.		Quarts, 24 "	5 40
in case	2 85	Pints, 24 "	3 00
10 lb. tins, ½ doz.		Molasses—	
in case	2 75	New Orleans, medium	0 31 0 33
20 lb. tins, ¼ doz.			
in case	2 70	New Orleans,	
Barrels, per lb.	0 03½	bbls	0 29 0 31
Half barrels, lb.	0 03½	Barbadoes, extra	
Quarter " "	0 03½	fancy	0 45
Palls, 38½ lbs. ea.	1 80	Porto Rico	0 45 0 62
" 25 " "	1 30	Muscovada	0 30

Tea—The tea trade knows no let up, no dull season, no change, but a constand drive. It takes the tea men hustling to supply every man, woman and child with about 4½ lbs. of tea in a year—but that is what they are doing.

Coffee—The coffee trade is active with prices firm, but there are no changes.

Rio, roasted	0 12 0 13	Mocha, roasted	0 25 0 28
Santos, roasted	0 15 0 17	Java, roasted	0 27 0 30
Maricaibo, "	0 16 0 18	Rio green	0 08 0 09

Spices—Spices are in good demand and prices are firm with advances in several lines, especially cream of tartar, which is likely to make a decided move upwards.

Peppers, black	0 15	0 18	Cloves, whole	0 25	0 35
" white	0 22	0 25	Cream of tartar	0 22	0 25
" whole, black		0 16	Allspice	0 14	0 16
Peppers, whole, white		0 23	" whole	0 14	0 16
Ginger	0 22	0 25	Mace, ground	0 75	0 80
Cinnamon	0 5	0 40	Mixed pickling spices, whole	0 15	0 16
Nutmeg	0 20	0 30	Cassia, whole	0 20	0 25
			Celery seed		0 24

Dried Fruit—Dried fruits are beginning to move more freely, but on the whole the dried fruit trade is considerably below the mark. Some admit that they cannot account for it, and others see the cause in the abundance of cheap apples. However, the best part of the season is yet to come so that it may work out all right before the new fruit will be available.

	Per lb
Prunes—	
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 09
50 to 60 " "	0 07½
60 to 70 " "	0 07
70 to 80 " "	0 07
80 to 90 " "	0 06
90 to 100 " "	0 05½
Same fruit in 50-lb. boxes ½ cent less.	
Apricots—	
Standard	0 15
Choice, 25 lb boxes	0 15
Fancy, " "	0 17

Candied and Drained Peels—
Lemon 0 09 0 11 Citron 14 17
Orange 0 11½ 0 12½

Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag figs	0 03½ 0 04
Dried peaches	0 08 0 08½
Dried apples	0 07½
Currants—	
Fine Filiatras	0 06 0 07
Patras	0 07½ 0 08
Uncleaned ½c less.	
Vostizzas	0 08½ 0 09

Raisins—	
Sultana	0 05 0 05½
" fancy	0 06 0 07
" extra fancy	0 08½ 0 09
Valencias, new	0 06 0 06½
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07½
" 12 oz. " "	0 06
Dates—	
Hallowees	0 05 0 05½
Fards choicest	0 08½
Salrs	0 05

Rice and Tapioca—Rice is exceptionally cheap, but tapioca has advanced about a cent. Rice is a wholesome food and it is cheap for those who complain about the high cost of living.

	Per lb.
Rice, stand. B	0 03 0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 05½
Japan	0 04½ 0 05
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 06
Taploca, medium pearl	0 04½ 0 05½

Evaporated Apples—These are moving slowly, owing to the cheap green fruit.

Evaporated apples	0 07½ 0 08

Nuts—New Brazil nuts will be in, in a few weeks. As we are not in the habit of eating nuts except in the winter, we never eat these nuts when they are at their best. If grocers would get them as soon as they come in, and tell their customers that they were fresh, it is quite likely that they could sell a lot of them.

Almonds, Formigetta	0 11½
" Tarragona	0 12
" shelled	0 32 0 35
Walnuts, Grenoble	0 13½
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 29 0 30
Filberts	0 12 0 12½
Pecans	0 16 0 18
Brazils	0 15
Peanuts, roasted	0 08 0 12

Beans—The bean market is quiet, but a fair demand continues. There is nothing in view that would indicate much change.

Prime beans, per bushel	2 10
Hand-picked beans, per bushel	2 25

MANITOBA MARKETS

Winnipeg, April 7, 1910.

Wholesalers report a general briskness everywhere in the west. A feature of the trade is that retailers are carrying an ever widening range of goods. The increased population and the development of rural work have stimulated the trade and retailers are stocking to keep pace with the rapidly growing demand. It is believed that the efforts to compete with the heavy mail-order trade is thus proving successful and more trade is going to the local retailers than during last year. Not only are prices being adjusted but good business tactics are being used to induce local customers to shop at home.

The market on the whole is firm, some few reductions however are recorded. The dried fruit and nut markets are firm but reductions may be made, due to the new tariff schedule.

Sugar.—There is no change in the prices of sugar but the raws have been reduced. This may mean a general weakening of the market but nothing is certain yet.

Montreal and B.C. granulated, in bbls	5 65
" " in sacks	5 70
" yellow, in bbls	5 25
" " in sacks	5 20
Icing sugar, in bbls	6 00
" " in boxes	6 20
" " in small quantities	6 25
Powdered sugar, in bbls	5 80
" " in boxes	6 00
" " in small quantities	6 65

Lump, bard, in bbls	6 0
" " in ½-bbls	6 60
" " in 100-lb. cases	6 60

Syrup and Molasses.—Syrup has been reduced and the following prices hold to-day. Molasses has been moving freely and some lines are scarce on the market just now.

Syrups—	
24 2-lb. tins, per case	2 15
12 5-lb. tins, per case	2 55
6 10-lb. tins, per case	2 40
3 20-lb. tins, per case	2 45
Half bbls., per lb	0 03½
Barbadoes molasses in ½-bbls., per gal	0 50
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, ½ bbls., per gal	0 33 0 35
Challenger, 6 10-lb. tins, per case	2 15

Foreign Dried Fruits.—Cables from Greece say that the bill providing for the uprooting of 25 per cent. of the currant vines has now becomc law, therefore higher prices are likely to prevail in the near future. The following prices of currants are quite low under any circumstances. Prunes are scarce now and only the smaller sizes are on the market. In these a firm pricc prevails and construction camps will probably suffer this season. Quotations may be reconstructed shortly due to the new tariff rates which affect these lines most particularly.

Smyrna Sultana raisins, uncleaned, per lb	0 06 0 11
" " cleaned, per lb	0 09 0 13
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 65
" " selects " 28's	1 80
" " layers " 28's	1 95
California raisins, choice seeded in ¼-lb. packages per package	0 06
" " fancy seeded, in ¼-lb. packages per package	0 06½
" choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08½
Raisins, 3 crown muscatels, per lb	0 06½
" 4 " " "	0 07

Prunes, 90-100, lb	0 05	Prunes, 50-60 "	0 07½
" 80-90 "	0 05½	Prunes, 40-50, lb	0 08½
" 70-80 "	0 06	Silver prunes, ac.	
" 60-70 "	0 06½	to quality	0 09 0 12

Currants uncleaned, loose pack, per lb	0 06½
" dry, cleaned, Filiatras, per lb	0 06¾
" wet, cleaned, per lb	0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08½

Pears, per lb	0 09 0 15	Dates, per lb., Hallows, bulk	0 06½
Peaches, standard, per lb	0 08½	Dates, Fard, 9½ lb. boxes	1 30
Peaches, choice	0 09	Dates, packages 30 in case	0 07
Apricots, standard, per lb	0 15	Figs, per lb	0 04½ 0 05
Apricots, choice per lb	0 15½	Peel, lb., lemon	0 09½
Plums, pitted, lb	0 11 0 12½	" " orange	0 10
Nectarines, lb	0 09½	" " citron	0 13½ 0 18

Honey —The trade has kept up well and a good supply is on hand. The 60 lb. tins have been moving most strongly and all lines may be forced up soon.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	1 90
" 60-lb. tins, per lb	0 15

Beans.—Although these prices are comparatively low they are held firm at present. A ten-cent advance is expected shortly, and if supplies continue to be short a strong market may then continue.

3-lb. picker, per bushel	2 20
Hand picked, per bushel	2 30

Tapioca and Sago.—Due to wholesale competitions prices have been reduced and the following prices hold to-day. This is only temporary, however, as the market should be at least 5 cents in both commodities to be normal.

Pearl tapioca, per lb	0 04½
Sago, per lb	0 04½

Nuts.—Nuts have been particularly mentioned in the tariff list of reductions and the high prices that have been maintained for some time on some nuts may be reduced. It will be interesting to watch the market.

Shelled Walnuts, in boxes, per lb	0 30
" " small lots, per lb	0 31
" Almonds, in boxes, per lb	0 33
" " small lots, per lb	0 34
Peanuts, Japan, per lb	0 13 0 16

Rolled Oats.—We quote rolled oats down 5 cents to-day. We believe the reduction is not general and will not last. Competitors are warring over this commodity and a settlement should come soon.

Rolled oats, 80 lb. sacks, per 80 lbs	1 75
" 40 " " 40	0 90
" 20 " " 20	0 45
" 80 " (8, 10s)	2 15

Barley.—A firm trade is reported and prices are not strong. Plenty of supplies are reported in Ontario. The commodity is popular everywhere in the west.

Pot barley, per bag, 100 lbs	2 35
Pearl barley, per bag, 100 lbs	3 45

Maple Syrup.—The maple syrup market is in the transition just now and new goods may be slightly lower. The present western market is as follows :

24 quarts, per case	5 10
12½ gallons, per case	5 15
6 gallons, per case	9 30

Cornmeal.—There is nothing to report except the quotations which are as follows :

Cornmeal, per sack	1 90
" per ½ sack	0 95
" per bale (10, 10's)	2 15

Evaporated Apples.—Supplies are plentiful in the inferior grades which are quoted at about 7½ cents. Choice lines are selling at 8¼ cents just now which is a further reduction.

Fresh Fruits and Vegetables.—Native lines are scarce and prices are up. The apple trade is petering out and only a few high grades are left.

Carrots, per lb	0 03
Potatoes, per bushel	0 50
Cal. cauliflower, per crate	4 50
Native cabbage, per lb	0 03
Native beets, per bushel	1 00
Native onions, per doz	0 50
Oranges	3 00 3 75
Lemons	4 5 6 00
Apples, Ontario, per bbl	4 00 6 00
Grape Fruit, per crate	6 00
Grapes, per keg	5 00
Bananas, per lb	0 05
Cranberries, per bbl	8 00 9 00
Tomatoes, per crate	5 00

Canned Goods.—Wholesalers are waiting for navigation to open when a large shipment will come in. Pears, lawtonberries and gallon apples are scarce. Peaches are firmer.

Lard.—It is believed that lard will be forced up at an early date. Some houses are in advance of these prices, and it will be interesting to watch the market.

Pure, 20-lb. pails	3 50
" 3-lb. tins, 60-lb. cases	11 25
" 10-lb. tins, 60-lb. cases	11 00
Compound, 20-lb. pails, per pail	2 80
" 5-lb. tins, 60-lb. cases	8 80

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Apr. 7, 1910.

Hams and bacon are naturally on the increase, consequent on the high prices of the raw material. One brand of hams has gone up from 19½c to 22c, and bacon has jumped from 21c to 24c.

Considerable of an advance is also noted in all the standard brands of condensed cream, from $5.10 to $5.50 a case.

Although spring weather has been a feature for a week or two, it has not been sufficient to make any difference in the price of butter, and it is generally thought that a higher price will obtain this year than formerly. Eastern choice, which is brought in here by dealers and bricked under their own labels has gone up from 30c to 32c, while the next grade has been advanced a couple of cents, and takes the former price of the best. Australian butter is selling at 32c, but the quality is only fair.

Local eggs are down to 35c, which is about as low as they will get. The article from California is only two or three cents cheaper. Quality on the whole is good.

There is a tendency to clear out potato stocks now that the time is coming on when new potatoes will soon be on the market. Good California Burbanks are jobbed at $25 a ton, and locals at $20, though the latter are not bought at this time of year if anything else offers.

Early June peas have advanced from $1.30 to $1.40 a dozen, which is 20c a case.

Sugar, standard granulated	5 80	Butter, local creamery	0 45
Sugar, Imported	5 25	Butter, Western	0 22 0 25
Val. raisins, lb	0 05½	Eggs, Eastern	0 30
Cal. "	0 07	Eggs, California	0 32
Prunes	0 05½ 0 07½	Eggs, local	0 35
Currants	0 06½ 0 07½	Cheese, Ontario	0 14½ 0 15
Dried apricots	0 11 0 13	" Manitoba	0 14
Flour, Standard, bbl	6 90	Bacon	0 24
Cornmeal, p. 100 lbs	2 60	Lard, pure	0 20
Beans, per lb	0 03½ 0 04½	Lard, compound	0 17½
Rice, per ton	68 00 76 00	Potatoes—	
Taploca, per lb	0 03¾	Ashcrofts, ton	40 00
Apples, box	2 75 3 00	Local, ton	20 00
Evaporated apples	0 08½	Cal. Burbanks	25 00
Butter, Eastern dairy in tubs	0 25	Canned Goods—	
Butter, Eastern dairy, choice	0 30 0 32	Peas, Early June	1 40
		Tomatoes	1 27½
		Corn	1 02½
		Apples	3 42½
		Strawberries	2 15
		Raspberries	1 65

NEW BRUNSWICK MARKETS.

St. John, N.B., Apr. 7, 1910.

In the local market, pork has again advanced $1 per barrel. Oatmeal and cornmeal have declined. The jobbers report a good business being done in seeds. Last week some grades of timothy were advanced 30 cents a hundred. Present market prices are as follows:—

Corrected by Wire.

Sugar—		Molasses, fcy.	
Standard gran.	5 30 5 40	Barbados, gl	0 33 0 34
Austrian "	5 20 5 30	Butter, dairy, lb	0 22 0 25
Yellows	4 80 5 20	Butter, creamery, lb	0 26 0 29
Flour, Manitoba	6 55 6 65	Eggs, doz	0 24 0 26
" Ontario	5 85 6 15	Eggs, new laid	0 28 0 30
Cornmeal, bags	1 55 1 57	Potatoes, bbl	1 25 1 50
" bbls	3 25 3 30	Canned goods—	
Rolled oats, bbls	5 00 5 10	Peas, doz	1 10 1 50
Buckwheat, west. grey, bag	2 90 3 00	Corn, doz	0 85 0 90
Val. raisins, lb	0 05¾ 0 06¼	Tomatoes, dz	0 95 1 00
Cal. raisins, seeded	0 07½ 0 08½	Raspberries, dozen	1 90 2 00
Currants, lb	0 07 0 07½	Strawberries, dozen	1 65 1 75
Prunes, lb	0 05½ 0 09	Salmon, case—	
Rice, lb	0 03½ 0 03½	Red spring	6 50 6 75
Beans, hand picked, bus	2 25 2 30	Cohoes	6 00 6 25
Beans, yellow eye, bus	3 60 3 75	Peaches, 2's, dozen	1 70 1 80
Cheese, lb	0 13½ 0 14	Peaches, 3's, dozen	2 80 2 90
Lard, compound lb	0 14 0 14½	Baked beans, dozen	1 15 1 25
Lard, pure, lb	0 18½ 0 18½	Fish—	
Pork, domestic mess	29 00 29 50	Cod, dry	3 25 4 50
Pork, American clear	31 00 34 00	Herring, salt, half bbls	2 60 2 70
Beef, American plate	18 75 19 00	Herring, smoked, box	0 11 0 12
Beef, Canadian plate	18 25 18 50		

NOVA SCOTIA MARKETS.

Halifax, April 7, 1910.

The wholesale grocery jobbers report a good volume of business in practically all lines. The orders that are coming in from the outside districts are good all round, and trade is expected to show

further expansion as the condition of the roads improve. The sales of some lines are not quite as heavy as they otherwise would be on account of the prevailing high prices asked. These lines are principally pork products, barrelled beef, and poultry.

The provision dealers say that business is excellent, and that a large quantity of goods are being turned over. Prices this week have an easier tendency. While the demand for potatoes is good, the supply is also good, and a large quantity of New Brunswick potatoes are being marketed here. The stock is first-class and they find a ready sale. The arrival of these potatoes has caused a drop of ten cents per bushel in the price of Nova Scotia and Prince Edward Island potatoes.

Corrected by Wire.

Creamery prints per lb.....	0 26	0 27	Beef, Canadian per bbl.....	18 00	
Creamery solids per lb.....	0 27	0 28	Hams smoked	0 16½	
Dairy, tubs, lb.	0 23	0 24	Pork, fresh.....	0 10	0 11½
Fresh eggs, doz.	0 22		Codfish, quintal	5 50	
Sugars—			Herring, pickled per bbl..... ...	5 00	
Extra Standard, granulated	5 15		Apples, per. bbl.	1 50	3 00
Austrian, bags, granulated	5 05		Potatoes— P.E. Island, bag	1 40	
Bright yellow	4 85		Nova Scotia....	1 60	
No. 1 yellow....	4 75		Onions, Spanish per lb.....	0 02½	
Flour h. wheat per bbl.....	6 40	6 50	Onions, American, per lb..	0 02½	
Flour, Ontario blends, bbl...	5 75	5 85	Onions, Canadian, per bag .	1 60	1 75
Cornmeal, bag.	1 70	1 75	Molasses, fancy Barbados, bbl.	0 38	
Oats.....	0 54	0 55	Molasses, fancy Barbados, gal.	0 32	0 35
Pork, American per bbl.....	28 00		Beans, bushel..	2 25	
Pork, clear bbl	31 50	32 00	Rolled Oats, bbl.	5 25	5 40
Beef, American p.ate per bbl.	18 25				

TRADE CHANGES OF THE WEEK.

Grocery Businesses That Have Been Sold, Assignments Made, and New Stores Opened.

Ontario.

J. H. McKeen, grocer, Ottawa, is succeeded by Lapensse & Lafleur.

J. F. Pelan, grocer, St. Thomas, Ont., is succeeded by McIntyre Bros.

S. E. Cornell, grocer, Sarnia, Ont., advertises his business for sale.

The Anchor Packing Co., Walkerville, Ont., has obtained a charter.

The Canadian Cereal and Milling Co., Toronto, has obtained a charter.

A meeting of creditors of Jno. McIlroy, grocer, Madoc, Ont., is called for the 11th inst.

Quebec.

L. E. Lamontagne, general merchant, Cap Chatte, Que., has assigned.

Assets of Edmond Auger, general merchant, St. Leonard, Que., are to be sold.

Assets of J. E. Tremblay, general merchant, Grande Baie, Que., are to be sold on the 14th inst.

Maritime Provinces.

R. P. Murphy, grocer, Inverness, N.S., has assigned.

McLeod & Spence, general merchants, Port Elgin, N.B., are incorporated.

Western Canada.

Wm. Rabinovitch, grocer, Winnipeg, has sold to L. Wasel.

H. Hilton, general merchant, Cypress River, Man., has sold to S. Haltalin.

Clingan, Scales & Carscadden, general merchants, Virden, Man., have dissolved.

Meeting of creditors of A. E. Watt, general merchant, Bienfait, Sask., has been held.

TARIFF CHANGES NOW IN EFFECT

The Department of Customs at Ottawa has sent out notice of the change in Canadian tariff resulting from the recent negotiations with the United States. These changes were given in last week's issue of The Grocer, being a reduction from the General tariff to the Intermediate tariff on 13 articles, and are given to all countries. The new schedule came into effect on March 31st.

The duty on dates and figs has been reduced 7½ cents per 100 lbs.; on prunes, dried plums (unpitted), raisins and dried currants the reduction is 1-3 of a cent per lb. Nuts have been reduced 1 cent per lb., the duty now standing at 2 cents. The reduction on soap powders, powdered soap and soap n.o.p., is 2½ per cent.

WHAT IS A SANITARY STORE?

Here is one grocer's definition of a sanitary grocery store :

No fruits or vegetables exposed for sale on the outside to catch the microbes in the floating dust.

No stale or dried up fruit and vegetables on the inside.

No slovenly clerks with dirty hands to wait on customers.

No low grade, trashy goods to offer you—not how cheap, but how good.

A sanitary grocery store is equipped with glass cases and sanitary bins which keep out dust and insects, with a sanitary refrigerator, and has a proprietor who insists that the place be kept as near absolute cleanliness as possible.

SUGAR RECEIPTS AT HALIFAX.

Halifax, N.S., April 7.—During the year ending March 31st, there was paid at this port in duties on West India sugar about $700,000. The quantity on which duty was paid during the year was 459,620 bags, 5,021 barrels, 1,374 hogsheads and 40 tierces, as against 412,384 bags, 5,493 barrels 556 hogsheads and 65 tierces during the year ending March 31st, 1909. These figures, of course, do not include shipments of sugar landed here and forwarded to other places by rail. The quantities from the different islands paying duties here during the past year, were as follows : St. Kitts, 103,052 bags, 1,214 bbls. ; Montserrat, 173 bags, 82 bbls. ; Antigua, 35,495 bags ; Barbadoes, 26,375 bags, 75 bbls., 1,260 hhds. ; Jamaica, 82,933 bags, 1,680 bbls., 40 tierces ; Trinidad, 66,909 bags ; Demerara, 99,517 bags ; St Vincent, 1,120 bags, 114 hhds. ; St. Lucia, 3,000 bags ; Nevis, 3,690 bags, 850 bbls. ; San Domingo, 12,478 bags ; Cuba, 25,908 bags.

TRADE NOTES.

Dickason & Armstrong is the name of a new firm which will enter the tea field in St. John, N.B., in the near future. Clive Dickason and B. Marshall Armstrong are the principals.

Wilbur G. Grant for over two years city traveler for the "Salada" Tea Co., went west on March 1st to take charge of the firm's business in British Columbia. He will make Vancouver his headquarters.

W. J. Lefebvre, who was arrested last week in connection with the Rattray case, was acquitted immediately he was given a hearing on Thursday, as it was proved that he was acting on instructions when he signed the letter mentioned in connection with the matter, and which action was the cause of the warrant issued against him.

On Saturday night of last week the Toronto staff of Red Rose Tea held a "warehouse warming" to celebrate their recent removal from Wellington St. to 7 Front St. East. After refreshments several toasts were drunk and speeches made by travelers and members of the office staff. Geo. H. Campbell, the manager presided. T. H. Estabrooks, St. John, N.B., was unable to be present but sent along a telegram. Those present received a pretty souvenir booklet containing the menu, program. a sketch from "Pickwick Papers," several illustrations and a historic reference to tea.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

Galt "Classik" ceilings and walls, by giving that neat, cleanly appearance so essential in the store selling food products, have increased materially the sales of many grocers all through Canada. And outside entirely of the fact that they pay for themselves within a short time, by means of their influence on sales, their durability makes them a real economy. "Classik" embossed steel ceilings and walls are not only fire-proof and hygienic, but very artistic and will last forever. Send to Galt Art Metal Co., Galt, Ont., for catalogue.

The trade will find it profitable to buy now Duffy's apple and grape juice, vichy water, Belfast ginger ale, sun ray table water. and the finest tonic, quinquina, Bacchus wine. First class goods at correct prices. Ask quotations to-day of Laporte, Martin & Co., Ltd., Montreal.

CAREFULLY STUDIES IDEAS.

L. O. Pearson, grocer, St. Thomas, Ont., has just recovered from an illness lasting since December 4, of typhoid fever and typhoid pneumonia.

Writing to The Grocer, he says: After being permitted to read printed matter I thoroughly enjoyed reading and carefully studying the different ideas advanced in The Canadian Grocer.

Seize the Opportunity!

A grand chance is now offering to place your goods on the booming Western markets. We are here to tell you of the demand, prospects and opportunities which the West is presenting right now, and we will, if you wish it, handle your goods for you on a reasonable commission basis. We have exceptional facilities in our large track warehouses at Winnipeg, Calgary and Edmonton.

May we convince you that we can be of real service to you?

Let us hear what your requirements are.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Winnipeg Regina Calgary Edmonton

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

Old-Time Purity

of the contents and manufacture is the outstanding feature of

"E. D. S." BRAND

JAMS and JELLIES

Our claim to ABSOLUTE purity is stronger than mere assertion. The Government Analyst has certified "E.D.S." Brand 100 per cent. pure. Send for Bulletin 194 from the Department of Inland Revenue, and see how E.D.S. Brand outrivals all other brands in purity. We use no preservatives or coloring matter, and never have used them.

Isn't this the line to handle, Mr. Grocer—a 'quality' line that never fails to bring the repeats?

Equally profitable to handle is "E.D.S." GRAPE JUICE —a non-alcoholic, appetising and refreshing drink! It's proving a rare seller. Try a case.

Made by E. D. SMITH at his Fruit Farms

WINONA, ONT.

OUR
Maple Leaf Brand
Breakfast
Bacon
IS PERFECTION
Our Own Special Cure
Try it for that Particular Customer
There is no other just as good
GUNNS LIMITED Pork and Beef Packers TORONTO

Hams
Bacon
Lard
Prices are higher—higher than we have seen for many years—but there is every possibility that they will be even higher.
You might as well buy the best, and the best that we know of are those we have to offer you to-day.
F.W. Fearman Co.
LIMITED
Hamilton

THE MILK
Everywhere Acknowledged to be
Richest and Best

Reindeer Condensed Milk
The dealer wins customers by selling reliable goods that give satisfaction.
The Truro Condensed Milk Co., Limited, Truro, N.S.

MILD CURED
Breakfast Bacon
Skinned Backs
and Hams
Finest Quality. Made from Selected Hogs.
Made under Government Inspection.
The WM. RYAN CO.
LIMITED
PACKING HOUSE:
FERGUS, - - ONT.
HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Will Cream Exports to U.S. Affect Butter Market?

Butter Dealers Expect This to be a Feature in Coming Season —May Keep Prices High During the Summer—Egg Prices Not Likely to Get much Lower—Maple Syrup Season Short— No Change in Hog Situation.

The provision market the world over is at a high level, and there is nothing in sight, that shows any reason or even possibility of lower prices in the hog product for some time. In spite of the uncommonly high figure for hogs, the supply does not seem to increase materially.

The butter market is rather unsettled. Prices are forced up above butter value, and in view of the expected lower prices, buyers carry smaller stocks. On the whole, so far, as Canada is concerned, we are approaching our spring make with little on our hands. There is a feature in connection with our dairy prospects which requires to be reckoned with this season and that is the export of cream to the United States under the present tariff. That provisions are made to use a lot of our cream is certain, but to what extent it will affect our market will remain to be seen. It is, however, safe to say that whatever it will amount to, it will have a tendency to keep the price of butter at a high point. From all appearances the Canadian dairy industry, from a farmer's standpoint has a bright outlook.

Cheese also opens up with light stocks on hand and therefore the new make will be in demand as soon as available.

RR—Grocer

MONTREAL.

Provisions—The market is slightly easier, owing to a slackening in demand, Trade is good, however. Live hogs are down 25c and dressed down 50c. Considering the time of year, packers are well satisfied with present conditions and prospects.

Pure Lard—	
Boxes, 50 lbs., per lb	0 17½
Cases, tins, each 10 lbs., per lb	0 17½
" " " 6 " "	0 17⅝
" " " 3 " "	0 17¾
Pails, wood, 20 lbs. net, per lb	0 17½
Pails, tin, 20 lbs. gross, per lb	0 17⅝
Tubs, 50 lbs. net, per lb	0 17
Tierces, 375 lbs., per lb	0 17
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 12½
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12½
" 5 " " " "	0 12⅝
" 3 " " " "	0 12¾
Pails, wood, 20 lbs. net, per lb	0 11½
Pails, tin, 20 lbs. gross, per lb	0 11⅝
Tubs, 50 lbs. net, per lb	0 12¼
Tierces, 375 lbs., per lb	0 12
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	32 00
Bean pork	28 00
Canada short cut back pork, bbl. 45-55 pieces	31 50
Clear fat backs	34 00
Heavy flank pork, bbl	31 00
Plate beef, 100 lb bbls	9 25
" 200 "	18 00
" 300 "	26 50
Dry Salt Meats—	
Green bacon, flanks, lb	0 16½
Long clear bacon, heavy, lb	0 17
Long clear bacon, light, lb	0 17½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 16
Large sizes, 18 to 25 lbs., per lb	0 17½
Medium sizes, 13 to 18 lbs., per lb	0 18
Extra small sizes, 10 to 13 lbs., per lb	0 18½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 18½
" " " small, 9 to 12 lbs., per lb	0 19
Breakfast bacon, English, boneless, per lb	0 20
Windsor bacon, skinned, backs, per lb	0 21
Spiced roll bacon, boneless, short, per lb	0 15
Hogs, live, per cwt	10 25
" dressed, per cwt	14 50

Butter—There are a few odd shipments of creamery arriving, but not in sufficient quantity to make any difference in quotations for at least three or four weeks. It is to be noted that the recent tariff changes between the U. S. and Canada have left the duty of 5c per gal. on cream unchanged. This will be sure to affect our butter product in the coming season. Receipts for the week are 800 packages, as against 708 packages same week last year. For the season they are 405,901 packages, as against 423,264 same season, 1909.

New milk creamery		0 33
Fall creamery solids	0 30	0 30½
Dairy, tubs, lb	0 22½	0 23½
Fresh dairy rolls	0 24	0 25

Cheese—In English markets cheese is high, quoted at from 63 to 65 shillings. The local demand is sufficient to keep prices firm. New Zealand has become a potent factor in cheese of late. During the past season their exports to England increased over 50 per cent., and the grade is steadily improving. Fodders will undoubtedly open high, this year, which will indirectly have an influence on prices. Receipts for the week are 302 boxes, as against 80 last year, same week. For the season they are 1,972,297 boxes, as against 1,959,676 boxes same season, 1909.

Quebec, large	0 13
Western, large	0 13
" twins	0 13½
" small, 20 lbs	0 13½
Old cheese, large	0 16

Eggs—Arrivals are now coming in fairly freely. There has been little or no packing done as yet, though some will undoubtedly be done in the near future. The hens seem to be laying well and receipts for the week, 7,413 cases, show a decided increase over last year's figures of 6,236 cases. For the season they are 225,044 cases, as against 229,725 cases same season, 1909.

New laid	0 20	0 21

Maple Products—Sales, particularly of syrup, have been good of late. The make this year has not been as large as was expected, and dealers are having no trouble in disposing of present stocks. Sugar also is in good demand, but most of the sap was only brought to the syrup stage, thus leaving somewhat of a shortage of sugar.

Compound maple syrup, per lb	0 04½	0 05
Pure townships sugar, per lb	0 10	0 11
Pure syrup, 8½ lb. tin	0 60	0 65
" " 10½ lb. tin	0 75	0 80

Honey—There is little life in the honey market this week. Sales are few and prices unchanged.

White clover comb honey (nominal prices)	0 15	0 17
Buckwheat, extracted	0 08½	0 09
Clover, strained, bulk, 30 lb. tins	0 11	0 11½
Buckwheat comb	0 12½	0 13

TORONTO.

Provisions—The prices of cured meats are firm, with no chance of lower prices in view. The prices of dressed hogs run from $12.75 to $13, and are sold to butchers in small lots at $14 a hundred. This brings the meat, after the head and legs are off, to about 17c a lb. on an average for the whole hog. The demand, in spite of the high prices, continues, because the stuff is good and the people will have it. Our contention that quality regulates consumption is holding out.

Long clear bacon, per lb	0 15	0 15½
Smoked breakfast bacon, per lb	0 18½	0 19
Roll bacon, per lb	0 15½	0 16
Light hams, per lb	0 17½	0 18
Medium hams, per lb	0 17½	0 18
Large hams, per lb	0 17	0 17½
Shoulder hams, per lb	0 14	0 14½
Backs, plain, per lb	0 20	0 21
" pea meal	0 21	0 21½
Heavy mess pork, per bbl	28 00	29 00
Short cut, per bbl	31 00	31 50
Lard, tierces, per lb	0 16½	0 16¾
" tubs "	0 16¾	0 17
" pails "	0 17	0 17½
" compounds, per lb		0 13
Live hogs, at country points	9 40	9 60
Dressed hogs	12 75	13 00

Butter—Butter is scarce and unusually high. The supply is scarcely sufficient to meet the demand. These prices are, however, not likely to last long, and lower prices may be looked for in a few weeks. The condition of the market proves that the stored butter is pretty well cleared out, and that the fresh-made is not sufficient to meet the requirements.

	Per lb.	
Fresh creamery print	0 29	0 32
Stored creamery solids	0 26	0 27
Farmers' separator butter	0 25	0 27
Dairy prints, choice	0 23	0 24
Baking butter	0 18	0 19

Cheese—There is no change in the local cheese market this week, although the foreign markets are firm, and our cheese in England is in good demand at advanced prices.

Cheese, new, large	0 12½	0 12¾
" " twins	0 12¾	0 13

Eggs—The chase after eggs to meet the present requirements, and also to lay up stock for next winter, is in full swing, and the keenness of the competition keeps the prices high. With the high prices farmers are getting for their eggs, they should put themselves to a little extra trouble and bring them out when they are fresh. Country storekeepers should pay more attention to the quality of eggs, and urge upon their customers the importance of proper handling.

New laid eggs	0 21	0 22

Poultry—The poultry business is almost at a standstill, owing to the time of the year. With eggs at the high price it would be criminal to kill hens during the best laying time of the year.

Spring chicken, dressed	0 18	0 20
Hens, per lb. dressed	0 11	0 12
Turkeys, per lb., large	0 18	0 19
Ducks	0 16	0 17

Honey—The demand for honey keeps up well and on account of the very light crop of maple syrup, it will not meet with much opposition from that source.

Honey, extracted, 60 lb. cans	0 10½	0 11
" " 10 lb pails	0 11	0 12
" " 5 lb. pails	0 12	0 12½
" comb, per dozen	2 50	2 75

S. A. McGaw, vice-president and general manager, of the Western Canada Flour Mills Co., sailed for Europe last week.

KITCHEN
BRAND
MOLASSES

PRICES REDUCED AS FOLLOWS:—

Freight prepaid on 5 case lots where freight rate does not exeed 40 cents per 100 lbs.

2's—3 dozen to case, now, 95c. per dozen
3's—2 dozen to case, now, 1.42½ per dozen

Packed also in

5 lb.-10 lb. and 20 lb. Tins,

and

1 gal., 2 gal., 3 gal., 5 gal. Wooden Pails.

The reputation of the brand is your safeguard. It is Canada's standard. Its quality has been, and always will be maintained. Feature Kitchen Brand Molasses for profit.

Sole Packers

THE IMPERIAL SYRUP COMPANY
MONTREAL

Cotton Rope

QUARTER INCH, COIL

20c. lb.

How Many?

L. CHAPUT, FILS & CIE. Wholesale Importers Montreal

MAGIC
Baking Powder

NO ALUM

CONTAINS NO ALUM

Made of healthful ingredients, without Alum.
Magic is a medium priced Baking Powder and the only well-known one made in Canada that does not contain Alum.
Complies with the law of Great Britain by containing no Alum.
Anticipates the Pure Food law of Canada by containing no Alum.
Is honest with consumers by containing no Alum.

No Other Manufacturer of Medium Priced Baking Powder in Canada Can Truthfully Make These Statements.

W. E. Gillett & Co., Limited, Toronto, Ont.

Goodwillie's Fruits
IN GLASS

Have You Tasted Them Yourself ?

If not, do so

Agents:

Rose & Laflamme Limited

Montreal and Toronto

A Grocer Cannot Sell Goods that the Public Does Not Know : :

There are no well-known goods that the grocer cannot sell.

CLARK'S MEATS are the most advertised, best known and most liked meats in Canada.

They are an absolutely sure sale

Wm. Clark - Montreal

Manufacturer of high-grade

—Food Specialties—

PROTEST BY BUTTER MERCHANTS.

Montreal, April 7.—By-law No. 399 which requires all peddlers to pay a tax of $100 has been the cause of a recent visit paid Mayor Guerin by a number of local butter merchants. These men found they could deliver butter in a fresher condition by selling from wagons. Selling in this way, however, has made them amenable to the above by-law, which they consider unjust. Mayor Guerin promised to bring the matter before the council, saying that he could see the justice of their stand, in that they were not strictly in the class this law was intended to restrict. It is not known what action the council will take in the matter.

KEEP A SCRAPBOOK.

Every advertiser, or writer of advertising ought to keep a scrap book of all his advertisements. It need not be a very fancy affair. If the advertisements are not large, the pages of the book need not be large.

A good book for the purpose, when large enough, is a memorandum or account book. Using such a book will enable one to make memoranda, at the side of, or below, the respective advertisements pasted in it, of the names of the publications in which they appeared, the dates, and what returns were traceable to them.

If desired, some of the pages of the book, as for instance every other page, can be removed to make room for the advertisements without having the book lose too much of its shape. But that is a minor matter of detail.

A very useful book can be arranged simply according to dates, one after the other, or according to subjects and dates, publications in which used, or different styles.

The important thing is to keep the advertisements where they can be easily referred to and studied. By this means one can see what advertisements or classes of advertisements have been most successful. This will help materially in the preparation of new advertisements.

By this method principles can be deduced and special rules obtained for the construction of advertisements to suit one's peculiar article, business or environments.

It will also be found that some efforts that were regarded the most hopefully, and with, perhaps, pardonable pride, were failures, while others, less counted upon, were more successful. — Buyers Aid.

BUYING AWAY FROM HOME.

Lindsay, Ont., Apr. 6.—The Board of Trade of Lindsay, which recently held its annual meeting elected a new set of officers who seem to be of the right stamp. The first topic discussed was that of "Buying at Home" a topic which should interest every grocer in Canada. The remark was made by one of the speakers that he knew of a certain hotelman in town who was in the habit of buying groceries in extra large quantities in Toronto. The grocers knew perfectly well that the citizens are in the habit of buying other lines of goods in Toronto at the departmental stores, but never dreamed that people were going out of town for their groceries. As there is no association here the grocers would do well to join hands with the Board of Trade and help combat the buying away from home evil,—one that not only ruins a grocer's business but everybody else's and consequently is a detriment to any town.

WRITE TO
10, Garfield Chambers, Belfast, Ireland
For sample copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
If you are interested in Irish Trade

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal
Agents.

Sauces
Sterling BRAND
Relishes

are popular alike in mansion and cottage, because they add a zest to the fare that makes eating a pleasure. Their flavor—so unique and distinctive—is the result of long experience in pickling, and their purity is unequalled.

We recommend especially our

South African, Canadian and Chili Sauces

You can handle these lines with profit and satisfaction. Write for prices.

The T. A. Lytle Company, Ltd.
Sterling Road - - Toronto

Good Profit For You From Quality Biscuits at a Salable Price

Is not such a proposition one that appeals to your business instinct? Well, it's just what we offer you in our extensive range. It costs nothing to get prices and samples—and we leave the rest to your very good judgment.

HOW ABOUT OUR O.K. SODAS? THEY ARE WINNERS!

The Canadian Biscuit Company, La Perade, Que.

The causes which lie behind Christie reputation.

For over half a century our whole efforts have been concentrated in the making of better biscuits.

We have paid no attention to any side issue—all the ability we possess and every hour of our experience has been utilized for the purpose of bettering Christie biscuits.

Every ounce of raw materials is selected and tested—the flour used is a blend of the best flours milled—butter, eggs, sugar and lard must all be high-grade table quality.

Our factory is the biggest, brightest and cleanest in all Canada. Our employees are all healthy and happy and imbued heart and soul with Christie ideals.

Christie ideals—that's the real source of Christie reputation. It's this constant effort to better the product of yesterday—this striving after excellence that has made the name *Christie* a household word all over the Dominion.

Are you making the most of Christie reputation?

Remember, *"Christie biscuits do sell more than biscuits."*

CHRISTIE, BROWN & CO., Ltd.

Fresh Supplies of

Carr's Biscuits

are received frequently by their distributing agents in Canada, and always in car loads.

The retailer can therefore rest assured of the absolute freshness and condition of every biscuit he buys. Carr's biscuits reach the grocer in as crisp a condition as when they leave the factory.

Get hold of, and retain the family trade by means of Carr's specialties.

Ask our agents for them

CARR & CO'Y, CARLISLE, ENG.

Agents—Wm. H Dunn, Montreal & Toronto; Hamblin & Brereton Winnipeg; L. T. Mewburn & Co., Ltd., Calgary; Standard Brokerage Co., Ltd., Vancouver, B. C.; T. A. McNab & Co., St. John's, Newfoundland.

JUST ONE REASON WHY YOU NEED

The McCASKEY ACCOUNT REGISTER

FIRST AND STILL THE BEST.

¶ NEITHER you, nor your clerks, can be absolutely sure that every article that goes out of your store is charged to the proper person, if you do not have THE McCASKEY SYSTEM.

¶ **With THE McCASKEY SYSTEM it is impossible for you to forget to charge.**

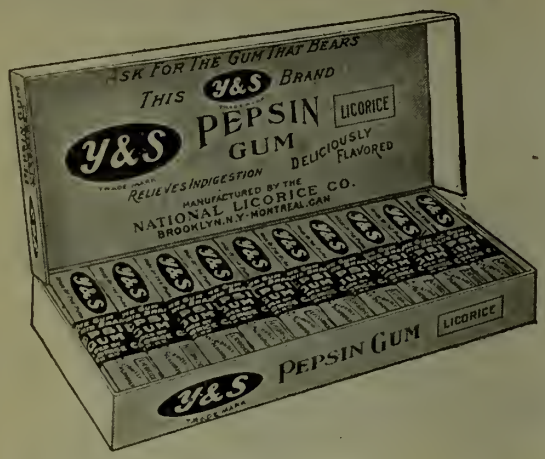
¶ Little leaks will sink a ship—little leaks like forgotten charges will ruin your business.

¶ There are a hundred other reasons why you need THE McCASKEY SYSTEM. We'll be glad to tell you what they are if you will tell us that you are interested.

¶ A postal card will do.

MADE IN CANADA

DOMINION REGISTER CO.
LIMITED
Successor to The McCaskey Register Co. in Canada
96-104 Spadina Avenue,
TORONTO, CANADA



As we have entered the field for the manufacture of high-class pepsin chewing-gum under our brand of Y&S, which for forty years has been the leading brand of Stick Licorice sold in the United States and Canada, we beg to call the attention of the trade to the Y&S pepsin gum, a strictly high-class article containing only the finest ingredients. Y&S is the stamp of quality. We put up the following flavors: LICORICE, PEPPERMINT, WINTERGREEN, SPEARMINT. Order a sample box (assorted if required) from your jobber. There is no better gum made. Each piece wrapped singly. 5 pieces to package. 20 packages to box.

National Licorice Co.

MONTREAL

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
Rich Mixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. Q. Bedlington, Calgary

Oat Products Show Decline with Poor Demand

Consumption is Less With Arrival of Spring—Wheat Prices Easier, But Flour Remains Unchanged.

It appears that every attempt to boost the price of wheat, on unfavorable weather reports, or any other cause, fails, and as a natural consequence wheat is showing signs of weakness and the general feeling is that unless something unforeseen occurs the farmers who have been holding their wheat for more money will be disappointed. The flour market on the whole is uninteresting and dull, with so little change in prices that speculators are not tempted to buy. Farmers have their eyes on Patten but his move to bull the September wheat will not do much to accommodate those who want to sell in the near future.

MONTREAL.

Flour.—The market this week is somewhat quiet. Demand has slackened off until it looks as if a drop in price would be necessary to improve matters. Export demand has not fallen off to quite such an extent as local.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 80
Glenora, bbl	5 30
Manitoba spring wheat patents, bbl	5 80
" strong bakers, bbl	5 30
Five Roses, bbl	5 80
Harvest Queen, bbl	5 30

Oatmeal.—A steady but small demand is reported. Sales seem to be only large enough to show buying for immediate requirements. An improvement is looked for soon, as stocks of retailers must be low.

Fine oatmeal, bags	2 37½
Standard oatmeal, bags	2 37½
Granulated " "	2 37½
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
Rolled oats, bags	2 15
" barrels	4 55

TORONTO.

Flour.—The local market has no features of interest. For several months the prices have not changed in the slightest, and as flour has been comparatively lower than wheat, it is not likely that an immediate change will take place even if wheat should get cheaper.

Manitoba Wheat.	
1st Patent	5 70
2nd Patent	5 30
Strong bakers	5 10
Winter Wheat.	
Straight roller	5 10
Patents	5 30
Blended	5 30

Cereals—On account of oats being easier and also on account of the warmer weather, which always reduces the consomption of oat products, the prices of rolled oats and oatmeal are from 15 to 20c. a sack cheaper this week.

Rolled oats, small lots, 90 lb. sacks	2 00
" 25 bags to car lots	1 90
Rolled wheat, small lots, 100 lb. bbls	3 10
" " 25 bbls. to car lots	2 80
Standard and granulated oatmeal, 18 lb. sacks	2 25

NEW MILLING CONCERN.

Toronto, Apr. 7.—The incorporation of a $5,000,000 company under the name of Maple Leaf Milling Company, was announced on Saturday, and means the reorganization of the Maple Leaf Flour Mills Co. The company was known formerly as the Hedley Shaw Milling Co., with branches at St. Catharines and Kingston. Part of the proposed extension will be the erection of another mill at Port Colborne. Cawthra Mulock, who is connected with the new company, was not a member of the old. Other provisional directors are Hedley Shaw, Chas. W. Band, Chas. Wurtele, Jno. Carrick, S. H. Foster and C. S. Band.

ANOTHER OLD QUEBEC STORE.

Nathaniel Pettus in the year 1830, began in a small way a business at West Brome, Que., and a year later moved to Brome Corners, where he carried on business until 1851. His brother, J. C. Pettus, clerked for him for a number of years. In 1851 they became partners, built a store at Knowlton, and moved the business there. In 1879 the partnership was dissolved, J. C. Pettus continuing the business with his son, A. W. Pettus. The latter is now owner

The Pettus Store at Knowlton, Que., More than Half a Century Old.

of the business. The illustration shows the store now occupied, which is over the same foundation as the one built in 1851. Nathaniel Pettus died in 1889, aged 83 years. His widow in 1894 erected to his memory a library building of neat design, that has been equipped with a library by residents of Knowlton, and vicinity. His widow still lives, and only recently resigned the presidency of The Knowlton Reading Club. J. C. Pettus, now nearly 90 years of age, finds pleasure in assisting his son in keeping the store in order.

B. Guggenhime, of Guggenhime & Co., California, was in Montreal on Monday.

W. R. Spooner, sales manager of the Halifax Cold Storage Company, has returned to Montreal from Halifax.

A movement is on foot in Sherbrooke, Que., for the establishment of a Chamber of Commerce, by French merchants. It would be entirely separate from the Board of Trade.

CUSTOM CATCHERS

There are some goods which you sell which create a regular demand for themselves and influence a large volume of family trade to your store. Such are

MOONEY'S "PERFECTION" SODA CRACKERS

the delightfully delicious soda biscuit made by the MOONEY CO. By our methods of packing, the Cracker reaches you in as fresh a condition as it left our oven.

Order from your jobber

COX'S
INSTANT POWDERED
GELATINE

A Pure Powdered Gelatine dissolving instantly in Hot Water. Manufactured and Packed by Messrs. Cox, under the control of their scientific staff.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co. "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills,
EDINBURGH

THE NEW FLAVOR

MAPLEINE

Better Than Maple

The Crescent Mfg. Co., Seattle, Wash.

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Mus be clean and free from quills. Prompt remittance

WRITE TO

P. POULIN & CO.

39 Bonsecours Market, - Montreal

WE SELL FEATHERS TOO

WINDSOR SALT

CAR LOT OR LESS. Prompt shipments. Write us or prices. Phone order our expense.

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, MANAGER

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

ABSORBINE

will clean them off without laying the horse up. No blister, no hair gone. $2.00 per bottle deliv'd. Book 8 D free. ABSORBINE, JR., for mankind, $1. Removes Painful Swellings, Enlarged Glands, Goitre, Wens, Bruises, Varicose Veins, Varicosities, Old Sores. Allays Pain. Book free.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass

LYMANS Ltd., Montreal, Canadian Agents.

Canadian Dishes

The make of Oval Wood Butter Dishes for this season is 3,500,000 but from present prospects it will have to be increased to meet the demand. For prompt delivery place your order with your dealer at once.

Garham Bros. & Co. Kinmount, Ont.

TRUMILK

An excellent full cream milk in powder form, suitable for tea, coffee, cereals, etc.

MILKSTOCK

A separated milk in powder form, perfect for all kitchen uses.

Both these products are guaranteed to be absolutely free from all chemi cals, preservatives or adulterations of any kind, and are excellent articles for drinking purposes. *Always sweet, safe and pure.* Prices, profit, and any other information required, sent on application to

Canadian Milk Products, Limited

Sole Manufacturers

Head Office : MAIL BUILDING, TORONTO.

MAPLE SYRUP!

Small's Maple Leaf Brand

is the Standard the world over.

CANADA MAPLE EXCHANGE

Montreal

THE HODGSON GUM CO.

898 St. Lawrence St. MONTREAL

Makers of High Class Gums at Popular Prices. Write for Samples and Quotations.

We make special brands to order.

W. H. ESCOTT

WHOLESALE

Grocery Broker

141 BANNATYNE AVENUE

WINNIPEG

COVERING

MANITOBA and SASKATCHEWAN

CORRESPONDENCE SOLICITED

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON

Pot and Pearl Barley

Split Peas and Feed

John MacKay, Limited

BOWMANVILLE, - ONTARIO

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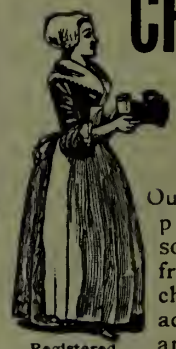
52 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

CANNED GOODS

Agent in Quebec City with A1 connection desires agency first class canning company. Experienced in selling such goods. Satisfaction assured. Highest references.

Apply X.L.

Canadian Grocer, Montreal

When writing advertisers kindly mention having seen the advertisement in this paper.

Selling Sermonettes for Salesmen

DOESN'T this sound reasonable, Brother Grocer?

That Success spelled the other way around means, *"Know the Goods."*

"Know 'em and show 'em," said the Successful One.

"Right you are," says Busy Merchant, *"yet I can't find the time to explain "the merits of the goods I buy to my "salespeople—too busy for that."*

Who are the *true* business builders, Brother Grocer?

You are quite right—the man behind the counter, *your* counter, is the *true* salesman.

Retailing has now become a science, you know.

He who *knows* a thing best can *sell* it best.

But who's going to explain the merits of the flour you sell if you're too busy?

Who will explain to *your* sellers that price is only *one* of the many keys upon which you must play in order to win, and a *minor* key?

WE WILL, Brother Grocer—we who know *good* flour.

We who make FIVE ROSES—*got that?*

Why shouldn't we?

It's because we want to live up to our *biggest* opportunities that we are not content to merely *sell* good flour.

We want to *help you sell* it.

And so we have taken off our coats to lend a helping hand that you and your sellers of FIVE ROSES might pile higher and higher *both* the sales and the profits.

Therefore have we dug out from the treasury of our own experience, covering near a quarter-century of intimate contact with the retailer, the richest nuggets, *the strongest selling points*—

And we offer them *freely,* without selfishness, for the help of all those who need them—for *all sellers* of Good flour, for retailers and salesmen thereof—ay, and all ye clever writers of copy (?).

And if we use FIVE ROSES to point a floury moral, surely you will understand it is because *we know no better flour,* and you will forgive the writer for the sake of the lucre.

All of which signifies that in the CANADIAN GROCER next week, on this *self-same* page in red and black, there will begin a series of sermonettes on flour salesmanship in general and FIVE ROSES in particular. And to make them more acceptable we will arrange them as accurately as we can in their order of *importance,* and sugarcoat the pill with *human interest,* maybe.

So be advised, Brother Grocers and Business Builders all, take note.

Next week, read your GROCER.

Read the FIVE ROSES page.

LAKE OF THE WOODS MILLING COMPANY, LTD.
CANADA

Making Flowers a Profitable Retail Side Line

Methods of a Chatham Grocer in Working up a Good Trade—Buys From Florist on Commission — Display Advantages Derived From Flowers—Attention That Should be Paid Them.

Chatham, Ont., April 6.—A brilliant background of blossoms in many colors lends an added attractiveness to the bright, clean grocery store conducted by Wm. Anderson at 123 King St. West.

Though grocers rarely carry flowers and plants as a side line, Mr. Anderson has done so for several years past, and is well satisfied with the results. More important even than the financial returns, in Mr. Anderson's estimation, is the addition which the bright-hued flowers make to the general appearance of the store.

The flowers, of which Mr. Anderson carries a selection all the year round, are furnished by a local florist, whose regular place of business is located on the southern limits of the city, and hence a goodly distance from its business centre. Mr. Anderson is practically "down town" representative of the floral people, and since he took hold of this line has pushed the floral proposition with the same energy as he does the sale of groceries.

Though he carries a comprehensive stock throughout the entire year, this is added to largely on any occasions when flowers are seasonable. Easter is perhaps the most important of these occasions, and the week before Easter the display of floral beauty is something that nobody can pass by without at least one admiring look.

There is practically no competition in the floral line here with Mr. Anderson. Of the three greehouses in the city, all are quite a distance from King Street. One maintains an agency with a small floral display on a side street office, Mr. Anderson's being the only other "flower store" down town. A London concern a couple of years ago started an agency in Chatham, but this has been since discontinued.

Are Bought on Commission.

The flowers are taken on commission. Those that are not sold are returnable in good condition. The fact that there is no danger of being "loaded" with unsalable stock, as might be the case were the grocer to buy outright, compensates largely for the fact that the margin of profit is small.

The line is, of course, one which involves a great deal of work. The entire stock of potted plants must be watered regularly, a task which requires considerable care. Then, in winter, there is the danger of flowers being nipped by frost while being delivered. The work of arranging and rearranging the stock in the most attractive style is also an item to be considered.

An important feature in the handling of flowers is the addition which they make to the appearance of a store. Mr. Anderson has fully appreciated this from the outset, and his stock of flowers has always been given a prominent place in the window display. Practically every display is garnished with flowers, which furnish an attractive border or background to almost any line of groceries exhibited. In addition to the window itself, a sort of shelf, suspended about half way between floor and ceiling and running all the way across the back of the window, furnishes accommodation for a large share of the stock, and adds its quota to the appearance of the store. In the summer time small plants, such as pansies, are often ranged on the ledge or shelf outside the window.

Not only does the prominence thus given the flowers add to the general appearance of the store, but it is a material agency in helping their sale. Merchants who have handled this line generally admit that, to make flowers a success, they must be pushed well to the front.

What the Stock Consists of.

The major part of the regular stock comprises potted plants, which are of course in the zenith of their bloom. Some cut flowers are also kept in stock. In addition to the flowers stocked, orders are taken for plants of all kinds, as well as bulbs—in fact, the grocery will procure from the greenhouse and deliver to the customer anything that the florist has in stock. A florist's catalogue is kept in the store, for the assistance of patrons in making out their orders.

While full grown flowers in bloom seem to appeal most to the average purchaser, yet, in springtime, when gardens are being set out, the sale of small plants offers considerable possibilities. Patrons who might ordinarily content themselves with the purchase of a few packages of flower seeds will often consider it a better proposition to buy a few dozen small seedlings for purposes of transplanting, rather than risk the failure of their seeds.

The flower business is something which requires a great amount of care and attention, and is apt, in inexperienced or careless hands, to turn out

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

McDOUGALL
Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scotland.
CLAY PIPES

SPRAGUE
CANNING MACHINERY CO.,

TANGLEFOOT

The Original Fly Paper
For 25 years the Standard In quality
All others are Imitations

Black Watch
The Big Black Plug Chewing Tobacco

"A Trade Bringer"
Sold by all the Wholesale Trade

practically a dead loss. Mr. Anderson, however, has from the start enjoyed a good sized and growing trade, while the presence of flowers in the windows draws more attention to them than the average grocery window usually receives—a circumstance which must be considered in gauging the returns.

THE NEWSPAPER AND THE MERCHANT.

Editor Canadian Grocer.—It is quite noticcable in many towns in Ontario, that rccently the local papers have been bemoaning the fact that the merchants do not support the newspapers with as much advertising as the said newspapers would wish for. Through their columns, and in some cases personally, the threat is made that city departmental store advertising will have to be resorted to.

Do the newspaper proprietors go about getting business in the right way?

Are their papers—or in other words, the goods they have for sale—of a superior quality? Do they employ an obliging staff? Do they employ clerks, editors, etc., that do their utmost to please the customer as the merchant does?

The clerk, or employe of a store must be obliging and courtcous to those who patronize the house with whom he is employed. This rctains the customers, never allowing a personal fceling to over-rule or interfere with anything political, social or ecclesiastical.

Can the publisher of a newspaper, whether it has competitors or not, allow the editor (or clerk) to antagonize, misrepresent, inaccurately report the very men who have been the chief support in paying the editor his salary? And why is it so oftcn done, principally because the merchant and the editor cannot see eye to eyc politically.

It is such things as enumerated that, in many instances, has caused the trade of many merchants to be diverted into other channels. Proprietors of such papers nced to look closer after their clerks who are breaking down their business when there is no necessity for it. The town of Barrie is no exception to this state of affairs.

A SUBSCRIBER.

Barrie, Ont., Apr. 4, 1910.

SURPLUS OF GREEK CURRANTS.

By A. Donaldson Smith, Patras.

By a recent convention between the Greek Government and the Privileged Company it was decided to make a loan of $3,800,000 to the company, of which $2,316,000 was to be expended at once in reimbursing owners for the uprooting of their vines. It is intended to destroy enough vines to reduce the crop 25 per cent.

The convention also decided to raise the export duty 8 drachmas ($1.55) per 1,000 pounds, which would make the export duty equal to 46.67 drachmas ($9.01) per 1,000 Venetian pounds.

In this report the quantities are given in Venetian pounds; to arrivc at American pounds add 5 per cent.

The market price at the end of December for fairly good currants was 130 drachmas ($25.09) per 1,000 pounds. Retention warrants are down to 110.50 drachmas ($21.33) per 1,000 pounds. Adding 35 per cent. of this (the present retention tax in kind) brings the present export duty up to 38.67 drachmas ($7.46) per 1,000 pounds. The bill has passed the first reading of the house of representatives and will probably pass the second and third readings.

The reported movement of currants during the four months cnding December 10, 1909, was as follows:

Exported, 168,622,841 pounds.

Company's retention warrants, representing 35 per cent. export duty, in kind: Issued, 114,562,300 pounds; sold, 66,421,700 pounds; remainder, 48,140,600 pounds.

Company's warehouse, advances against mortgaged currants: Deposited, 66,324,166 pounds; released, 2,552,404 pounds; remainder, 63,771,762 pounds.

Resume: Exported, 168,622,841; absorbed for paymcnt of the retention duty of 35 per cent., 114,640,700 pounds; mortgaged to the Privileged Company, 63,771,762 pounds; total, 347,035,303 pounds. The total crop of 1909 is estimated at 380,000,000 pounds.

TRADE NOTES.

D. D. Cain, Lakefield, Ont., has disposed of his grocery business to Walter Bates.

Dugald McIntyre, St. Thomas, Ont., has purchased the grocery business of Joseph F. Pelan.

L. E. Geoffrion, of L. Chaput, Fils & Cie., is back in Montreal, after a short trip to the United States.

Are You Keeping Your Tobacco Stock Up-to-Date?

IF NOT, WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

Louisiana Strawberries

PINTS SOUND GOOD COLOR

Express Shipments.

PINEAPPLES (Cubans) ripened, stock very fine, arriving regularly.

FLORIDA

Fancy Tomatoes, Cabbage, Celery. We can fill your orders to very best advantage.

California Navels, excellent flavor.

Messina Lemons, fresh arrivals.

Bananas, Jamaicas and Tanamos.

PLACE YOUR ORDERS WITH

McWILLIAM Mc. AND E. EVERIST

25-27 CHURCH ST. - TORONTO

Carload Importers

IT'S

more difficult of explanation why a few grocers still pass by

"St. Nicholas" and "Home Guard"

than why an ever increasing majority handle them to the exclusion of all other brands, because there is not as much unsalable fruit in a carload of St. Nicholas as you may sometimes find in a single box of some other brand.

Do you want to make your Lemon Business pay?

J. J. McCABE

AGENT

32 Church Street, Toronto.

Frozen Oranges Still Have Effect on the Market

Entire Recovery Not Visible Yet — Rotting Apples Being Carted Away by Scavengers—Heavy Business in Southern Tomatoes and Celery—Fresh Fish Gaining in Popularity.

MONTREAL.

Green Fruits—Tangerines and limes are practically off the market. A few scattering lots only are to be had. Bananas are higher, selling for $2.25 per bunch. Oranges are in good demand, though the quality so far shown is none too good.

Apples—		
Baldwins, bbl.	3 50	
Greenings, bbl.	4 00	
Russets	3 50	4 25
Kings, No. 1.	4 00	
Spies, per bbl.	5 00	
Tallman Sweets	3 00	
Bananas crated, bunch	2 25	
Cranberries, bbl.	6 00	10 00
Cranberries, per bushel box	1 50	2 00
Cocoanuts, bags.	4 25	
Grape fruit—		
Florida, box	5 00	
Grapes, Almeria, per keg	5 00	7 00
Lemons—		
Sicily bitters, box	1 75	2 25
Oranges—		
Floridas	3 00	
California navels	2 75	3 00
Porto Ricos	2 50	
Mexicans	2 25	
Sicily bitters, box	2 25	3 00
Jamaica, bbl	4 50	
Pineapples—		
Floridas, case	5 00	
Strawberries—		
Florida, qt.	0 40	0 50

Vegetables—Spinach seems to be the only weak article this week. It has dropped to $3.50 per bbl. Other lines show decided strength, particularly cauliflowers, which are scarce, and selling for $5.50 per crate. Onions are up 50c and the general market trend is in the same direction.

Beets, bag	0 40	0 75
Carrots, bag	0 40	0 50
Cabbage, bbl	1 00	1 25
Celery—		
California, crate	5 50	
Florida, crate	3 00	3 25
Cauliflowers, crate	5 50	
Cucumbers, doz.	2 50	
Garlic, per lb.	0 15	
Green Peppers, basket	0 85	
Lettuce—		
Montreal, box	0 50	0 60
Imported, box	2 50	
Mushrooms, lb.	0 50	0 75
Onions—		
Red, per bag	1 50	
Spanish, cases 150 lbs.	3 50	
Spanish, ½ cases	1 50	1 75
Potatoes—		
Montreal, bag	0 60	0 70
Sweet, per bbl.	2 50	3 50
" basket		1 75
Parsley, dozen	0 30	0 60
Parsnips, bag	0 75	0 80
Radishes, dozen bunches	0 50	0 75
Rhubarb, doz.		1 25
Spinach, bbl.	3 00	3 50
Tomatoes—		
Floridas, crate		4 50
Cubans, crate	2 25	2 50
Turnips, bag	0 50	0 75

Fish—The period of quietness always expected immediately after Easter is on now, and for sometime everything in the fish line will be easy. On account of high meat prices, however, the trade is expecting to do a little more than usual. It also feels the influence of increasing population and wealth, and seems to be steadily improving. Prices are steady with no noted change. Fresh fish arrivals are numerous.

FRESH

Dore	0 12	Mullets	0 07
Pike	0 08	Haddock	0 04
Perch	0 07	Halibut	0 12
Steak cod	0 06	Bullheads	0 12
		Carp	0 10

FROZEN

Codfish	0 04	0 04	
Dore, winter caught, per lb.		0 08	
Haddock		0 04	
Halibut, per lb.		0 10	
Herring, per 100		1 00	
Market cod		0 04	
Steak cod		0 05	
Mackerel		0 08	
Pike		0 06	
Salmon, B.C., red,		0 10	
Gaspe salmon, per lb.		0 18	
Smelts, 10 lb. boxes		0 07	
Whitefish, large, lb.		0 09	
Whitefish, small		0 07	

SALTED AND PICKLED

Green cod, No. 1, bbl.	6 00	6 50	
Labrador herring, bbl		5 00	
" " ½ bbl		2 85	
Labrador sea trout, bbls		11 00	
Labrador sea trout, half bbls		6 00	
No. 1 mackerel, pail		2 00	
" " ½ bbls		9 00	
No. 1 pollock, bl.		4 00	
Salmon, B.C., red, bbl		15 00	
" " pink, bbl		13 00	
" Labrador, bbl		18 00	
" " ½ bbls		9 00	
" " trcs., 300 lb.		25 00	
Salt eels, per lb.		0 07	
Salt sardines, 20 lb. pls		1 00	
Scotch herring, bbl		6 50	
" " keg		1 00	
Holland herring, bbl		5 50	
" " keg		0 75	

SMOKED

Bloaters, large, per box	1 00
Fillets, lb.	0 12
Haddies	0 09
Herring, new smoked, per box	0 13
Kippered herring, per box	1 00

SHELL FISH

Shell oysters, bbl.	10 00
Lobsters, live, per lb.	0 18
Oysters, choice, bulk, Imp. gal.	1 30
" Selects, Imp. gal.	1 50
" "Sealshipt," standards, per Imp. gal.	1 75
" " select, per Imp. gal.	2 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Shredded cod, per box	1 80
Skinless cod, 100 lb. case	5 50

TORONTO.

Green Fruits—There is no improvement in the apple situation. A great many are wasting and are carted away by scavengers. There is nothing that seems to have been so badly managed as our apple crop this year. The conditions should be well studied and the same trouble avoided in the future. Like most other troubles, every one has a remedy, but it is a matter too serious to be treated lightly. When thousands of barrels of good wholesome fruit are spoiling in front of hungry people who are complaining about high cost of living then something is wrong in our methods of doing business. Oranges are plentiful, but without any change in prices. Through the fact that so many frosted oranges reached the market, the orange trade received a black eye from which it will suffer for some time. It is being demonstrated every day that poor quality in any kind of food will immediately check consumption. Strawberries are beginning to move northward and instead of coming from Florida they are now coming from Louisiana. But when the price is quoted at 13c as compared with Florida berries at 60c one should not run away with the idea that they are that much cheaper. A look at the box will show the reason.

Apples	1 00	4 00	Floridas	2 50	2 75
Bananas	1 75	2 00	Mexican	2 00	2 25
Cranberries, bbl	6 25	6 50	Valencia	3 50	3 75
Cocoanuts, sack		4 00	Jamaica, barrel		4 25
Grapes, Almeria per keg	6 00	6 50	Marmalade, Seville, per chest		3 00
Grape Fruit—			Sicily bitter, box		2 50
Cuban	2 25	2 50	Pineapples, case	4 00	4 50
Florida	4 00	4 25	Strawberries		
Lemons—			Florida, qt.		0 50
Sicily	2 25	2 50	Louisiana, box		0 13
Oranges—					
California navels	2 75	3 00			

Vegetables—Tomatoes are arriving by the car load and in good ripe condition. About two cars are sold a week. The next in quantity in the vegetable line is the celery which also arrives in large quantities and for which there is a regular demand. All kinds of vegetables, however, are constantly arriving to meet the demands of the city.

The first car of Egyptian onions will arrive this week.

Asparagus, bunch		0 40	Valencias, new, crate	3 00	3 25
Beets, bag		0 90	Spanish	3 50	3 75
Beets, new, doz.		0 75	Green, per doz.	0 50	0 60
Beans, green in qt. boxes		0 25	Spanish, ½ cases		1 50
Cauliflower, doz		2 25	Parsnips, bag	0 85	0 90
Cabbage, Canadian, dozen	0 35	0 40	Potatoes— Canadian, bag	0 50	0 55
Cabbage, Can., per barrel		1 50	Bermuda, new, per barrel		8 00
Cabbage, new, brl.		3 00	Sweet, hamper	1 25	1 50
Carrots, bag	0 65	0 75	" barrel		3 50
Carrots, new, dz		1 00	Parsley, per doz bunches		0 70
Celery, Canadian, dozen	0 30	0 35	Radishes, doz	0 35	0 40
Celery, Florida	2 00	2 50	Rhubarb, doz		1 00
Cucumbers, doz.		2 50	Spinach, hamper		0 75
Lettuce, hamper		2 50	Tomatoes, hot house, lb		0 25
Lettuce, per doz		0 30	Tomatoes, case of 6 baskets	3 50	4 00
Mushrooms, lb.		0 90	Turnips, bag		0 40
Onions— Canadian, bag	1 00	1 25			

Fish—The fish market has not yet fully recovered from its usual dullness after Lent, but as fresh caught fish are beginning to come in, it is expected that it will soon be in full swing again. A few small shipments of fresh caught white fish and perch have already arrived, and more will soon follow. White fish may be regarded as luxuries as they are up to bacon prices—from 15c to 17c a lb.

LAKE FISH

Goldeyes	0 06	Pike	0 06
Herring, Lake Superior	0 04	Trout	0 10
Pickerel, blue	0 05½	Whitefish, fresh caught	0 15 0 17
Pickerel yellow	0 09	Perch, fresh caught	0 10

OCEAN FISH (FROZEN)

Steak Cod	0 07	Salmon, pink, per lb	0 09
Halibut	0 12	" red	0 10
Haddock	0 06½	" sea dressed	0 13
Herring, per 100	1 75	Smelts, No. 1	0 08
Mackerel, each	0 20		

SMOKED, BONELESS AND PICKLED FISH.

Acadia, per crate	2 40	Fillets, per lb	0 14
" tablets, box	1 60	Haddie, Finnan	0 0J
Bloaters, per basket	0 90	Herrings, Digby, bndle	0 60
Codfish, shredded, box	1 80	Herrings, Imported Loch Fyne, per kit	1 50
" Bluenose, "	1 40	Kippers, per box	1 25
Cod steak, per lb	0 07	Quail on toast, per lb	0 05½
Cod, Imperial, per lb	0 05		
Ciscoes, per basket	1 25		

BULK OYSTERS.

Oysters, standards, per gal	1 65	Oysters, selects, per gal	1 85
		Oysters, extra selects	2 00

TRADE NOTES.

Lockerby Bros., wholesale grocers, Montreal, have gone into liquidation.

Among the list of Canadian patents issued recently and furnished by Fetherstonhaugh & Co., Ottawa, is one to G. W. Finney, Ohio, for a coin-controlled vending machine, especially designed for peanuts.

Bananas
Ripe Tomatoes
Pineapples

3 of our BIG SPECIALS at this season. Get started with us and you will be in right. Heavy supplies coming for this week. Mail orders given prompt attention.

WHITE & CO., Limited

Branch at Hamilton TORONTO MAIN 6565

FANCY

RIPE { PINEAPPLES / FLORIDA TOMATOES / BANANAS

FRESH { LETTUCE / RADISH / RHUBARB / GREEN ONIONS

Finest Oranges and Lemons

HUGH WALKER & SON

(Established 1861) GUELPH, ONTARIO

A Little to Learn——A Lot to Know

This beautiful Spring weather diverts our minds to November Cut Lemons. Our brands are on the market in both Fresh Cut and November Cut Lemons. Your best interests will be served by asking for Buster Brown, Hiawatha or Lord Beresford. These brands are undoubtedly the best and most uniform pack of Lemons imported by the Canadian Wholesale.

FRATELLI FOLLINA
PALMERO, MESSINA, Packer

W. B. STRINGER
Canadian Agent, Toronto.

Want Changes in Fruit and Vegetable Duties

Winnipeg Wholesale Dealers Petition the Government to Have Duties Removed on Certain Fruits and Vegetables at Certain Seasons—Niagara Fruit Growers Ask for Careful Consideration Before Such a Course is Taken.

Winnipeg, April 6.—Wholesale fruit and vegetable dealers here are anxious to see changes in the tariff on certain fruits and vegetables at certain seasons of the year and have petitioned the Dominion Government to take action.

The petition reads as follows:—

"Sir,—Your petitioners represent the principal fruit and vegetable importing concerns in Western Canada.

"Little fruit is raised in Western Canada, and the western cities are dependent upon the United States for all the early fruit and vegetables. These come from as far south as Miami, Florida. During the several months of the year before it is possible to grow vegetables or fruits, a large quantity of both are imported; but the freight charges, coupled with the duty, place the consumption beyond the purse of the average householder, and these products become a luxury when they are really a necessity.

"Our desire is—and we believe it to be a reflex of that of the western country at large—that the duty be removed from these products at such times when they cannot possibly come into competition with home-grown articles.

"We believe that the adoption of the following schedule would be of distinct advantage, supplying the people of Western Canada with some of the necessities of life which the country, by reason of its geographical position, is not able to provide at those times.

What the Request is.

"Peaches, pears, plums and apricots on free list from January 1 to October 1.

"Cherries, on free list from January 1 to June 30.

"Grapes, on free list from December 1 to August 31.

"Tomatoes and green vegetable, cabbage, cucumbers, celery, asparagus, rhubarb, green beans, cauliflower, on free list from Deeember 1 to July 31.

"Cantaloupes and watermelons, on free list from October 31 to August 31.

"Strawberries, raspberries, blackberries, currants, gooseberries, on free list from Sept. 30 to June 15.

"At the present time duty is charged us on all crates and packages containing celery, cabbage and such vegetables, and as there are necessary and essential to the transportation of such goods, we do not believe that duty should be charged.

"We believe that peanuts should be on the free list. They cannot be produced in Canada, and the only peanuts suitable and demanded by the trade in this country are those shipped from the United States. We do not know of any other point of production that will produce peanuts that would be accepted and handled by the dealers in Canada.

"Over 90 per cent of the cranberries used in the Dominion of Canada are produced in the United States, principally in New Jersey, Massachussetts and Wisconsin. The present duty on cranberries is 25 per cent. On the average price of cranberries we are obliged to pay approximately $325 to $350 per car, which we believe is entirely out of reason. It is our idea that the duty on cranberries should be arranged on a barrel basis or taken off entirely.

"This matter is respectively brought to your attention at the present time in view of the likelihood of some reciprocal arrangement being made with the United States, and the adoption of this schedule, it occurs to us, would be of distinct advantage to Western Canada, where the cost of living is relatively high.

"That this petition may be considered is the earnest prayer of the subscribers."

What Ontario Men Say.

St. Catharines, Ont., Apr. 7.—The Niagara Peninsula Fruit Growers' Association held a meeting here to discuss the petition sent to the Government by Winnipeg wholesale fruiterers regarding the changes in duties on certain fruits at certain seasons of the years. The following resolution was adopted and forwarded to the Minister of Customs:—

Moved by John Scott and George X. Walker, the Niagara Peninsula Fruit Growers' Association beg to state that during the past two or three years efforts have been put forth to place in the western markets large supplies of Canadian-grown fruit, with considerable satisfaction to consumers, and we believe that any change in the present rate of customs will result in serious injury to what promises to be a very large trade in the near future. We therefore humbly pray that no change be made in the existing duties in fruit at the present time until all the parties interested may be consulted.

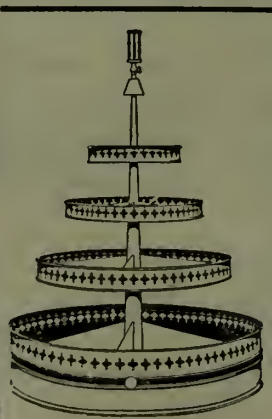
O. H. Johnson, general merchant, Calgary, Alta., has moved into the building recently occupied by Rodell Bros. & Lake, who have sold their stock, by a special sale and turned over the balance to Mr. Johnson.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Lemon Bros.
Owen Sound, Ont., and Sault Ste. Marie
Wholesale FRUIT, FISH and PRODUCE
Commission Merchants, and
Dealers in HIDES, WOOL and RAW FURS

TRY LEARD'S LOBSTERS
and CANNED CHICKEN
Write for Prices
W. A. LEARD
Summerside, - P.E.I.



How to Make More Money on Vegetables and Truck

¶ Use our **Vegetable Display Stand.** It will make vegetables and green truck *look better, keep better* and *sell better.* Retail Grocers and Market men use them all over United States. When writing to us state whether you have a city water supply.

GALESBURG CORNICE WORKS
93 Cox Street, Galesburg, Illinois

You Can Buy Independent Packs of Oranges and Spoons

FROM THE FOLLOWING JOBBERS:

Toronto
H. J. Ash
C. Ciceri
Dawson-Elliot Co.
C. Kimpton
McWilliam & Everest
McBride Bros.
H. Peters
D. Spence
Vance & Co.
White & Co.

Hamilton
Dixon Bros.
Specuzzi & Sansone
White & Co.

Stratford
Jas. Lloyd

Port Hope
Philp & Greenaway

Brantford
Ryerson Bros.

Owen Sound
Lemon Bros.
McDougal & Evans, Ltd.

Kingston
R. H. Toye

Guelph
H. Walker & Son

Sarnia
J. F. Wood & Co.

London
Catalano & Sansone
A. Mountjoy
G. G. Steele

It will pay you to ask these jobbers for Independent Packs of Oranges and give them also an order for Spoons and Knives or write direct to us.

Independent Orange Brokers of Toronto

Cameron Husband J. J. McCabe Eugene Moore
32 Church St., Toronto

THE MOST POWERFUL LEVER

to move the whole family trade round your way is the

BRUNSWICK BRAND SEA FOODS

For fourteen years this brand has held the premier position for quality, and you had better be out of business than handle other than **Quality Goods.**

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co. Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

Will Canada Buy her Rice from British Guiana?

This is a Prediction Made by Grocer Representative Now in South America—Possibilities of Demarara—The Present Markets Demand Yellow Colored Variety.

By D. Williams.

Georgetown, British Guiana, Apr. 4.—The growing of ricc in Demerara, British Guiana, is rapidly assuming large proportions and is becoming a prosper- and profitable industry. It is only a few ycars sincc it was introduced to any great extent in the colony, but the emigration of East India laborers to the country has created a demand for the article and this, combined with the fitness of thc soil and climatic conditions, has given it a stimulus until to-day it is the second great export of Georgetown, thc seaport and capital of British Guiana. The methods of cultivation arc, generally speaking, crude, the work nearly all being done by hand.

The seed for the rice crop is sown about the first of April in patches of land not covered by water—nurserys they are called. In these the rice is sown very thick and is allowed to grow to a height of about six inches before it is transplanted in the fields partially covered by watcr. There it grows rapidly with littlc attention until it is ripe.

When ready to harvest it is cut with the old fashioned sickle or reaping hook and bound into sheaves similar to grain in Canada. It is left in the field till ready to be takcn to the threshing floor. There it is threshed, the crude rice, or 'pady' as it is called, being beaten out by hand as was donc generations ago. Then it is bagged and convcyed to the local buyer or mill. The pady or crude rice resembles oats having a hull upon it that does not come off in threshing.

A modern rice mill, of which there are several in Demerara, is a most interesting cstablishment. One we visited, the largest in Georgetown, is a splendidly equipped mill fitted with the most up-to-date machinery

The bags containing thc pady are emptied into a large hopper on the ground floor. It is then carried by an elevator to the upper story and fed into round steel tanks of about forty to fifty bags capacity. Water is let into the tanks and steam turned on heating the mass to about 150 degrees fahrenheit. Here it remains about ten or twelve hours when the tanks are opened at thc bottom. After the water is drawn off, the half cooked rice is run through dryers until all the moisture has evaporated. From the dryers it is carried to the first sheller which takes off the outer shell or husk; then it passes through a cleaner or winding machine which scparates the hull or chaff from the kernel, the former being carried to the furnace room and is used for fucl

The rice passes on by carriers to the polishing machines where the second covering is removed after which it is carried down shutes and scattered upon a spacious stone floor to air and cool.

It is then bagged and is ready for shipment. The price paid for pady is about $1 per hundred pounds. This will produce from sixty to scvcnty pounds of rice. The mill owned by Weiting & Richter has a capacity of 300 bags of rice per day, each bag containing 175 pounds.

Turn Out Yellow Colored Rice.

Another mill we visitcd owned by a London concern uses a different process. Hcre the pady is steamcd in one large tank and after drying is run through onc hullcr which finishes the process and the rice is carried down shutes into bags ready for shipment. In both those mills the rice turned out is of a yellow color, not the whitc polished kind used in Canada.

The reason of this is not that they cannot make thc white variety but the demand in the West Indics is almost entircly for the colorcd kind.

It must be rcmembercd that a large part of the population of Demerara and Trinidad is Egst Indian coolies. Thosc people do not want the white rice but prefer the other which, it is claimed, is morc nutritious and healthful. Thc time, however, is not far distant when if the industry expands, as it is very likely to do, the rice growers and mill men will be compclled to look for other markets and their eyes are now being turned toward Canada to see what are thc possibilities of finding an outlet there for their surplus products.

Considering the vast possibilities of Demcrara and the fitncss of thc soil of large sections of the country, there seems little reason to doubt that, with improved cultivation, modern machinery and the introduction of capital, it will before many years be thc great source of the rice supply of Canada.

"SUNKIST"

SUNKIST LEMONS — SEEDLESS — NAVEL — SUNKIST ORANGES

CALIFORNIA ORANGES

ARE NOW AT THEIR BEST

¶ "Sunkist" Oranges and Lemons build up your fruit trade.

¶ Our advertising campaign will help you.

CALIFORNIA FRUIT GROWERS' EXCHANGE

Distributing Points: TORONTO WINNIPEG MONTREAL CALGARY

A "WALKER BIN" INSTALLATION

marks the beginning of "better things" in the grocery. It means much to both the dealer and customer whose interests are more closely associated than is often supposed—

Better and Cleaner Stock
Better Clerks
Better Service
Better and More Satisfied Customers
Better Turn-over
Better Profits

It means **everything** to the grocer who is looking for "big things" from his business.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited
Designers and Manufacturers of Modern Store Fixtures
BERLIN, - - ONTARIO

We Know our Proposition

from A to Izard. We know that Fels-Naptha soap actually does in cool or luke-warm water what is claimed for it. And we know that the dealer whose store is well stocked with goods such as Fels-Naptha soap is bound to progress.

ARCTIC Refrigerator

It does not matter a great deal what kind of a refrigerator you use. For they don't all refrigerate alike.

There are many good reasons why your refrigerator should be an ARCTIC.

These reasons have to do with the profits you make from butter, eggs and other perishables, and the degree with which you are able to satisfy your customers.

Arctic Refrigerators for All Purposes.

JOHN HILLOCK & CO.
Queen and George Sts., TORONTO
Agents for Western Provinces: Ryan Bros., 147 Bannatyne Ave., Winnipeg

The White Mop Wringer

always proves a splendid seller, because it does all we claim for it.

It never disappoints. Wrings drier and easier than any other device.

Each one sold is YOUR advertisement, creating more sales.

Watch for TRADE MARK below; it stands for excellence.

Write for Details. Made in Canada.

White Mop Wringer Co.,
FULTONVILLE, : N.Y.

Classified Advertising

ADDING MACHINE.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

AGENT WANTED.

AGENTS WANTED IN CANADA by Manchester Manufacturer of Bottled Jams. An attractive line that should sell well. Address—Duerr & Sons, Old Trafford, Manchester. (tf)

BUSINESS CHANCES.

FOR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover $20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

COUNTER CHECK BOOKS.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

FOR SALE—City and Town rights for preserving eggs. No cold storage needed. Box 339, CANADIAN GROCER, Toronto. (14p)

FOR SALE—Stock and fixtures of Hy. Poehlman, grocer, Collingwood, at hundred cents on the dollar. Fixtures at valuation. Capital required $2,500 to $3,000. Progressive paying cash business. Proprietor leaving to engage in wholesale fruits and provisions. Good corner, centrally situated on Main St. Public weigh scales. Handy and well equipped, with cellars, hoist and self-measuring tanks, etc. Possession June 1st or sooner.

FOR SALE. Well established Grocery, Provision and Crockery business in one of the best towns in Eastern Ontario, population over 5,000, large corner brick store, splendid location, turnover last year over $22,000 and business growing. Excellent farming country, controls several good agencies for the town, stock in first-class condition and bought right, stock being kept up and business going on as usual, expenses light, building can be purchased or rented. No cutting of prices but all goods sold at a reasonable profit. Good reasons for selling. If you contemplate buying, address Box 340, CANADIAN GROCER, Toronto, at once and receive full information. (17)

MALE HELP WANTED

SALESMAN wanted at once by Toronto manufacturer. To an energetic and reliable young man this is a good opportunity to become connected with an up-to-date concern where chances for advancement are good. Applicants with Grocery experience preferred. State age, experience and full particulars. Box 342, CANADIAN GROCER, Toronto (14p)

WANTED—At once, first-class catsup maker. Give references and full particulars. Box 64, Hamilton, Ont. (tf)

MISCELLANEOUS.

ATTRACTIVE fixtures sell your goods. Walker Bin Fixtures and Show Cases prove invaluable in economising store space, and by compelling custom, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. Walker Bin and Store Fixture Company, Ltd., Berlin, Ont.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

MISCELLANEOUS.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

FOR FILING PAPERS, LETTERS and Vouchers, fastening bulky envelopes or backing statements, the ACME No. 2 Binder is indispensable in every store. Penetrates the thickest paper and perforates and binds in one operation. For sale by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

RELIABLE AGENTS WANTED to sell London manufactured "Home Made Brand" Pickles, Sauces, etc. Quality good, prices low and command ready sale. Old established firm. Apply "Onions," c/o CANADIAN GROCER, 88 Fleet St., E.C., London, England. (14)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by Installing a Baath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

MISCELLANEOUS.

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S" The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

725,000 LIVE MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

$75 buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit; Acme Duplicating Machine, one tubular stand fitted with type cases, compartments plainly lettered and arranged like universal keyboard of the standard make of typewriters, one drawer for accessories and forms, 20 lb. font of typewriter type, one chase, one Acme ribbon any color with typewriter ribbon to match, one pair tweezers, two quoins, one key, one oil can and one set of regleta. Sold with a guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Halner Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

TECHNICAL BOOKS.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-dozsn	10c.	$0 85
3-dozen	6-oz.	1 75
1-dozen	12-oz.	3 50
3-dozen	12-oz.	3 40
½-dozen	2½-lb.	10 50
½-dozen	5-lb.	19 80

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 dozen	5c.	$0 50
4 "	4-oz	0 75
4 "	6 "	1 00
4 "	8 "	1 30
4 "	12 "	1 80
2 "	12 "	1 85
4 "	16 "	2 25
2 "	16 "	2 30
1 "	2½-lb	5 00
1 "	5-lb	9 50
2 "	6-oz	Per case
1 "	12 "	$6 00
1 "	16 "	

ROYAL BAKING POWDER

Size.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams	Per doz	Peach	1 80
		Pear	1 70
Strawberry	1 90	Jellies	
Raspberry	1 90	Red currant	2 40
Black currant	1 80	Black currant	2 40
Red currant	1 80	Crabapple	1 70
Raspberry & red currant	1 80	Plum	1 70
		Grape	1 70
Raspberry and gooseberry	1 80	Marmalade	
		Scotch	1 40
Damson plum, stoneless	1 70	Orange Jelly	1 75
		Green Fig	2 25
Greengage plum, stonsless	1 70	Lemon	1 80
		Pineapple	2 25
Gooseberry	1 80	Ginger	2 25

Pure Preserves—Bulk

	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08¾

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	
¼-lb. " " "	0

Cook's Friend Baking Powder

Cartoons—	Per doz	No. 12, 4-oz.,	6 dz 0 70
No. 1, 1-lb.,	4 doz 2 40	No. 12, 4-oz.,	3 dz. 0 75
No. 1, 1-lb.,	2 doz 2 50	In Tin Boxes—	
No. 2, 5-oz.,	6 doz 0 80	No. 13, 1-lb.,	2 dz. 3 00
No. 2, 5-oz.,	3 doz 0 85	No. 14, 8-oz.,	3 dz 1 75
No. 3, 2½-oz.,	4 dz 0 45	No. 15, 4-oz.,	4 dz. 1 10
No. 10, 12-oz.,	4 dz 2 10	No. 16, 2½-lbs.	7 25
No. 10, 12-oz.,	2 dz 2 20	No. 17, 5-lbs.	14 00

Cereals

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case $3.00.

The King's Food, 2-doz. in case, per case $4.80.

White Swan Barley Crisps, per doz. $1.

White Swan Self-rising Buckwheat Flour, per doz. $1.

White Swan Self-rising Pancake Flour, per doz. $1.

White Swan Wheat Kernels, per doz.. $1 40
White Swan Flaked Rice, per doz..... 1 00
White Swan Flaked Peas, per doz..... 1 00

Blue

Keen's Oxford, per lb..... 0 17
In 10-box lots or case..... 0 16
Gillett's Mammoth, ½-gross box..... 2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED

Cocoa—

Perfection, 1-lb. tins, per doz.	$4 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz.	1 30
Perfection, 10c size " 5-lb. tins per lb.	0 90 0 37
Soluble, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18
London Pearl, per lb.	0 22

Special quotations or Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb.	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lo	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" ¼'s " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90
Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

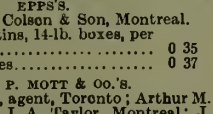
EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.



Elite, 10c size (for cooking) doz 0 90

Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 35
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 32
Anto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ¼-lb. pkgs., 6-lbs. bags	0 32
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases. Per lb

1-lb. packages	0 26
½-lb. packages	0 27
¼-lb. packages	0 28
1 and ½ lb. packages, assorted	0 26½
½ and ¼ lb. packages, assorted	0 27½
½ lb. packages, assorted, in 5 lb. boxes.	0 28
¼ lb. packages, assorted, in 5 lb. boxes.	0 29
¼ lb. packages, assorted, 5,10,15 lb. cas.	0 30

Bulk—

In 15 lb. tins, 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White moss, fine strip	0 12	0 21	0 17
Best Shredded	0 15	..	0 1
Special Shred	0 17	....	0 16
Ribbon	0 19	.. .	0 15
Macaroon	0 17	....	0 17
Desiccated	0 16	....	0
White Moss in 5 and 10 lb. square tins, 21c.			

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 1-oz., 4 oz., 8-oz., lb.	0 18

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 50	1 15
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins

Club House	$0 32	Ambrosia	0 25
Nectar	0 30	Plantation	0 22
Empress	0 28	Fancy Bourbon	0 20
Duchess	0 26	Bourbon	0 18
Crushed Java and Mocha, whole			0 17½
" " " ground			0 14
Golden Rio			

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers, $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 35
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese. —Imperial

Large size jars, doz.. 8 25

Medium size jars, per doz 4 50
Small size jars, per doz 2 40
Individual size jars per doz 1 00

Imperial holder—

Large size, doz.	18 00
Med. size, doz.	17 00
Small size, doz.	12 00

Roquefort—

Large size, doz.	2 40
Small size, doz.	1 40

Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40

Ground or bean.	W.S.P.A.	Ret. P.
"	1s	0 50
"	1s	0 50
"	1s	0 40
"	1s	0 40
"	1s	0 30
"	1s	0 30

Packed in 30s and 50-lb. cases. Terms—Net 30 days prepaid.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 35
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 [illegible]
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95 dozen
Medium, cases 2 dozen	1 80 "
Large, cases 1 dozen	2 75 "
Tumblers, cases 2 dozen	1 35 "
25-lb. pails	0 15 lb.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemin & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Infants' Food

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.		1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.

CRESCENT MFG. CO.

	Per doz
2 oz. bottles (reta at 50c.)	4 2[illegible]
4 oz. bottles (retail at 90c.)	6 [illegible]
8 oz. bottles (retail at $1.50)	12 [illegible]
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	14 50

Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz.	$2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7 lb. tin pails, 8 and 6 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails, per lb.	0 06¾

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails	0 06¾

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds, doz. $1.20. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. $1.40. Tomato Ketchup—Bottles (10c. size only) doz. $1.40. Tabasco-Ketchup—Bottles (10c size only) doz. $1.40 Chili Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (new) doz. $1.40; No. 80 jars, doz. $1 40.

W. CLARK'S SPECIALTIES

S.S. Beef (Inglass Brand), 3 sizes—½s, $1.5o; ½s, $2.25; 1s, $3.35 dozen. Ox Tongue (Paragon), 4 sizes—½s, $7.50; 2s, $8.50; 2½s, $9.50; 3s, $12 doz. Stewed Ox Tail—1s, $1.60 dozen. Stewed Kidney—1s, $1.50; 2s, $2.65 dozen. Minced Collops—1s, $1.40; 2s, $2.60 dozen.

ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Exclusive
SPECIAL
Adjuster
Elgin National Coffee Mills

can be regulated to grind coarse or fine when running, and the special adjusting device is used on our mills only. All our mills are built on merit, are the highest standard of excellence, are strong, fitted with steel burrs and run easily, smoothly and satisfactorily.

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY
Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

Traveling Salesmen!
Ever hear of Hugh Chalmers?

He is the man, who, at the age of 30, was so good a salesman that his firm paid him $75,000 a year.

Anything such a man has to say about salesmanship certainly can be read with entertainment and profit by every salesman in Canada.

Not long ago, Mr. Chalmers gave two public addresses concerning salesmanship. We are printing these two addresses in a neat pocket-size pamphlet and want to send a copy of it free to every salesman in Canada.

No strings on this.

The Pamphlet is FREE to every salesman.

All you need do is to write us stating your name, your private address and the name of the house you represent.

We want these particulars simply by way of proof that you are a traveling salesman because we charge non-salesmen 50c. a copy for the pamphlet—and it's well worth it, too! But, remember, it is perfectly FREE to traveling salesmen.

Better write for YOUR copy now.

The MacLean Publishing Co., Ltd.
10 Front Street East, Toronto

R. B. Wiseman & Co.
123 Bannatyne Avenue East **WINNIPEG, MAN.**

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a speciality of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

HAVE YOU TRIED
MOLASSINE DOG and PUPPY CAKES?
MARVELLOUS FOR ERADICATING WORMS and Keeping Dogs in Splendid General Health

The "MOLASSINE" Dog Foods are the only Foods on the market which besides feeding, keep dogs healthy and improve their coats.

QUOTATIONS AND SAMPLES FROM
ANDREW WATSON, - Sole Importer
91 PLACE-YOUVILLE MONTREAL

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants,

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

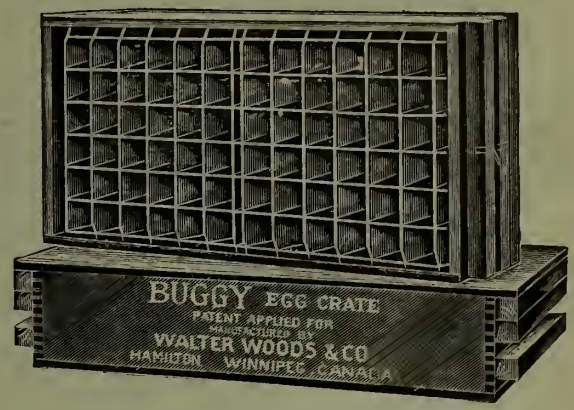
LAMBE & MacDOUGAL, London
H. & A. B. LAMBE, Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax

GREEK CURRANT CO

95 Broad Street - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

BUGGY EGG CRATE



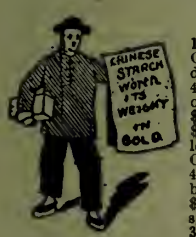
The most satisfactory Egg Carrier yet invented.

YOU should have them in stock.

5,000 sold first season.

Walter Woods & Co.

Hamilton and Winnipeg



OCEAN MILLS
Montreal

Chinese starch, 48 1-lb., per case $4.00; Ocean Baking Powder, 48 3-oz., $1.40; 48 4-oz., $1.80; 60 8 oz., $4.50; 36 1-lb.-$3.75; 48 1-lb. pkg., $4; 10 1-lb. tins, $5; loose 25 lbs., $1.75; Ocean blanc mange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-ounce, $7.20; Ocean corn starch, 48 1-lb. $3.60.

Jam

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.

Soap

The GENUINE. Packed 100 Bars to case.

Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 75

List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

WHITE SWAN SPICE AND CEREALS, LTD

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 12½
½-bbls.	0 12½
Tubs, 60 lbs.	0 12½
20-lb. Pails.	2 63
20-lb. tins	2 53
Cases 3-lb.	0 13½
" 5-lb.	0 13½
" 10-lb.	0 13½

F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12½
Tubs	0 12½
20-lb. pails	0 12½
20-lb. tins	0 12½
10-lb. "	0 13
5-lb. "	0 13½
3-lb. "	0 13½
1-lb. cartons	13½

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED LYE

Per case

1 case of 4 doz	$3 50
3 cases of 4 doz	3 40
5 cases or more	3 35

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 dozen case, per doz. $1; 16-oz. glass jars, 2 doz. in case, per doz. $1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 7½c.; pint sealers (24 oz.), 1 doz. in case, per dozen $2.25.

SHIRRIFF BRAND

"Imperial Scotch"—

1-lb. glass, doz	1 55
2-lb. "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35

"Sbredded"—

1-lb. glass, doz	1 90
2-lb. "	3 10
7-lb. tins, "	8 25

SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross, net | $12 00
" per case of 3 doz., net

ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream family size, per case $3 50

Baby size, per case 2.00

Ditto, hotel, 3.70

Silver Cow Milk 4.55

Purity Milk ... 4.25

Good Luck 4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb. tins	"	2 50
" 1-lb. tins	"	5 00
Durham ¼-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ½-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen	0 45 dozen
Medium, cases 2 dozen	0 90 "
Large, cases 1 dozen	1 35 "

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—

Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda

COW BRAND

Case of 1-lb. containing 60 packages, per box, $3 00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$2 60
No. 2, " 120 ½-lb. "	2 60
No. 3, " {30 1-lb. " / {60 ½-lb. "	2 60
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 65
5 cases	2 55

TRADE MARK BRAND

REGISTERED

WOOD'S HOLLANDER COFFEE

Fragrant, Pungent, Delicious! *The Choicest of the Choice.*

Imported and Roasted by

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. Montreal

Soap and Washing Powders

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	$10 20
Maypole soap, black, per gross	15 30
Oriole soap, per gross	10 20
Gloriola soap, per gross	12 00
Straw hat polish, per gross	18 20

3 doz. to box..... $3 60

6 doz. to box $7 20

30 days.

1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lot

Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

	Per lb
Laundry Starches—	
No. 1 white or blue, 4-lb. carton	$0 07
No. 1 white or blue, 2-lb. carton	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada white gloss, 1-lb. pkgs	0 06½
Benson's enamel, per box	1 50 to 3 00
Culinary Starch—	
Benson & Co's. Prepared Corn	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue	0

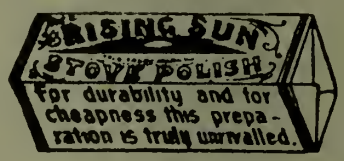
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lb	0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb	0 06½
Finest Quality White Laundry—	
3-lb. canisters, cases of 48 lb	0 07
Barrels, 200 lb	0 06½
Kegs, 100 lb	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	0 08
Kegs, ex. crystals, 100 lb	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 35 lb	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish

	Per gross
Rising Sun, No. 1 cakes, ½ & ¼ grs. bxs.	$8 50
Rising Sun, No. 3 cakes, gross boxes	4 50
No. 5 Sun Paste, ¼ gross boxes	5 40
No. 10 Sun Paste, ¼ gross boxes	9 00



JAMES DOME BLACK LEAD

6a size, gross, $2.40. 2a size, gross, $2.50

Boot Polish

PACKARD'S BOOT AND SHOE POLISHES

Mon-Ami, $9 gross; Black "O," $9 gross; Large Combination, $20 per gross; Pony Combination, $10; French Glycerine, $8; Ladies' Special, $20; Pat. Lea. Cream $20 per gross.

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼-barrels, 175 lbs	0 03¾ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "
Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 ...
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas

THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label 1's and ½'s	0 36	0 50
Gold Label ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

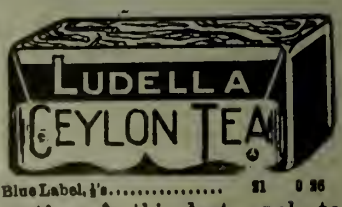
GEO. E. BRISTOL & CO., Hamilton, Ont.

EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	½s, 20c.; ⅛s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vuloan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s	$1	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Vlotoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, 1's and ½'s	0 55	0 80
Embossed, 1's and ½'s	007	1 00

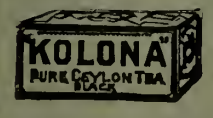
	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.

MELAGAMA TEA

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed. ½s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ¼s	0 38	0 50
" " 1 lbs, & ½s.	0 35	0 50
" " 1 lbs., ½s.	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
Black Label, ½-lb., retail at 25c	0 21
Blue Label, retail at 0c	0 23
Green Label, retail at 40c	0 30
Red Label, retail at 50c	0 35
Orange Label, retail at 60c	0 42
Gold Label, retail at 80c	0 55

Pure Gold Jelly Powder } 90 cents per doz.
Pure Gold Salad Dressing Powder }
Discounts on application.

THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

GILLETT'S CREAM TARTAR

	Per doz
¼-lb. paper pkgs., 4 doz. in case	$0 90
½-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ¼-lb. paper pkgs. } assorted	$7 20
2 doz. ½-lb. paper pkgs. }	
	Per doz
½-lb. cans with screw covers, 4 doz. in case	$2 00
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ½ doz. in case	0 30
10-lb. wooden boxes	0 27½
25-lb. wooden pails	0 27½
100-lb. kegs	0 25½
360-lb. barrels	0 25

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 6 2-5s	46
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s., plug or bar.	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	59

Veterinary Remedies

W. F. YOUNG

Absorbine, per dozen	$18 00
Absorbine Jr., per dozen	9 00

Yeast

Royal Yeast, 3 doz. 5 cent pkgs.	$1 15
Gillett's Cream Yeast, 3 doz. in case.	1 15

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

The West Indies

If you have anything to ship to the West Indies we will handle it promptly and get you the top price.

If you are a manufacturer and wish to place your goods on the West Indian markets our travellers will do it for you.

If you want information of any kind about the West Indies do not hesitate to write us for it.

T. Geddes Grant

Port of Spain - Trinidad

Strength — Purity

Your Guarantee for profit lies in "COW BRAND" Baking Soda

because of its popularity with the housewife!

Order from your jobber

Church & Dwight

Manufacturers MONTREAL

Uniformity — Reliability

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

The Beardwood Agency

enjoys the entire confidence of most of the large wholesale houses in Eastern Canada.

What we are doing for them we can do for you.

Send us your Overdue Accounts and let us prove our superiority.

The Beardwood Agency

313 New York Life Building - MONTREAL

SALT:

Complete list of laid-down prices gladly submitted.

Write

VERRET, STEWART & CO.

LIMITED

No. 12 Port St.

MONTREAL

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

WETHEY'S CONDENSED MINCE MEAT

Wrapped and packed in sanitary packages

SOLVES THIS QUESTION

Quality Unexcelled. Absolutely Dust-proof.

Three dozen to a case. All jobbers.

J. H. Wethey, Ltd.

ST. CATHARINES, ONT.

4 Free Phones For You—Use . . . Them . . .

TRY A MAIL ORDER

Know Our Travelers Better

THEY are an enthusiastic lot of men. If you are not a regular customer, give one of them a trial order and see the practical manner in which he and the house will combine to show their appreciation of it.

First of all you'll be impressed with the desire of the traveler to work for our mutual advantage.

Then you'll find he has an organization behind him that will make good on all his promises of the best quality goods and a service that is unusual in its promptness and efficiency.

A trial order will make you a permanent customer. We'll guarantee to keep you well satisfied. Just give us that trial order this week and see.

Geo. E. Bristol & Co.

Wholesale Grocers

HAMILTON ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Buildin
London, Eng.: 88 Fleet St., E.C. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV. PUBLICATION OFFICE: TORONTO, APRIL 15, 1910. NO. 15.

OXFORD

Keen's Blue

At home and abroad enjoys a unique reputation for purity.

It is the most perfect and satisfactory Blue made.

It's money to you, Mr. Grocer, to make it your leading laundry blue.

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL
Agents for the Dominion of Canada

The Leading Laundry and Cooking Starches in Canada are

Benson's "Prepared" Corn

AND

Edwardsburg "Silver Gloss" Starch

They are purity personified, and are in demand by up-to-date housewives throughout the Dominion. See to your stocks. For sale by every jobber.

Edwardsburg Starch Co., Limited

ESTABLISHED 1858.

53 Front Street East, Toronto, Ont. :: Works: Cardinal, Ont.
164 St. James Street, Montreal

You Can Sell These With Satisfaction and Profit

SURPRISE

A Soap Which Everybody Knows to be Good!

Why Bother With Unknown Kinds?

The St. Croix Soap Manufacturing Co.

Factory at St. Stephen, N.B.

Branches: Montreal, Toronto, Winnipeg, Vancouver, West Indies

One Aim In Life

The Packers of the "Thistle" Brand of Fish aim only to produce the best there is in Canned Fish.

Canned Where Caught

The "Thistle" Brand of Canned Haddies, Kippered Herring, and Herring and Tomato Sauce, are canned right where they are caught, at the water side. How better could you preserve the natural richness and delicate flavor of the fish? IMPOSSIBLE.

But that is not all, because Captain Austin has the unequalled skill of a life-time of experience. THERE IS NO DIRT OR SLIME—NO UNCLEANLINESS TO BE FOUND IN THE "THISTLE" BRAND. The reputation of the foremost fish-curer in the country is at stake under the label of the "Thistle" Brand.

BUY IT AND YOU BUY THE BEST

"Thistle" Brand Fish

Arthur P. Tippet & Co, Agents
MONTREAL

Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

Winnipeg Office

R. B. Colwell

BROKER HALIFAX, N.S.

REPRESENTING LEADING MANUFACTURERS, SUCH AS

E. D. Smith Lowneys Toblers

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

—

27 St. Sacrament Street, Montreal

TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

Representing Morris Packing Co.

Pork and Lard—Finest Quality

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.

52 Nicholas Street, - Ottawa

J. R. Routh, Manager.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON, Western Canada

Canadian Manufacturers and Exporters

Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods?

Don't you want some of this business?

You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to

10, Garfield Chambers, Belfast, Ireland

Live Representation !

Do not neglect the Eastern Townships. Am open for another good agency. Know the trade. Have three travelers,

E. H. BOWEN, SHERBROOKE, QUE.

Manufacturers' Agent and Broker.

E. T. BUSINESS.

You, Mr. Manufacturer, can do a good deal larger business in the Eastern Townships, if your lines are pushed by a live representative right on the ground You want someone who thoroughly knows the field and to whom grocery business is not a Chinese puzzle.

15 Years on the Ground

S. ROBITAILLE & CO., Sherbrooke

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

If you want a price on genuine Fraser River Sockeye, handsome label, to arrive,

WRITE US.

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S. NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

Trade Established 12 Years.

Domestic and Foreign Agencies Solicited.

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1865

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

77 York Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

ON SPOT

Spanish and French Shelled Peanuts. Two and three Crown Shelled Almonds. Whole, Halves and Broken Shelled Walnuts. Shelled Filberts.

Quotations gladly furnished.

Lind Brokerage Company

73 Front St. E., Toronto

Manufacturers Take Notice !

Are you satisfactorily represented in Toronto? If not, let us hear from you at once.

THE HARRY HORNE CO.

Wholesale Grocery Brokers and Manufacturers' Agents.

309-311 King St. West, - - Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

Prout, Simpson & Co.

Wholesale Produce Merchants

We are open to act as Selling Agents and Distributors for few suitable lines.

GROCERS BUTCHERS BAKERS

Canvassed Twice Weekly.

Splendid Trackage Warehouse. Low Insurance Rates.

WINNIPEG - - MAN.

J. W. SNOWDON

Manufacturers' Agent

418 ST. PAUL STREET

MONTREAL

A Large Percentage

of our orders are "REPEATS" which fact testifies to the popularity of

Meat of Wheat

Where once introduced it quickly displaces all similar articles

It pays you a good profit

THE WESTERN CEREAL CO.

TORONTO

ORDER NOW—

You will soon need a full line of Brushes, etc., for Spring House-cleaning. We are well prepared to fill your orders for all kinds of

BRUSHES

WHITE WASH
KALSOMINE
SCRUBS
STOVE
SHOE

OUR PRICES ARE RIGHT

We guarantee the Quality of every Brush we sell—

OUR VALUES UNEQUALLED

EBY-BLAIN, LIMITED

Wholesale Grocers, TORONTO

Here is a complete circle of merchandising value in handling

"Blue Ribbon Tea"

Gives a good profit, is an easy seller and satisfies the consumer.

BLUE RIBBON TEA CO., Limited MONTREAL, CANADA

UNSWEETENED

Borden's Brands Do Build Trade—

Merchants who follow the policy of reserving the choice locations on shelves and counters, and in their windows, for such standard goods as Borden's are those who win and hold the largest measure of public confidence.

Always keep Borden's Brands to the front.

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of BORDEN'S CONDENSED MILK CO.
GAIL BORDEN
EAGLE
BRAND
By which their PRESERVED MILK will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Mason & Hickey, Winnipeg, Man.

Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

PERRIN'S

Our latest delicacy

ORANGE NECTAR

BISCUITS

LONDON Ask traveler for sample CANADA

"AYLMER" JAMS, JELLIES PRESERVES, etc.

Every Glass Jar or other package of "AYLMER" Jams, Jellies or Marmalades is Guaranteed Absolutely Pure, put up from FRESH FRUIT when in season and FINEST GRANULATED SUGAR.

The flavor and high quality of "AYLMER" Preserves cannot be obtained in preserves made from pulp.

NO PRESERVATIVES

NO COLORING

At every process cleanliness is reduced to a science.

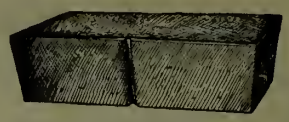
"AYLMER" New Season's Scotch Marmalade and Orange Jelly Marmalade now ready. Send in your orders at once for stocks of these fine goods.

CANADIAN CANNERS

Limited

HAMILTON, - CANADA

MAPLE
Syrup and Sugar



Twin Block Maple Sugar
$3.00 a case.

New stock now being received. Our reputation is a guarantee of the true quality of every package which is shipped to you.

CONFECTIONERY:

Walnutine Blocks (about ½-lb.)	30 to case	$2 00
Maple Cream Blocks	" "	2.00
	Net weight per pail	per pail
Maple Cream Hearts	18-lb.	$2.25
Maple Buttons	20-lb.	2.40
Maple Smacks	15-lb.	2.00
Mint Buttons	17 lb.	2.00
Nutty Creams	17-lb.	2.25
Fruity Creams	17- b.	2.25
Butter Beans	12½-lb.	1.75
Assorted Cream Caramels	25-lb.	3.25

Also full line of Gross Goods.

Note prices in these panels to right and left. All lines are seasonable sellers now.

MOLASSES:

New Prices—

2-lb. tins,	36 to case	$2.85
3-lb. tins,	24 "	2.85
5-lb. tins,	12 "	2.80
10-lb. tins,	6 "	2.70
20-lb. tins,	3 "	2.55

Sugars & Canners, Limited
MONTREAL

SUGGESTION:

You had best order immediately

PROPRIETORS:

ROWAT & CO. GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:—Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the North-west; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

PURITY FLOUR

A flour about which more GOOD THINGS ARE SAID than any other brand on the market.

And why?

Because it makes "more and better bread."

That's all.

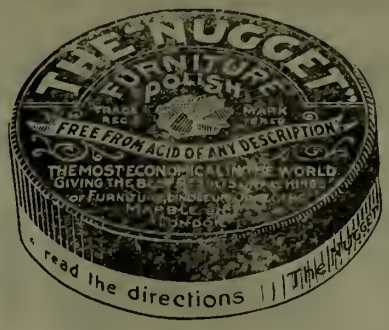
WESTERN CANADA FLOUR MILLS CO., LIMITED,

TORONTO, MONTREAL, WINNIPEG, ST. JOHN, N.B., BRANDON.

"Nugget" Furniture Polish

shows you a margin of 50 per cent.

In Paste Form Sells at 10c



In Paste Form Sells at 10c

Retails at a popular price, shows a big margin of profit, no loss from breakage. Guaranteed absolutely free from acids and all injurious ingredients. SIMPLE — CLEAN — QUICK — "A CHILD CAN USE IT."

Write for Samples and Prices.

The Nugget Polish Co., Limited

22 Bedford Row, Halifax **67 Adelaide St. East, Toronto**

A MONEY MAKER FOR YOU

PACKARD'S MON-AMI WATER-PROOF BOOT POLISH

IT GIVES YOU 104% PROFIT

Mon-Ami

gives the quickest, brightest most lasting and waterproof SHINE to all leathers.

List Price, $9.00 per gross.

Discount in 1 gross lots, 25%. Less quantities, list price.

Terms 5% 30 days.

Mon-Ami

But three months old ; yet sold by almost the entire grocery trade of Canada.

Are you in line ?

If not—get busy !

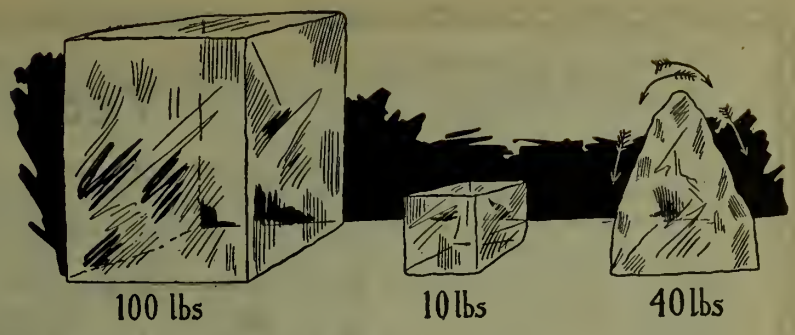
MON-AMI is only one of our complete line of Boot and Shoe Polishes. Write us for complete price list.

EVERY PACKAGE GUARANTEED

L. H. Packard & Co., Limited **Packard Building, Montreal**

Manufacturers of High Grade Boot and Shoe Polishes
Also Makers of the Famous Rapid Metal Polishes

The Story of a Cake of Ice



PUT a hundred pound cake of ice in an ordinary refrigerator—see how long it takes to melt down to ten pounds, then *notice its shape*. Put a hundred pound cake in a **McCray Refrigerator** *for the same length of time*. You'll have about forty pounds left and it will be pointed instead of square. This is because the air in a **McCray Refrigerator constantly circulates.** The warmer air in the refrigerator strikes the top of the cake first, and as it descends becoming cooler, it does less melting. The circulation of cold air in **McCray Refrigerators** is as real as though caused by an electric fan. In ordinary refrigerators the air lies stagnant around the ice instead of circulating. This and other secrets of successful refrigeration are explained in our "Catalog No. 66." Send us your name on a postal card. We'll send you "Catalog No. 66," FREE.

McCray Refrigerator Company

131 LAKE STREET, KENDALLVILLE, INDIANA.

ALWAYS UNIFORM

COOK'S FRIEND

NO ALUM

For fifty years the recognized standard of Baking Powders in Canada. Conforms to Pure Food Laws the world over, because it is made from

Pure Grape Cream of Tartar

and contains no alum or other dangerous or questionable acids. The BEST ought to be good enough for your customers, especially when it costs no more than other brands of unknown quality and is equal to mported powders at double the price.

MADE IN CANADA and NOT by a FOREIGN TRUST

W. D. McLaren, Limited

Montreal

NO PREMIUMS

BAKING POWDER

ALL QUALITY

Teas

Our assortment of Japan Teas, Green Teas, "Gunpowder" and Black Teas, is complete in all our different lines. We are ready to fill orders in all qualities required by the trade. We have the best values in the various grades and our prices are in favor of the buyer. We specially recommend: Japan Teas, "VICTORIA" and "PRINCESS LOUISE," which are in great demand. These are choice teas, the superior quality of which we absolutely guarantee.

Alimentary Pastes

(FROM THE FIRM OF BLANC & FILS)

We have in stock 2,000 cases of the famous Alimentary Pastes of the firm of Blanc & Fils, of France, in one-pound packages, 25 pounds to the case, or loose. The assortment comprises Macaronis, Vermicellis, Spaghettis, Noodles, Elbows, Lozenges, Celery Ribs, Letters, Animals, etc. Prices are exceedingly low.

"Minerva" Olive Oil

Has the reputation of being one of the best oils made in France; it is, moreover, guaranteed strictly pure by the municipal laboratories of Marseilles, which exercise a control over its manufacture and shipment.

This is the proper time to put in your stock.
For all information, quotations, etc., write, 'phone or wire to

Laporte, Martin & Co., Limited

Wholesale Groceries, Wines and Liquors **MONTREAL**

A 1 SAUCE

This sauce has been delighting the palate for 100 years, and is still giving a zest and relish to the plainest and richest fare.

As a merchant you are interested both in quality and profit. You'll find both satisfactory.

A1 Sauce will repay you well for any trouble you may go to in giving it prominent display and asking your customers to try it. Sample it yourself, though, first.

GENERAL AGENTS:

THOS. O. BAXTER, 27 Front St. E., Toronto H. HUBBARD, 27 Common St., Montreal
R. T. TINN, 337 Hastings St. W., Vancouver

We also make a full line of Meat Extracts, Essences, Soups and Potted Meats

BRAND & CO., Limited, Purveyors to H.M. the King **London, England**

REMY'S STARCH

To Merchants

Take advantage of the advertising we are now doing in the newspapers, by posters and in homes.

Remy Starch Is Superior

ECONOMY	20 per cent. of starch economy over all other kinds of starch.
FACILITY	Remy's Rice Starch can be prepared with *cold water*. No heating or boiling required.
WHITENESS	Starch made from rice produces a much superior white than starch made from wheat or corn.
SUPPLENESS	Collars and shirts can be ironed supple and glazed only by the use of rice starch.

Is sold only in boxes of ¼, ½ and 1 pound. We are agents in Canada for La Societe des Usines Remy.

Laporte, Martin & Co., Limited

WHOLESALE GROCERIES WINES and LIQUORS MONTREAL

E. & T. PINK

London England

STAND FIRST FOR PURE FOOD PRODUCTS

Jams
Marmalade
Candied Peel
Confectionery
Pickles Pepper Spices

FOR PRICE LISTS APPLY TO THE FOLLOWING AGENTS:

EDGAR J. FRANKLIN care Montreal Star **MONTREAL**

FRED COWARD 1 Grandview Ave. TORONTO	HERBERT J. CAVE 1220 Alberni St. VANCOUVER, B.C.	J. W. SNOWDON 413 St Paul St. MONTREAL	JAS. H. MYLES P. O. Box 262, St. John NEW BRUNSWICK

To The Retail Trade :

YOU ARE NOW PLACING YOUR ORDER FOR

NEW PACK LOBSTER

This is an important article and you want to choose your stock carefully. Don't take any old brand offered you—it will only cause complaints from your customers and give you trouble. Get the best goods obtainable and *insist on your order being filled with*

ICE CASTLE BRAND

We *absolutely guarantee* these g oods to b e unequaled. Only the *choicest meat* used and every tin *guaranteed full weight.* Get this brand and insure satisfaction to your customers.

BEAVER BRAND

We recommend this as a straight-pack Lobster of high quality, and guarantee it equal (with the above exception) to any brand on the market.

J. W. WINDSOR - MONTREAL

Packer of the Largest Variety of Canned Goods in Canada.

Western Representative - - - W. H. ESCOTT, WINNIPEG

Hobart Electrical Meat Choppers

Please Write for Catalogue.

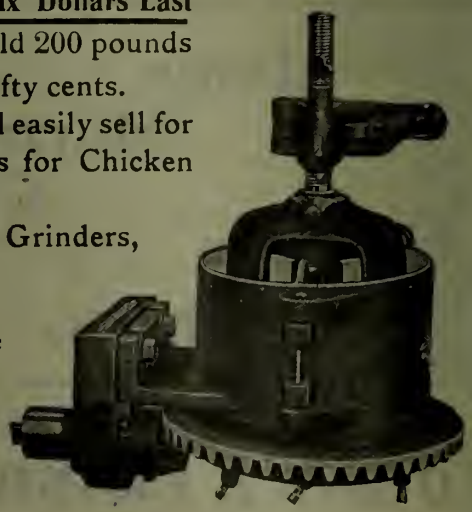
Are the Stanrard of Quality from the Atlantic to the Pacific.

Bone Grinder Attachment

You Lost Six Dollars Last Week if you sold 200 pounds of bones for fifty cents.

They would easily sell for Seven Dollars for Chicken Feed.

Hobart Bone Grinders, attachable to Hobart Choppers, are making big money for Butchers everywhere.



CANADIAN SALES AGENTS: **The W. A. FREEMAN CO., Limited, Hamilton, Ont.**

Obtainable with or without Tomato Sauce

Possess that "nutty" flavor so delicious in baked beans. Always uniform in quality and sure to please exacting customers.

We use only choice hand-picked Canadian beans, and the best pork—and our package is better from a point of view of attractiveness.

How is Your Stock?

The Eastern Canning Co.

PORT CANADA, : N.B.

CANADIAN AGENTS—C. A. Chouillou & Cie., Montreal, Green & Co., 25 Front Street East, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.; Martin & Robertson, Vancouver, B.C.

NO SPRINGS

MADE IN CANADA

70,000 Now in Use

After 9 Years' Test and Its Adoption by the World's Greatest Merchants

The Toledo Scale

Is Now the Recognized Standard.

1. It is Automatic.
2. It contains No Springs.
3. It is always reliable—not affected by temperature.
4. Guarantees Honest Weight.
5. Pleases Customers and Brings Trade.
6. Saves Money, Time and Labor.
7. Is Most Beautiful and Attractive.

105 Styles and Sizes for all kinds of Stores
PRICES $40 UP.

The Great Fair Store, Chicago, uses 100 Toledo Scales, and say:

"The 100 Scales you sold us are very satisfactory. They are certainly money-savers on overweight.

"We satisfied ourselves the Toledo Scale was superior to all others."

E. J. Lehmann, Vice-Pres.

Scales of all makes taken in exchange rebuilt and for sale cheap
Send for Catalogue, Free

Toledo Computing Scale Co.

Makers of Honest Scales
TOLEDO - - OHIO
OFFICES:
Toronto, 335 Yonge St.
Winnipeg, Edmonton, Calgary

MADE IN CANADA

NO SPRINGS

Your Business Barometer

will stand at "SET FAIR" if you are handling goods which bear the stamp of quality!

In no department is this of such vital importance as in your sardines.

You will have no anxiety on this score if you handle—

King Oscar BRAND SARDINES

the purest, sweetest and best packed fish on the market.

Canadian Agents

J. W. BICKLE & GREENING
(J. A. Henderson)
Hamilton - Ontario

By Special royal permission

QUALITY

When anyone wants a high-class household refrigerator they always buy the Ham & Nott make. Our grocer refrigerators are made on the same principle. That means the best.

Sold by leading hardware dealers, or write to us.

HAM & NOTT CO.,
Limited
BRANTFORD CANADA

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,
ST. GEORGE, - ONT.

YOU CAN SELL

THE
PYRAMID
FLY CATCHER

all the time because it has double the surface of sheet fly paper and lasts 3 times as long.

It causes no annoyance and catches more flies than any other device.

Price per 100, $3.50

Over 25 Million sold last year.

WM. H. DUNN
MONTREAL AND TORONTO.
General Import Agent for Canada.

When You Buy

Redpath

Extra Granulated Sugar, you secure the results of the latest process, of modern machinery and of years of experience.

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

It is to your own profit and credit

to handle a superior brand of Jelly Powders, and you have solved this problem of what to stock if your shelves hold

SHIRRIFF'S JELLY POWDERS

This well-known brand is always reliable, easy and quick to handle, and retains in a large degree the natural flavor of the fruit.

ORDER FROM YOUR JOBBER

Imperial Extract Co., 8, 10, 12 Matilda St., **Toronto**

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR

LONDON, ENGLAND — IS THE BEST

Commands a Preference over all others. — Made from the finest malted barley.

AGENTS

W. S. Clawson & Co., South Wharf, St. John, N.B. — W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto. R. Robertson & Co., 912-913 Dominion Trust Bldg., Vancouver, B.C.
J. W. Snowdon, 413 St. Paul St., Montreal

We are open to do business on easy consignment terms — *Write our Agents for Particulars*

Home, Sweet Home

is never so attractive as when clothes, dishes, walls, floors, etc., have been washed with

ASEPTO SOAP POWDER

This Soap Powder is a sure seller. A 5c. packet makes 2 gallons of soft Soap, or 4 gallons of liquid soap. Try a case. You will be astonished how soon it is gone.

Order from your Jobber

Manufactured by the

ASEPTO MFG. CO.

ST. JOHN, N.B.

Agents—Rose & Laflamme, Limited, Montreal.

Thurston & Braidich

128 William Street — NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

THERE'S a reason why

Canada First Evaporated Cream

sells so well throughout the year. Customers know that the process of manufacture is as perfect as care, skill and cleanliness can make it, and the canning in air-tight sanitary tins, without the use of acid or solder, uniformly safe. Stock and recommend this splendid selling line.

Order from your wholesaler

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

Tartan BRAND

MAPLE SYRUP

1910 Run, Guaranteed Pure. Straight from the Sugar Bush. Nothing Finer

Cases 1-5 Gallon tins
Cases 6 Imperial Gallon tins, Each 13c.
Cases 10 Wine Gallon tins, Each 10c.
Cases 10 8 Pound tins

SEE OUR TRAVELLERS OR 'PHONE 598, FREE TO BUYERS

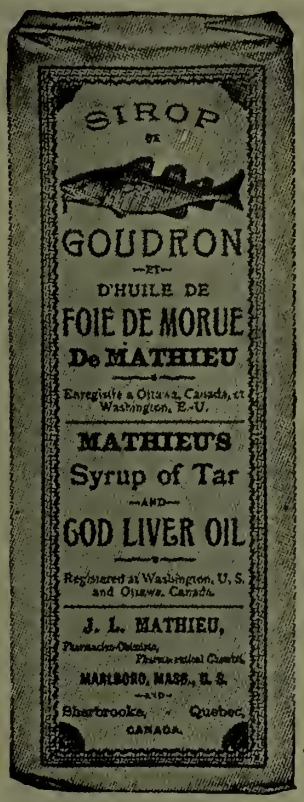
BALFOUR, SMYE & CO. WHOLESALE GROCERS... HAMILTON

St. Lawrence

GRANULATED
and
GOLDEN YELLOWS

Made only from Pure Cane Sugar

The St. Lawrence Sugar Refining Co., Ltd.,
Montreal



A COLD CURE EVERY Dealer Can Recommend

To be able to recommend an article because of its success in the past makes selling easy.

MATHIEU'S SYRUP
of Tar and Cod Liver Oil

has been a wonderful success.
The testimonials received by the proprietors tell of marvellous cures
Thousands of households are never without it.
Its sales have multiplied in every community where it is sold.
Dealers never find it a slow seller.
During the Fall and Winter seasons large sales are assured.
Keep a good supply on hand and when ordering order also

MATHIEU'S NERVINE POWDERS

which are necessary to reduce fever and remove pains in connection with colds.

J. L. MATHIEU CO., Props
SHERBROOKE, P.Q.

Distributors for Western Canada:
Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.
L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

PRINCE OF WALES PURE EXTRACTS POSSESS REGAL QUALITY

That is why they are so popular with the housewife.
They please the most fastidious.

Every flavor in 2 oz., 2½ oz. and 4 oz. bottles.

S. H. EWING & SONS, Montreal and Toronto

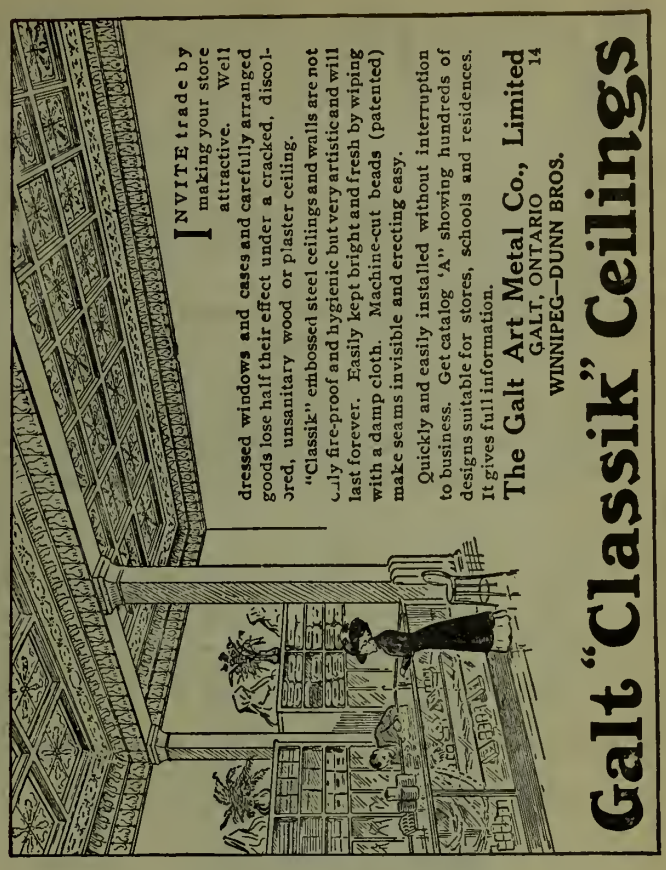
Are You Carrying The Empress Brand?

Coffees, Spices, Flavoring Extracts, Pure Jams and Jellies

WE WANT YOU to do so.
IT WILL PAY YOU to do so.
YOU WILL do so if you try them once.

WRITE US

Empress Manufacturing Co.
Limited
VANCOUVER, B.C.


Galt 'Classik' Ceilings
INVITE trade by making your store attractive. Well dressed windows and cases and carefully arranged goods lose half their effect under a cracked, discoloured, unsanitary wood or plaster ceiling.
"Classik" embossed steel ceilings and walls are not only fire-proof and hygienic but very artistic and will last forever. Easily kept bright and fresh by wiping with a damp cloth. Machine-cut beads (patented) make seams invisible and erecting easy.
Quickly and easily installed without interruption to business. Get catalog 'A" showing hundreds of designs suitable for stores, schools and residences. It gives full information.
The Galt Art Metal Co., Limited
GALT, ONTARIO
WINNIPEG—DUNN BROS.
14

In replying to the above advertisement mention The Canadian Grocer.

WHITE SWAN BAKING POWDER

CONTAINED NO ALUM

A MONTH AGO

CONTAINED NO ALUM

A YEAR AGO

CONTAINED NO ALUM

5 YEARS AGO

CONTAINS NO ALUM

TO-DAY

HANDLE GOODS THAT DON'T CHANGE IN MAKE-UP, QUALITY AND COST, AND DON'T PAY FANCY PRICES.

White Swan Spices and Cereals Limited
TORONTO

WAGSTAFFE LIMITED, HAMILTON
WAGSTAFFE'S FINE OLD ENGLISH NEW SEASON MARMALADE 1910
NOW READY
SEVILLE BITTER ORANGES
AND BEST GRANULATED SUGAR ONLY.
NO PRESERVATIVES OR COLORING USED WHATEVER
Exact Reproduction of
The Most Modern & Up-to-date Fruit-Preserving Factory in Canada

YOU

can make sure of your full share of the family soap trade—a very considerable item—if you are handling

Honestly Made

Guaranteed Pure

Here is a list of **RICHARDS** **Profitable Soaps**

Quick Naptha Soap Snowflake Soap Chips Ammonia Powder
100% Pure Lye Toilet Soaps

Agent for Toronto and Hamilton: Mr. Hutchinson, Omand Mfg. Co., 76 Colborne St., Toronto

The
"Eureka" Refrigerator

A Handsome Fixture

Write for Catalogue

The "Eureka"

Patented System

is by long odds the most satisfactory for grocers and butchers. Merchants throughout the Dominion have pronounced it the most economical and effective.

Eureka Refrigerator Co., Ltd.
56 Noble Street (Near Queen St. Subway)
TORONTO

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.
Niagara Falls, - - Ontario

JAPAN TEAS

Always best value at

S. T. NISHIMURA & CO.

MOTREAL AND JAPAN

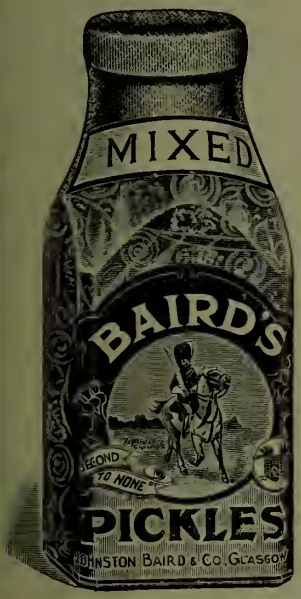
WHEN A CUSTOMER ASKS YOU

for H. P. SAUCE, it's reasonable to suppose she wants H. P.—it's also reasonable to suppose she is not going to be equally satisfied with something else. Lose that customer's confidence and you lose her patronage. But sell her H. P.—and you win her confidence—in you and in the other goods you sell. Besides, you make a very satisfactory profit.

W. G. Patrick & Co., Toronto and Montreal.
R. B. Seeton & Co., Halifax, N. S.
W. H. Escott Winnipeg, Man.
The Midland Vinegar Co., Birmingham, Eng.

H.P. SAUCE

BAIRD'S "Second-to-None" Pickles



So called because they are second to none for value.

No other manufacturer has produced a better pickle at the price, and there are few as good.

GOOD, SOUND VEGETABLES
and
PURE VINEGAR

Low Price
High Quality

JOHNSTON, BAIRD & CO.
GLASGOW, SCOTLAND

GINGERBREAD
BRAND
MOLASSES

A Molasses that increases your sales.

THREE reasons for it:
No. 1—A Strong Baker
No. 2—Body
No. 3—Flavor

Packed in tins—2's, 3's, 5's, 10's and 20's; pails—1's, 2's, 3's, 5's gals. and in barrels and halves.

A trial order from your wholesaler will convince you that Gingerbread Brand is

THE BEST THERE IS

Be convinced now.

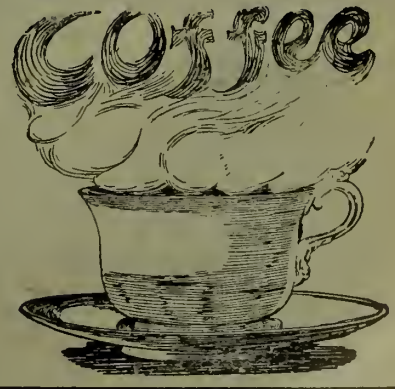
The Dominion Molasses Co., Limited
HALIFAX - NOVA SCOTIA

Facts are Stubborn Things
and the fact that

AURORA COFFEE

is so much Superior to all the others is a valid reason why you should handle it! The aroma and flavor of "Aurora" Coffee are unsurpassed, and its retail price, 40c., leaves you a very good margin of profit. Stock up without delay.

W. H. GILLARD & CO., Hamilton, Ont.



BRANCH—SAULT STE. MARIE

Largest Package of Biscuits Made in Canada

Our Meadow Cream Soda Package is the largest made in Canada. That is one reason why this line is having such a run. It does not pay to get something just as good. Have the best.

The W. J. CROTHERS CO., : Kingston, Ont.

OUR

Kandy Kid

PLANT

was completely destroyed by fire Thursday, March 24th. We will be in operation in THIRTY DAYS AGAIN, and solicit your orders for delivery about that time. : : : : :

Why not place future orders NOW?

Clyde Fuller & Bro.

WINDSOR : : : ONTARIO

Pickles that Please the Palate!

All agree that Pickles add a zest to the plainest fare, but too little care is often taken of the pickle quality.

The trade mark

STERLING BRAND

on pickle bottles, is your guarantee, Mr. Grocer, of Purity, Quality and Skill in Manufacture.

Our process is one long tale of care, cleanliness and up-to-date methods, and the result, "STERLING BRAND," is a line that you can recommend without hesitation.

Send for prices.

THE T. A. LYTLE CO., LIMITED

STERLING ROAD - TORONTO

BRITAIN'S BEST JAMS

£250 CHALLENGE

Issued in "The Grocer" (London), August 14 1909, (repeated October 2, 1909), which did not elicit a single response.

"We are prepared to deposit £250 against a like amount that our New Season's Vacuum-Bottled Jams, as sold by grocers to the public, will surpass in excellence of quality and flavor any Jams made by any other firm in the United Kingdom, as sold by grocers to the public, which are free from Chemical Preservatives, artificial flavoring or coloring matters.

"Samples to be drawn from actual stocks held by grocers.

"This challenge remains open until Saturday, October 9th, 1909."

First British Vacuum Jam Factory.

Duerr & Sons, Old Trafford, Manchester, Eng.

McLean's

White Moss Cocoanut

is not the result of haphazard manufacture, but the culmination of many years experimenting. It is the real thing in cocoanut. Always look for the name "McLean." It is the dealer's guarantee.

The CANADIAN COCOANUT CO., Montreal

ST. CHARLES EVAPORATED CREAM

The Purest and Best

Retailers make no mistake in pushing the sale of ST. CHARLES BRAND, as orders always repeat. A quick seller and trade-builder. Every can guaranteed.

Manufactured by

St. Charles Condensing Co.

"Manufacturers of quality CREAM"

INGERSOLL, ONTARIO
CANADA

Just to Please the Ladies

you should sell

DY-O-LA

The Guaranteed One Dye for All kinds of goods
It's the delight of all Home Dyers

Free Advertising
We have a splendid mutual advertising offer for all who sell this dye, It is unique and means money returns for you.

DROP US A POSTAL
and we will tell you all about the proposition

The Johnson-Richardson Co., Limited
Box 2335 - - MONTREAL

We know of no trade-mark that covers a product that is nearer perfection, or that is more universally used in Canada, than the

Windsor Salt

trade-mark, shown on this bag.

Windsor Salt is the only satisfactory salt for a good grocer to sell.

The Canadian Salt Co., Ltd.
WINDSOR, Ontario.

MADE IN CANADA

"Superfine Linen Record"

There is no feature of advertising that pays so well as a Ledger made from a good paper.

"Superfine Linen Record" is a first-class ledger paper

Made by

THE ROLLAND PAPER COMPANY, LIMITED
MONTREAL, CANADA

SAMPLES SENT ON REQUEST

We make a specialty of

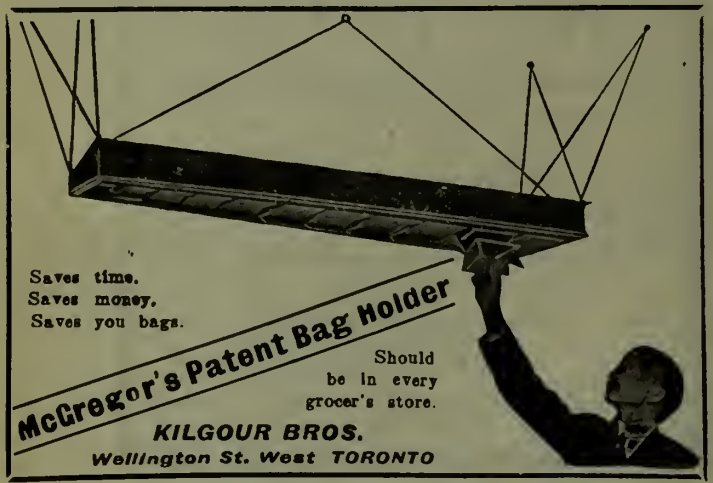
Maple Flavor

For Manufacturers of Extracts
Syrups, Biscuits and Confectionery

STUART BROTHERS
Distillers Essential Oils, Etc.
NIAGARA FALLS - - - - CANADA

STORAGE IN HAMILTON

A new fireproof Storage Warehouse.
TRACK FACILITIES
Every convenience to reduce the cost of handling Merchandise
IN BOND OR FREE
Lowest Insurance
Experienced Warehousemen
Accounts Solicited
Storage and Transfer Co., Limited
Hamilton - - - - Ont



DUST IS A GENERAL NUISANCE
BUT IT CAN BE AVOIDED BY USING

DUSTBANE

on sweeping day. "Dustbane," moreover, disinfects the room and restores carpets and rugs to their original freshness. The women swear by "Dustbane" when once they have used it. Get them on your side by selling "Dustbane." There's money in it for you.

Dustbane Manufacturing Co.
Boston, - Mass.
Canadian Factories: Winnipeg, Manitoba, St. John, N.B

Ask Your Wholesaler for These Goods

¶ A Canadian-Made Polish of Highest Efficiency that Yields Big Profits. : : :

THIS IS SELLING TIME!

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.

SOLD BY ALL JOBBERS

¼-lb tins—3 doz. in case.

DOME LEAD

There is no better stove polish to be had in the world than

James Dome Black Lead

Pays both Jobber and Retailer a Good Profit.

A "WALKER BIN" INSTALLATION

marks the beginning of "better things" in the grocery. It means much to both the dealer and customer whose interests are more closely associated than is often supposed—

Better and Cleaner Stock
Better Clerks
Better Service
Better and More Satisfied Customers
Better Turn-over
Better Profits

It means **everything** to the grocer who is looking for "big things" from his business.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited
Designers and Manufacturers of Modern Store Fixtures
BERLIN, - - ONTARIO

W. P. DOWNEY

IS THE PACKER OF

White Dove
BRAND

Cocoanut and Almond Paste —than which there are no better.

It dries them up ***Common Sense***
KILLS { ***Roaches and Bed-Bugs*** / ***Rats and Mice***
All Dealers and 381 Queen St. W., Toronto, Ont.
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

When writing advertisers kindly mention having seen the advertisement in this paper.

ARCTIC Refrigerator

It does not matter a great deal what kind of a refrigerator you use. For they don't all refrigerate alike.

There are many good reasons why your refrigerator should be an ARCTIC.

These reasons have to do with the profits you make from butter, eggs and other perishables, and the degree with which you are able to satisfy your customers.

Arctic Refrigerators for All Purposes.

JOHN HILLOCK & CO.
Queen and George Sts., TORONTO
Agents for Western Provinces: Ryan Bros., 147 Bannatyne Ave., Winnipeg

The White Mop Wringer

always proves a splendid seller, because it does all we claim for it.

It never disappoints. Wrings drier and easier than any other device.

Each one sold is YOUR advertisement, creating more sales.

Watch for TRADE MARK below; it stands for excellence

Write for Details. Made in Canada.

White Mop Wringer Co.,
FULTONVILLE, : N.Y.

WILL IT PAY?

This is thé first question that is asked by any merchant when considering the purchase of modern store fixtures. The fundamental question is one of

ECONOMY

A device is economical if

It adds cleanliness,
It is a convenience,
It makes labor lighter
It makes labor more efficient
It reduces the labor item,
It saves time,
It adds safety,
It adds neatness,
It helps the appearance.

IT SAVES MONEY

Considered from these standpoints the

BOWSER

Self-Measuring Oil System is the greatest economy

The question is not "Can I afford it?" because it will pay for itself with money that was before wasted. It's simply up to you to investigate. The merchant who tries to see how much he can really get by adopting modern methods is the one who pulls the largest trade.

WRITE FOR BULLETIN 5

S. F. Bowser & Co., Ltd., Toronto, Ontario

Have You Any Credit Customers?

Yes. Almost every grocer has. And it's a serious matter to avoid loss. Yet there is a way to make the credit customer just as good an asset and as safe as the cash buyer.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.
Manufactured by
ALLISON COUPON CO., Indianapolis, Ind.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W Cox, Geo. A. Morrow, D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - -	$1,400,000.00
ASSETS - - - - - - - - -	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

HOTEL DIRECTORY

HALIFAX HOTEL
HALIFAX, N. S.

THE GRAND UNION
The most popular hotel in
OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

ACCOUNTANTS

Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto; 52 Canada Life Building, Montreal

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

75,000 Gallon Pickles in Brine

This is at least one of the largest stocks held in Canada.

Kegs—1, 5 and 10 Gallon.
Bottles—Malt lever tops,and 40 oz. square.

Write for prices before placing orders elsewhere.

Thos. McCready & Son, Ltd., St. John, N.B.

Bonded Vinegar, Pickle and Spice Manufacturers.

You'll find us

ON THE SQUARE

for it is a square deal when you stock up with **SNAP!**

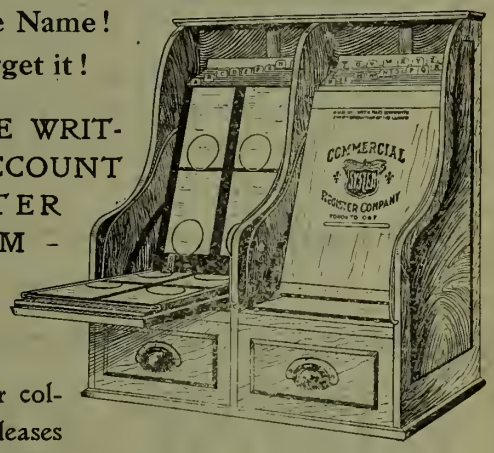
We claim that for removing dirt, tar, grease or paint from the hands **SNAP** is without a rival, and a generous public by calling for more **SNAP** amply backs up our assertion.

Surely you are not going to be left out in the cold! Order to-day.

SNAP CO., Limited
MONTREAL

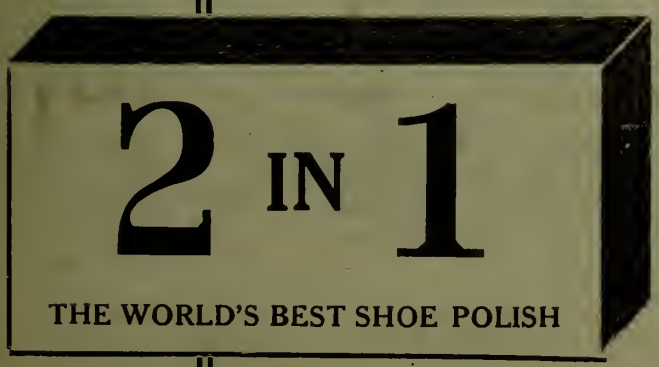
THE COMMERCIAL

That's the Name!
Don't Forget it!



THE ONE WRITING ACCOUNT REGISTER SYSTEM - that cuts out Bookkeeping, makes your collections; pleases your customers and increases your trade. Thousands in use on the American Continent. Send postal for catalogue and testimonials of Canadian merchants that YOU KNOW.

COMMERCIAL REGISTER CO.
178-180 Victoria Street - - Toronto, Ont.



THE WORLD'S BEST SHOE POLISH

Men swear by it—Not at it

Lasts Surprisingly
Polishes Rapidly
Wears Off Slowly
Is Waterproof

No grocer can afford to be without this rapid seller.
It absolutely leads the field in shoe polishes.

The F. F. Dalley Co., Ltd.
HAMILTON, CANADA, - - AND - - BUFFALO, N.Y.

TIME TO ORDER

"CAMP" COFFEE

Always a strong seller, so it is good business to have an adequate stock on hand. Especially saleable to fishermen, campers, picnic parties—but to householders, too.

Permit us to suggest the advisability of ordering a good supply from your wholesaler immediately, that you may be prepared for the outing season. As sole Canadian distributors wholesalers will find us ready to fill their requirements promptly.

Sole Canadian Agents:

ROSE & LAFLAMME
LIMITED

Montreal Toronto

FOREST CITY BAKING POWDER

THE STANDARD FOR 25 YEARS

6 oz. tins, 75c. doz.
12 oz. " $1.25 "
16 oz. " $1.50 "

Manufactured By
GORMAN ECKERT & CO., Limited
London&Winnipeg

O.K

ENGLAND'S LEADING FRUIT SAUCE

25 years' reputation, and the only sauce backed up by a purity guarantee of

1 000 GUINEAS

Sells at 15' cents and 25 cents
BE WARY OF IMITATIONS

SAUCE

George Mason & Co., Limited
ole Manufacturers - - - LONDON, ENG.

ole Canadian Agents
S. T. NISHIMURA & CO.
MONTREAL

SUB-AGENTS:-
Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm G. Co'es & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig

Fire Ruined Tea

Although seriously inconvenienced by the fire which occurred in our Toronto Warehouse, Monday morning, we expect to be able to fill orders with reasonable promptness. Our Montreal Office will assist us as much as possible, but we must ask your forbearance during this crisis.

Tuesday morning the building was placed in the hands of the carpenters and painters. Everything is being put in order with all possible speed. We expect everything to be in full working order early next week.

Of course every pound of tea in stock at the time of the fire was ruined by smoke, fire or water. Every pound will be emptied out and sold as Bulk Tea. We would not think of allowing it to go out as "SALADA."

THE "SALADA" TEA COMPANY
TORONTO

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Westerner's Ideas of What Fake Advertising Is

Address Given Before Retail Merchants' Association at Winnipeg—Recognized Legitimate Advertising Channels and Those That are Doubtful — Newspaper, Circular, Program, and Hotel Register Mediums Considered.

By W. J. Simpson.

The subject selected for me this evening is "Protection of Retail Merchants' Organizations" and at the first glance it would seem to be one that the average merchant could discuss with a great deal of satisfaction particularly if he were allowed to relieve his feelings by saying in plain words what he actually thinks of the various fake propositions that are presented to him from time to time.

But when the subject is more closely looked into it is somewhat difficult to draw a distinct line between what is considered "legitimate" advertising and what might be termed "fake."

In order, therefore, to make a division between the legitimate or remunerative advertising and the class we have designated as fake advertising I shall spend a few minutes in outlining the recognized forms of good advertising.

In the first place let me point out to you that advertising in the broad sense of the term is summed up in the one word "Information," and that any form of publicity that does not convey the desired information to the prospective purchaser is sure to prove a financial loss. I know of no better advice to offer to the writer of advertising copy than to direct him to apply the "information" test to his manuscript before he sends it to his medium of publicity and ask him to remember that all copy is improved by "dispensing with the unnecessary and enlarging upon the essential."

Advertising generally may be divided into two classes—Specific advertising and general publicity.

Specific advertising is the form which announces that a certain article will be sold at a certain time or place for a certain price. This form of advertising is used by the departmental stores with great success as their announcements of to-day specify the goods that they will sell to-morrow and the attention of the public is focussed on comparatively few articles at a stated time.

Specific Advertising also includes all proprietary articles sold at a recognized price by many dealers and every merchant uses this form of advertising when he announces the sale of any particular article of merchandise contained in his stock.

It is quite evident, therefore, that any announcement that can be classed as Specific Advertising cannot be termed "fake," provided, of course, that the merchant is assured that the medium of publicity adopted will reach the class of customers whom he hopes to directly interest.

The other form of advertising—General Publicity—is therefore the one that we must look into to discover what we have already designated as fake.

To enumerate all the various methods of advertising that come under this heading would exhaust not one but several evenings; our ablest commercial writers have written volumes on this subject so we must only glance hastily at the most prominent or most used examples.

Indirect General Advertising.

We will first eliminate all the good advertising features that the successful merchant adopts but pays for indirectly such as: attractive show windows, clean and bright store premises, stock invitingly displayed, courteous and obliging salespeople, prompt delivery and all the individual attentions that favorably impress the customer and unconsciously make him a walking advertisement for the store.

We must also eliminate all kinds of advertising which the merchant adopts from personal choice or without solicitation from outside sources such as: circular letters, dodgers, store signs, or temporary painted signs used for show cards, etc., or any other form of publicity which he originates on his own initiative.

Every retail merchant finds it necessary to pay for general publicity at certain seasons of the year without being too specific in his announcements. For instance, the dry goods man advises the public that the new spring goods have arrived; the milliner announces that the display of Easter styles is at its height; the hardwareman has everything for a building; the grocer offers seasonable food products; the tailor and haberdasher are proud of their up-to-date stocks and so on.

Announcements of this character are therefore considered as "good business" and when properly placed should be productive of good financial results.

It is on this question of proper placing that a great variety of opinion exists.

Favor to the Newspaper.

The daily newspaper columns are favored by the great majority of merchants; the billboard receive due attention by many in specific lines of trade; the weekly and society papers are liberally patronized and the results obtained from these mediums are such as place them outside the boundary of the opprobrious term of "fake."

To summarize: I have endeavored to show that specific advertising; store service advertising; personal appeal advertising; newspaper, periodical and billboard advertising are all recognized without doubt as legitimate forms that are more or less remunerative to the retail merchant.

Out of the forms of so-called publicity that are left, we must look for those that may come under the term "fake," and this presents a problem of no little difficulty that is increased by the fact that we have admitted that all forms of publicity have some value be it much or little.

I therefore would measure the situation by this rule:

"That when the cost of any form of publicity is such as to preclude any possibility of adequate returns that we are justified in refusing to entertain it."

Now this does not always mean that the proposition is fake because mediums which one man may ridicule may have proved profitable to his neighbor.

I take it, however, that the forms we are endeavoring to denounce are those that have some semblance of a "hold-up" in connection with them.

We are all familiar with the Syndicate who come here periodically to exploit the hotels and merchants for their own pecuniary benefit.

We have all been approached by the solicitor projecting a hotel register, inkstand, writing table or what not, and have been very plainly told that unless we subscribe (I wont say advertise) to his proposition that the hotel keeper will immediately withdraw his patronage.

Therefore I say that any advertising that is not content to solicit business on the basis of "Value for the money," but that threatens the customer or uses ulterior motives can very properly be classified as "fake."

Program Publicity.

We have also to deal with what I might term "donation advertising" which includes the various programs, etc., of societies who adopt this means of raising money to finance their concerts or day of sports or some special attraction they are promoting.

This question must be left to the individual merchant to decide because we cannot legislate to prevent these appeals and if the merchant is liable to lose more by a refusal than the expense of accepting he cannot afford to give a refusal, but I think the amount expended should properly be charged to donation account.

The solution of protection against these insinuating forms of fake advertising to my mind is—"Don't patronize them."

If for personal reasons you do not think it wise to take the onus of refusal on your own shoulders place it on the

shoulders of the Retail Merchants' Association.

I suggest that to make this a practical method that a committee be appointed to pass judgment on all forms of advertising submitted to this association and when a doubtful proposition is submitted to any member of the association he can refer the solicitor to our committee for its approval.

A prompt notification by the merchant will place the committee on guard and in a general way I should say that a protest from any of our members ought to be almost enough to warrant the committee in withholding their approval.

The title of my subject does not allow me to discuss the endless appeals made to the merchant by charitable institutions.

Soliciting for Charity.

Charities and societies which often cause the same feelings of annoyance as are caused by the fake advertising solicitor should be included in the instructions given to your committee who propose to deal with this subject.

I hope that your committee will find ways and means to at least limit our losses that are due to the flotation of all schemes of fake advertising.

Protection of the Profits of the Retail Grocer

Ex-President of the London Retail Grocers' Association Gives His Ideas on this Question—Does Not Believe There are Uncontrollable Expenditures—Thinks the Retailer has Himself to Blame for not Obtaining Fair Profits.

By E. J. Ryan.

In a recent issue of The Grocer there was an article by a Hamilton retail grocer, headed "The Retailer's Profit," in which he paints a dark picture of the retail grocery business as it is to-day.

I certainly do not agree with him on many points. Let us consider his first point which he terms, "uncontrollable expenditure," such as telephones, rapid delivery, and higher wages to poorer help.

The telephone is the best and cheapest investment any retail grocer ever put in his store. You can take more orders over the phone in one hour than any clerk can do in ten hours' soliciting, and with just as good results. If Mrs. Jones, who is a customer of yours, and who has no phone, comes to your store every week with her order, you get only that one order during the week. The things she has forgotten and wants before she comes again, she buys from the nearest grocer. If she had a phone you would get possibly three or four orders during the week instead of one. I would like to see your correspondent throw out his phone and see how he would prosper. He would probably lose every customer who has a phone in her home. How would he buy from the wholesale houses with which he does business? It would take four times as long to personally order his fruits, groceries, spices, etc., and while he was out in all probability some customer would come in who was very anxious to see him. Therefore, I think the telephone is one of the cheapest and best investments any retail grocer can have.

Rapid delivery does not cost any more than it did twenty years ago, except perhaps the cost of horses and wagons, but one does not have to buy them every year. We find it a very convenient and effective way to send one of the clerks with any parcel that is wanted in a hurry and send the remainder of the order later. As most of the clerks have bicycles they can do this errand much faster than a horse, and without any extra expense.

Makes Soap Profitable.

Wages are higher than they were 20 years ago not only in the grocery business but in all other retail lines. Rents have increased some, also taxes, but not so much as to dread stock-taking time.

The retail merchant who sells soap at six bars for 25c that costs $3.85 per hundred (a gross profit of about 8½ per cent.), has himself to blame; he can by degrees put that soap out of his store and sell some other make on which he gets more profit. We make $1.25 per box on our 5-cent bars of soap. I think any merchant can do the same if he has the backbone to say, "No, we cannot sell six bars for a quarter."

The other article to which your correspondent refers is canned beans which cost 50c per dozen, and which he retails at 5c per tin. We sell the same article for 6c per tin or 20 per cent. more than the Hamilton grocer. As soon as the canner advanced the prices we advanced ours and bought another line which we could sell at 5c and make 25 per cent. profit.

I think any retailer can do the same thing. There is no reason why he cannot act the same as he says Mr. Vanderbilt does with the public. You get no thanks if you give your goods away. Get your fair profit. If you cannot get it on one line of goods, substitute another that is as good or perhaps better. Talk quality. Give your customer good service. Join the Retail Grocers' Association, if you have one in your town; if not, talk it over with some of your fellow grocers, and organize one so that you can talk over trade matters together. You will be surprised at the results. The fellow you thought was a cutter and everything else that was bad, will be glad to meet you and talk over things together and arrange to sell goods at a profit instead of at a loss.

Forget to Figure Cost.

You will find that new beginners sometimes sell goods low because they never figure on the expense of doing business until they get acquainted with other retailers and talk over trade matters together. They soon see their mistake and are only too anxious to sell goods at a profit.

There is no man in business for his health, and the sooner he realizes that, the better for himself. I would not suggest conferences with manufacturers, but it might be a good thing to have your wholesalers come to the meetings of the retail association and give the members their views on any subject of interest to the trade. I know our members get valuable information at our annual banquet from the wholesale men who respond to that toast. It could be done at the grocer's meetings just the same.

As to the manufacturer, why when he advances his goods, the retailer should dolikewise. For instance, biscuit manufacturers advanced the price of biscuits one and one-half cent a pound about a year ago. We called a meeting of our association and advanced all 18c lines to 20c, all 10c lines to 12½c and so on. We heard some complaints but we put them where they belonged—to the manufacturer. We had a little article in our local papers about the advance in biscuits, consequently after a short time we heard no more complaints. We must stand up for our rights.

The grocers of London have cut out all goods costing one dollar per dozen that is retailed for ten cents. We must buy them for at least 95c per dozen. If we cannot and have to stock the line, why we retail at 12½c.

USING COMBINATION COUNTERS.

There are a number of merchants who are using a modern idea to promote sales of small articles by means of the combination method. For instance they advertise two, three, four, etc., of certain goods which sell for 25c. One counter or table is devoted to articles any two of which sell for 25c, while any 3 articles on another table sell for the same price and so on. In the case of a country general store as many as 12 small articles can sometimes be arranged to sell for the shilling. Show cards announcing this fact are used and care is always taken by the retailer to see that he is making his fair profit when grouping. No sales are made from these tables for less than 25 cents. It is being used frequently to sell off surplus stocks of Christmas toys and souvenirs handled by most country general stores.

Startling Losses Due to Overweight in Groceries

The Dollars and Cents That Steal Away Because Grocers do Not Figure on What a Little Extra Weight Means — Careless Clerks Aid in Increasing the Loss — A List of Articles on Which Leakages are Likely to Occur.

By H. D. McMullen.

Few men in the grocery business have ever stopped to figure out what the giving of even a slight overweight by each clerk to each customer amounts to at the end of a year. The figures astonished even the men who furnished the data for this article.

Beginning with the supposition that a ½ ounce is the average quantity of overweight given in each article and that half the clerks do not give any overweight, the other half losing ½ ounce on each sale, one can strike a fair average, which was conceded to be low by two of Montreal's large retailers.

Sugar is, of course, the first article to be considered. In large centres a prosperous grocer will find each of his clerks to average forty sales of sugar in a day.

The ½ ounce loss for each makes the total 20 ounces per day.

In a year of 313 business days this means 390 pounds of sugar wasted by one clerk, or at the present price of sugar ($5.10), $19.89. Supposing there are six clerks in the store, and three lose absolutely nothing the other three as above stated, the total amount of loss to the store is $59.67 for the year.

Tea is perhaps, second in the list. It will average close to 40c. per lb. Following the above method of estimating, with this difference, that only twenty customers are served per clerk in a day, it is found that ten ounces per day for a year amounts to about $78.00. That equals $234 for the three clerks.

Coffee, by following the same process of figuring, only using a 30c grade as the average, and twenty customers per clerk as in tea causes a loss of $58.50 for the one and $175.50 for the three clerks.

Look Small Separated.

These figures are not high for a store in the large centres; in fact the percentage of loss in individual cases, is higher than that used here as an example. In their simple form as individual wastes they seem unimportant, but the total puts a different light on the situation.

To give individual attention to every article sold by weight in a grocery would be beyond the space allotted, but a summary of some of the every day sales in certain lines will give a fair idea of the whole.

The following list averages ten sales per day per clerk, and at an average price of about 15c per lb. It is: currants, prunes, raisins, apricots, rice, nuts of all kinds, spices, lard, butter, bacon, cheese, oatmeal, fish, poultry and vegetables.

There are many others but too much detail is unnecessary. The total loss by waste of these articles for a year amounts, at the foregoing figures, to $219.38 per clerk, a somewhat large

In summing up all the items the total leakage,
is found to be as follows:

Three clerks waste nothing per annum.

Three clerks waste:

Sugar	$ 59.67
Tea	234.00
Coffee	175.50
Group of items	658.14
	$1,127.31

Thus it will be seen that, with a total of $1,127.31 each clerk is averaged as responsible for $187.55, or 1-6 the total amount. This is no slight loss to any grocer, however his business may be prospering.

Other Chances for Leakages.

Three additional items should not be omitted. They are, wrapping paper, paper bags and string.

A good wrapping paper costs 3½c per lb. and it is the experience of men long in the trade, that a clerk will waste at least one pound a day. This means about $10.92 per year.

A 30 lb. paper bag is worth about one cent while the 50 and 100 lb. bags average 2½ cents. Seven cents per day is a moderate estimate of the waste of each clerk. This adds $21.84 to our list.

Twine averages 20c per lb. Broken pieces, long ends left on packages and generally careless handling of such a cheap and constantly used article means a daily loss of about ½ lb. per clerk in a big store. In other words, $31.20 per year. Multiplying each of these amounts by three, for the three wasteful clerks the totals are:

Paper	$ 32.76
Bags	65.52
Twine	93.60
Total	$ 191.88

Adding to this the $1,127.31 already estimated the total is $1,319.19 or $219.86 for each of the six clerks.

Why are Salaries Small?

In other words, a firm could almost afford to pay a clerk who did not waste anything, one third more salary. It is true enough that clerks in grocery stores are not as highly paid as in some other lines of business, but there are reasons in this connection. The above should be well thought over.

A little extra care at the scales and in wrapping and tying parcels will soon show up, and the better the profits of the firm, the better the salaries employers can afford to pay, and will pay, to the men who use them right.

"Do as you would be done by," is an old, but a good motto to follow.

The small town grocer will of course, have pretty close to the same percentage of loss as his city cousin, but the amount will be in proportion to the size of the business.

It is well worth the time of any up-to-date grocer to look further into this matter and do some figuring for himself. If he keeps his eyes open there will be plenty of examples of the waste indicated in this article.

Things That Shouldn't Be

Live, Modern Grocers Never Appear Indolent Around a Store to Invite the Camping of 'Old Fogies' on the Counters. This is Too Frequent in Country Establishments and is Often Observed Even in City Stores.

Interior Arrangement on the Scientific Plan

The Fixtures and Architecture of a New Store With Special Consideration for Sanitary Conditions, Quick Service and Attractiveness—Warehouse and Cellar Construction in Harmony With the Remainder—Deliverying Done From the Rear.

London, Ont., April 14.—In building and furnishing their new store at 250 Dundas St., T. A. Rowat & Co. made special provision for systematic retailing on the scientific plan.

A first glance at the photograph reproduced here indicates cleanliness, neatness, good accommodation and conveniences for rapid and adequate service. In planning the store special attention was given to system in arranging the interior, not only of the store proper, but of the warehouse, basement and other storage rooms.

The store is fitted with counters of birch-wood and with modern bin fixtures as a sanitary protection to stock. These bins are dust-proof and always appear filled. In the top row are kept such goods as rice, tapioca, dried fruits, cereals, icing sugar, etc., and in the bottom row there are about 18 large bins for teas and coffees, while the spice drawers run along the middle. These fixtures are faced with bevel plate glass fronts and are ball bearing.

The sugars, oatmeal, cornmeal, rolled wheat, and other cereals are kept in large bins underneath the counters at the rear of the store where all orders are made up for deliverv.

On one side to the front in an attractive show-case are kept samples of all bottled goods and of confectionery. The case is fitted with sliding doors to promote of easy access. Next to this are package goods and cereals.

The biscuit department—and about 125 different kinds of biscuits are handled—is situated to the right of the entrance and to the front. On the shelving following are canned fruits, vegetables and fish.

System in the Cellar.

In the warehouse at the rear are carried all heavy case goods. In the cellar which runs the complete length of the store is a special vegetable department at the back, into which potatoes are slid so that they do not have to be carried through the store.

The front portion of the cellar is stored with cheese and imported bottled goods.

The second and third floors are used as stock rooms where all broken cases and light goods are stored.

The delivering and receiving of goods is all done from the rear.

The interior fixtures include one of the latest electric coffee grinders and a meat-cutting machine. Two telephones are used in the store and the order business over the phone is large.

The T. A. Rowat & Co. business was established about 25 years ago. The firm aims to get the high-class trade making a specialty of teas and coffees and has another store in London somewhat similarly fitted to the one descrcribed.

IN CANNERS' MERGER.

Two more canning concerns have joined the recent merger of Dominion Canners, Ltd., according to latest reports. They are the Burlington Canning Co., Burlington, Ont., and the Farmers Canning Co., Bloomfield, Ont.

TRADE NOTES.

Charles S. Philips, a St. John, N. B., retail grocer, was fined $2 last week, in the police court because one of his clerks allowed a horse attached to a delivery wagon to stand on the sidewalk. Mr. Philips claimed that the police discriminated against him.

The store of Demers Bros., St. Antoine and Green Ave., Montreal, was broken into Monday night. The cash register was opened and the burglars had done up a bundle of goods ready for removal, when the police arrived. The two boys captured were but 15 and 18 years old respectively.

An Interior View of The New Store of The T. A. Rowat & Co. London, Ont.

The Canadian Grocer

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FUTURE BUTTER MARKET.

From present appearances there will be no serious declines in butter prices this year.

This may be attributed to many causes, among which are exportations of cream from the borderland to the United States, due to the lowering of the duty last year, and the immense armies of settlers that are continually coming in from the Old Country and from the United States. These people have all to be fed and they will not materially assist, this year at least, in the production of butter.

The demand for good butter is always good and if the quality improves prices are more than likely to hold firmer than a year ago.

SELL BRAZIL NUTS NOW.

New Brazil nuts are coming on the market and, of course, are at their best for eating purposes.

In past years grocers have not attempted to sell Brazils until the autumn, and by that time the spring nuts have become somewhat stale. They have just now a good talking point in selling. Brazils when they are fresh and good to eat.

There is considerable nourishment in nuts and this is another assistance to grocers in the advertising and displaying of them, as well as being another good talking point. The same applies, of course, to all kinds of nuts, which should be sold just as well now as later in the year.

PEDDLERS BECOMING AGGRESSIVE.

The peddlers of Toronto are showing a good example to grocers in Canadian towns and cities. They are uniting to offset legislation, which they claim is unfair to them.

The "unfairness" of this legislation will, of course, be questioned by retail grocers, who have to pay heavy taxes—usually much more than a peddler with two or three assistants—in order to do business at all.

Retail grocers are necessities. Peddlers are not. They simply go from house to house and sell a few goods on which they make big profits, and the housewife has eventually to go to the store for the remainder of her household necessities.

A license fee of $10 on each peddler and assistant—never more than $30 a year—is nothing compared with the high rents and taxes which a Toronto grocer has to pay to do business, even if both begin with the same capital.

Who then contributes more to the coffers of the municipality in comparison to the benefits they receive? It is certainly not the peddler.

If merchants who are losing from unfair encroachments of competitors do not look after their own interests, it is safe to say that no city council will. It is, therefore, up to the grocers in all parts of the country to keep a watchful eye on the peddler.

WHERE THE PROFITS GO.

Losses through the giving of overweight by grocers must aggregate up into the thousands every year in Canada.

It may be assumed that every merchant who has his share of customers, but who eventually fails, is obliged to give up his business on account of the small leaks in the store—and one of these leaks is giving over-weight.

The attention of the trade is called to an article appearing elsewhere in this issue, showing to what extent the giving of a slight extra-weight in bulk goods will amount to during a year in a large business. The figures were compiled from actual statements of a retail grocery firm and are startling in their import.

They go to demonstrate the importance that should be attached to correct weighing in order that this leak be eliminated. Merchants should take a dollars-and-cents view of the situation and apply the proper remedy. While at the time the giving of an extra half-ounce may appear a mere drop in the bucket, it must be remembered that that half-ounce on every order every day in the year is going to eat up profits rapidly.

Scientific methods in weighing is the solution.

DATE OF THE SPRING NUMBER.

Readers of The Canadian Grocer will be interested in knowing that our big Spring Number will be issued on May 27.

From the fact that this number deals particularly with the Science of Retailing, it will be the best and most valuable from a practical standpoint that will ever have been presented to the trade in Canada.

It will deal with practically every phase of modern retailing and will warrant the most careful attention of every merchant in the Dominion.

MUST PROVE FRAUDULENT SYSTEM.

Matters of law relating to substitution are particularly interesting to the trade at the present time. In dismissing the action of Bovril, Ltd., v. Gittus, in the Superior Court at Montreal recently, the presiding judge said: "Injunction cannot be granted when one solitary offence has been committed. Companies cannot attack hotel and restaurant keepers on account of such cases. They must prove a fraudulent system, otherwise the remedy would be worse than the evil."

TO RAISE QUALITY OF BUTTER.

The Grocer has long contended that to improve the butter and egg business from the standpoints of all concerned, there must be an educational campaign at the scource of the trouble.

For years farmers have been sending stale eggs to market along with good eggs. Some have been turning out poor butter and merchants have been accepting it, paying the same prices as for good butter; all of which tends to demoralize the egg and butter situation.

It has just been announced that Dairy Commissioner J. A. Ruddick is instituting an educational campaign among the makers of butter, having for its object the improvement of the creamery industry in Canada. It is to consist of a series of experiments at creameries and at the farms.

Mr. Ruddick is a strong believer in practical demonstration. This will be observed from his efforts in connection with the cool-curing of cheese, which has done so much for the cheese industry.

There are defects in the production of butter, and if these defects can be removed or even partially removed, it will aid Canada in regaining her export but-

ter trade, which has fallen off during recent years.

While we produce just as much butter as we ever did, if we better the quality so that the export demand will be enhanced, we can easily increase the output, because Canada is by nature an agricultural and dairying country.

The dairy commissioner is working along correct lines when he seeks to place the butter business on a better plane by education at the points of manufacture.

CONSIDERATION FOR TRAVELERS.

While it is admitted by men who know that old methods of merchandizing are rapidly being supplanted by more up-to-date methods, would it not be in order to suggest some improvements which concern the traveler in his daily duties?

Waste of time is waste of money, and if any person with a mathematical head should figure out in cash value all the time which is lost by travelers waiting in stores to catch the attention of the buyers, it would likely run up into millions.

Travelers never expect to get the attention paid to customers, but when the buyer gets busy cleaning up just at the time the drummer opens the door, and keeps busy doing what he would not have done at all had the traveler not appeared, then there is something that should be eliminated.

He is supposed to call; the merchants look for him, and he is entitled to prompt attention so as not to waste his time. Very often a train is missed and a whole day is lost through the thoughtlessness of the merchant. This carelessness is keenly felt by all travelers, and now since so much is being done to improve and raise the standard of mercantiling this should be an opportune time to call the attention of the merchants to this matter about which almost all the travelers have just cause to complain.

The lot of the traveler is not an easy one at all times and through an improvement in the direction of giving them a more cheerful reception and more prompt attention, the road would be made much easier to travel.

UPROOTING CURRANT VINES.

As readers already know, the report that the Greeks are uprooting currant vines in Greece, is true. This is being done with a view to reducing the crop so as to keep up the prices. In fact, it is intended to destroy enough currant vines to reduce the crop 25 per cent.

This is certainly a poor method of extending an industry and is probably unique in history. Most countries pride themselves in the large size of any industry and seek to develop it further by finding new markets in other parts of the world.

Why should not the currant exporters of Greece do the same? By a systematic and aggressive advertising campaign they could easily extend the consumption of currants even in the present large consuming countries.

If the dealer in interested in currants and knows their food value and the uses to which they can be put, how to handle them to the best advantage, etc., it is evident that he will take a greater interest in their sales.

At the present time currant growers are being reimbursed to the extent of almost two and a half millions of dollors by the Chartered Company, through the Greek Government, on account of the uprooting of vines.

If this sum were utilized in educating the dealers and consumer, as to the value of currants, very soon there would be more currants used and growers would not be obliged to submit to a retrogressive measure to maintain fair prices for their product in order to perpetuate the industry.

THE BENCH ENDORSES VIEWS OF THE CANADIAN GROCER.

His Lordship, Justice Magee says it is illegal for a commercial traveler to accept a secret rebate. The Secret Commissions Act makes no distinction between receiving and giving a secret commission.

Justice Magee says: "If you sent your servant to market to buy a horse and there he meets with a man who offers him a horse at $150 and says, 'If you will buy this horse at $150 I will give you $10 of it to yourself; and you need not have any compunction about it, because I would not let your master have it for less than $150.' And your servant gets it for $150 and puts the $10 in his pocket, you can recover that $10 from your servant. It is your money, not his, because it was made out of the transaction which he was carrying on with some person else for you; now, that is clear law. So, a commercial travler sent out by a house here in Canada to buy goods for that house in the States, and he may be offered a commission by a person in respect to the goods he buys. When he comes back to Canada, if the transaction ever becomes known, he is liable to pay over that money to his employers. He has no right to be paid at both ends, unless it is known. This question of double commissions has for a long time past been quite too common, and has been permeating to a large extent the commercial life of the country. So much is that the case that last year the Dominion Government passed an act making it a criminal offence to take a double commission."

Let us see whether the other half of the act is not just as binding on the giver of the secret rebate as it is on the receiver. Clause (b) reads as follows: "Being an agent, corruptly gives or agrees to give or offers any gift or consideration to any agent as an inducement or reward or consideration to such agent for doing or forbearing to do, or for having after the passing of this Act done or forborne to do, any act relating to his principal's affairs or business, or for showing or forbearing to show favor or disfavor to any person with relation to his principal's affairs or business."

It must be evident from the above that the object of the law is to prevent the seller from giving a secret commission. So that the traveler who gives a secret rebate or other consideration is clearly violating the act.

So far as the liability of the merchant who accepts the secret rebate is concerned, clause (d) covers that. It reads: "Every person who is a party or knowingly privy to any offence under this act shall be guilty of such offence and shall be liable upon conviction to punishment hereinbefore provided for by this section."

So that a merchant who accepts a secret commission or consideration is guilty under the provisions of the act and liable to the penalties it imposes.

The Canadian Grocer is pleased to know that its position has been so fully endorsed by such an eminent authority as Justice Magee. We are especially pleased because it tends toward honesty in business and it should, therefore, be hailed with pleasure by every honest merchant in Canada.

AS ASSISTANT TO SALESMEN.

Advertising introduces the goods and paves the way for the salesman.

Advertising insures for the traveler a respectful hearing when he arrives.

Advertising brings orders when the salesman is not on the ground.

Advertising makes the merchant respect the firm and the salesman.

Advertising cements the friendship between the house and the merchant.

Advertising tells the merchant what the salesman forgets to mention.

Advertising supports the salesman in his statements to the merchant.—Anonymous.

When you are working for a man, occasionally ask yourself whether if you were the employer you would hire a man like yourself. It is a sure way of getting a move on yourself.—Beach's Magazine.

Practical Methods Used in Retail Grocery Stores

St. John Grocers' Method of Getting Fresh Eggs—Guelph Clerks Want Summer Half-holiday—Retailer in Vancouver Discusses Grocers' Profits on Condensed Milk—A Show-card With a Conversation—Watching a Business to Prevent Loss by Dead-beats.

Encouraging Fresh Eggs.

St. John, N.B., April 13.—Several of the local dealers are handling eggs put up in pasteboard boxes—one dozen in a box—each box sealed and containing the name of the producer. The eggs are guaranteed fresh, and as each box is marked, the dealer is enabled to lay the blame for any stock that is not up to the mark, where it belongs. The idea seems to be meeting with much success.

Clerks Want Half Holiday.

Guelph, Ont., April 14.—The question of the usual Thursday half-holiday was taken up at the first meeting of the Clerks' and Salesmen Association.

Those present were enthusiastic over matters pertaining to the association's welfare and much good is expected to follow as a result of the meeting. The question of the Thursday afternoon closing was discussed at length. The meeting decided they would again petition the merchants for the usual holiday, and steps toward this end were taken. The members thought that it is in the interests of themselves and their employers that the holiday should be granted. They feel that they are in a better position to do a full week's work when they have the half day of rest and change. The officers elected for the ensuing year were: Hon. Pres., Belmore Macdonald and D. G. Hood; Pres., Jack McKenzie; Vice-pres., Jos. Duignan; Sec.-Treas., Geo. Freeland; Executive, R. S. Robinson, E. G. Hicks, H. Farrow, Fred Reid, Frank Pepper, J. Benallick and B. Cosford.

Retailer's Profit on Condensed Milk.

Vancouver, B.C., April 13.—"Vancouver retailers," said one the other day, "suffer by the increase in the price of condensed milk. With a jump of 40c a case, there will be a profit now of about 50c a case, unless the retail price is raised. If this is done, there will be a big objection raised by the customer, and it is probable that in most instances the figure will continue to retail at two cans for 25c.

"This is too low altogether, for it means giving the manufacturer and wholesaler the benefit of the retailer's facilities for handling. It has been the practice with some of the jobbers to offer one case free in ten with a certain quantity, but it is announced that this is to be stopped, and straight prices are to obtain without any such inducement."

A Conversation Window.

St. Thomas, April 11.—A conversation window in connection with a recent candy display has attracted considerable attention.

The conversation is of the familiar "Mamie" variety. The display itself comprises a number of plates of high grade chocolates and other lines of confectionery, tastefully and neatly arranged. To a number of these plates cards are affixed, each bearing a sentence of what purports to be a conversation between a couple of girls.

"Say, that's swell candy!"

"Ain't it, though?"

"Bet it must have cost you 50c a pound."

"Not on your life!"

"You don't say."

"Sure, Mike."

"Where d'you get it?"

"Why, at ———— store. They've got a hundred kinds to choose from, all just as good as this."

"Say. I'll drop in to-night and buy some myself. It's bully."

Though the English of the conversation may be somewhat colloquial, its colleguialism seems merely to add to the genuineness of the effect. The idea is one adaptable to pretty nearly any line of goods, and some ingenious conversations probably will he worked up by merchants who take advantage of it. The "conversation" seems to interject into the window display a personal element otherwise lacking. The above conversation may, of course, be improved upon.

Close Tab on Credit Customers.

Toronto, April 14.—M. Hollingshead, 896 Bloor St West, has gradually changed his business from a credit to a cash basis, and he claims to have done it without lessening his trade, and scarcely losing a customer. He is also carefully cutting out the practice of going out after orders. He claims that if a store is kept right, and the customers treated as they should be, they will come to the store to do their buying. While undergoing these changes, he says, his trade is increasing, maintaining that there are different ways of treating and serving people, and that the true way of building up a business is on fair methods. This is a matter that many grocers do not understand, and they even do not think that they have anything to learn. They cut and slash prices, neglect their stores, miss the patronage of their neighbors, and eventually "go under."

Displays on the Sidewalk.

Peterboro, April 14.—A local citizen has written to the press calling attention to grocers displaying goods on the street. He writes in part: "If the council want to turn their attention to a matter of real usefulness they can find it in compelling the grocers throughout the city to keep their goods off the sidewalks. People when they buy groceries want to get them clean, and as free from tuberculous and anthrax germs as possible. With all the dirt from the sidewalks and the street blowing continually over fruit or vegetables, not to speak of other possibilities of filth acquirement, it is a wonder that people can care to take chances in purchasing from the open baskets at grocery stores for their home needs.

"If there is a by-law relating to such matter it seems about time to see now that the warm weather is coming, that it is rigidly enforced."

Prejudice Against Case Eggs.

Fernie, B.C., April 13.—A grocer in Fernie tells of a rather amusing instance which illustrates the ignorance of one member of the consuming public. A lady of the "pernickety" type asked for a dozen eggs, and as he was about to get them out, a new consignment was brought in, whereupon he said: "I'll give you a dozen of these out of this new case, they are strictly fresh, having just arrived."

"I don't want case eggs at all," she replied sharply, not realizing that the others had arrived in a case and were somewhat older.

The grocer explained that the eggs were the best that could be secured, and as for being case eggs, he asked her if it was expected that the eggs would be packed in hats for transportation.

Handling Clean Seeds.

Bracebridge, Ont., April 14.—The handling of seeds of all descriptions is part of the business of Bracebridge grocers. It is each year becoming bigger. This season the merchants have clean stocks, to meet the requirements of the seed law, and they are expecting that this year will be the banner year of all.

The Markets—Ups and Downs in European Sugar

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

Decline Occurred From Some Unaccountable Reason But Market Again Recovered—Tapioca Situation Strong—New Brazil Nuts Coming and Will Likely Be a Little Cheaper—Dried Fruit Demand Getting Better.

QUEBEC MARKETS

POINTERS—
Tapioca—Firm at the advance.
Coffees—Scarce.
Ginger—High and scarce.
Nuts—New Brazils quoted.

Montreal, April 14, 1910.

It seems as if bad roads have a direct influence on collections in this locality. At any rate country roads here are about as bad as they well can be and collections are poor, though not quite in such shape as the roads. The latter are commencing to dry rapidly now, however, and it is to be hoped there will not be too much rain until they have hardened somewhat.

Trade generally is on the up-grade and dealers report that gross sales are larger than this time last year. Spring has set in so much earlier that it seems to have given the entire business would, at least locally, an impetus in the right direction.

Tapioca continues firm at last week's advance and there is a strong probability of its going higher.

New Brazil nuts are on the New York market, and show a slight reduction over old prices.

Confiscations by the health department during the past week have been almost entirely confined to meats, principally veal. Some badly baked bread was also pronounced "unfit for human consumption." It is a good work, the protection of the home, and every right minded grocer should help it along by seeing that nothing unwholesome is sold from his store.

Sugar—The feature of the sugar situation at present is the drouth in Cuba. If that continues prices will undoubtedly be affected to a considerable extent. At present matters are somewhat dull. Prices are unchanged.

Granulated, bags	5 05
" 20-lb. bags	5 15
" Imperial	4 80
" Beaver	4 80
Paris lump, boxes, 100 lbs.	5 85
" " " 50 lbs.	5 95
" " " 25 lbs.	6 15
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 75
" " 100 lb. boxes	5 85
" " 50 lb. "	5 95
" " 25 lb. "	6 15
" " 5 lb. cartons, each	0 37½
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37½
Extra ground, bbls.	5 50
" " 50-lb. boxes	5 70
" " 25-lb. boxes	5 90
Powdered, bbls.	5 30
" 50-lb. boxes	5 50
Phoenix	5 50
Bright coffee	5 00
No. 3 yellow	4 90
No. 2 "	4 80
No. 1 " bags	4 65

Bbls. granulated and yellow may be had at 5c. above bag prices.

Syrup and Molasses—Many of the local jobbers have stocked up on molasses, after waiting in vain for any lowering of prices. A brisk business is going on to the retailers, but little more molasses is coming in. West Indies men say it pays better to use their product as sugar and many have practically ceased making molasses.

Fancy Barbadoes molasses, puncheons	0 38 0 40
" " " barrels	0 41 0 43
" " " half-barrels	0 43 0 45
Choice Barbadoes molasses, puncheons	0 36 0 38
" " " barrels	0 39 0 41
" " " half-barrels	0 41 0 43
New Orleans	0 27 0 28
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03¾
" ½-bbls.	0 03½
" ¼-bbls.	0 03¾
" 38½-lb. pails	1 80
" 25-lb. pails	1 30
Cases, 2-lb. tins, 2 doz. per case	2 50
" 5-lb. " 1 doz. "	2 85
" 10-lb. " ½ doz. "	2 75
" 20-lb. " ¼ doz. "	2 70

Tea—The tea situation is much the same as last week. It will not be long now before new crop tea makes its appearance here, and dealers expect a busy time after that. Stocks are low at first hand.

Choicest	0 40 0 50
Choice	0 35 0 37
Japans—Fine	0 32 0 37
Medium	0 25 0 28
Good common	0 21 0 23
Common	0 19 0 21
Ceylon—Broken Orange Pekoe	0 21 0 40
Pekoes	0 20 0 22
Pekoe Souchongs	0 20 0 22
India—Pekoe Souchongs	0 19 0 02
Ceylon greens—Young Hysons	0 20 0 25
Hyson	0 20 0 22
Gunpowders	0 19 0 22
China greens—Pingsuey gunpowder, low grade	0 14 0 18
" " pea leaf	0 20 0 30
" " pinhead	0 30 0 50

Coffee—Coffees are firm and show considerable scarcity. Santos and Rios (new crop) will not be in until late in July. This means a long season for present stocks to furnish the market. It looks like firmer prices.

Mocha	0 18½ 0 25	Santos	0 14 0 17
Rio, No. 7	0 10 0 12	Maracaibo	0 15 0 18

Spices—Ginger is high in the primary market. This is by reason of its present scarcity. Other lines show decided firmness, but as yet no changes in price have been made.

	Per lb.		Per lb.
Allspice	0 13 0 18	Ginger, whole	0 15 0 20
Cinnamon, whole	0 16 0 18	" Cochin	0 17 0 20
" ground	0 15 0 19	Mace	0 75
Cloves, whole	0 18 0 30	Nutmegs	0 30 0 60
Cloves, ground	0 20 0 25	Peppers, black	0 16 0 18
Cream of tartar	0 23 0 32	" white	0 20 0 25

Evaporated Apples—City demand has improved over last week. The improvement is slight, however. In the country, roads have been so bad it is difficult to do much traveling over them, and as a result trade there has been very poor.

Evaporated apples, prime	0 08 0 08½

Dried Fruits—Dried fruits are not good sellers just at present. This is somewhat of an off time of year for them. The only goods to show the effect of this weakness are Valencia raisins. They show a slight falling off.

Currants, fine filiatras, per lb., not cleaned	0 05¾
" " " cleaned	0 06½
" Patras, per lb	0 07½ 0 08
" Vostizzas, per lb	0 08 0 09
Prunes—	
40-50	0 09
50-60	0 08
60-70	0 07
7 -80	0 06½
8 -90	0 06
90-100	0 05½
Raisins—	
Australian, per lb., (to arrive)	0 08½ 0 09
Old seeded raisins	0 06
California, choice seeded, 1-lb. pkgs	0 07
" fancy seeded, 1-lb. pkgs	0 09
" loose muscatels, 3-crown, per lb	0 07½ 0 08
" " 4-crown, per lb	0 08½ 0 09
" sultana, per lb	0 07½ 0 10
Malaga table raisins, Rideau clusters, per box	2 25
Valencia, fine off stalk, per lb	0 05
" select, per lb	0 06
" 4-crown layers, per lb	0 06½

Nuts—It is reported that new Brazils are now in New York and are quoted, mediums 13c, large 13½c and washed at 14½c. The grade is good. Sicily filberts are ½c weaker owing to a slack demand. Other lines are steady.

In shell—	
Brazils	0 14½ 0 15½
Filberts, Sicily, per lb	0 13½
" Barcelona, per lb	0 10½
Tarragona Almonds, per lb	0 12 0 13
Walnuts, Grenobles, per lb	0 13 0 14½
" Marbots, per lb	0 12½
" Cornes, per lb	0 11½
Shelled—	
Almonds, 4-crown selected, per lb	0 32½ 0 35
" 3-crown " "	0 31½ 0 33
" 2-crown " "	0 30
" (in bags), standards, per lb	0 26 0 27
Cashews	0 15 0 17
Peanuts—	
Spanish, No. 1	0 12
Virginia, No. 1	0 13 0 15
Pecans, per lb	0 65
Pistachios, per lb	0 75
Walnuts—	
Bordeaux halves	0 23 0 30
Brokens	0 23 0 27

Beans and Peas—Just at present both beans and peas are quiet, with little immediate prospect of any renewed activity. Prices are steady, but the demand is too small to be interesting.

Ontario prime pea beans, bushel	2 15 2 20
Peas, boiling, bag	2 50

Rice and Tapioca—Tapioca is firm at the recent advance, and shows decided symptoms of continuing its aerial voyage. It is still quoted at from 5½ to 6c. Rice sales are better, and there is a firmer tone throughout.

Rice, grade B, bags, 250 pounds	2 75
" " " 100 "	2 75
" " " 50 "	2 75
" " pockets 25 pounds	2 85
" " ½ pockets, 12½ pounds	2 95
" grade c.c., 250 pounds	2 65
" " 100 "	2 65
" " 50 "	2 65
" " pockets, 25 pounds	2 75
" " ½ pockets, 12½ pounds	2 85
Tapioca, medium pearl	0 05½ 0 06

CANNED GOODS

MONTREAL—Since the rise of last week, meats have been steady, and there seems to be a first-class demand for most lines. Vegetables and fruits continue to hold their own. Fish are still quiet except, as usual, lobsters.

Peas, standard, dozen	$1 05
Peas, early June, dozen	1 07½ 1 10
Peas, sweet wrinkled, dozen	1 10 1 12½
Peas, extra sifted, dozen	1 52½ 1 60
Peas, gallons	3 87½ 3 92½
Beans, dozen	0 85

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Corn, dozen	0 80	0 82½
Tomatoes, dozen (Ontario and Quebec)	0 85	0 90
Strawberries, dozen	1 37½	1 40
Raspberries, 2's, dozen	....	1 75
Peaches, 2's, dozen	....	1 65
Peaches, 3's, dozen	....	2 65
Pears, 2's, dozen	....	1 60
Pears, 3's, dozen	....	2 30
Plums, Greengage, dozen	1 50	1 55
Plums, Lombard, dozen	0 95	1 00
Lawtonberries, 2's, dozen	....	1 60
Clover Leaf and Horseshoe brands salmon—		
1-lb talls, per dozen	....	1 87½
½-lb. flats, per dozen	....	1 30
1-lb. flats, per dozen	....	2 02½
Other salmon—		
Humpbacks, dozen	0 95	1 00
Cohoes, dozen	1 35	1 40
Red Spring, dozen	1 60	1 65
Red Sockeye, dozen	1 85	2 00

Lobster Futures—
½-lb. flats, doz., $2.40; 1-lb. talls, doz., $1.25.
1-lb. flats, doz., $4.50.

Compressed corned beef, 1s	1 65	Minced collops, 2s	2 50
Compressed corned beef, 2s	2 90	Corned beef hash, 1s	1 65
English brawn, 2s	3 00	Corned beef hash, 2s	2 80
Boneless pigs' feet, 2s	3 00	Jellied hocks, 2s	3 50
Ready lunch veal loaf ½s	1 30	Jellied hocks, 6s	10 00
Ready lunch veal loaf 1s	2 40	Paragon ox tongue, 1½s	7 50
Roast beef, 1s	1 65	Paragon ox tongue, 2s	8 50
Roast beef, 2s	2 90	Paragon ox tongue, 2½s	9 50
Stewed ox tail, 1s	1 60	Paragon lunch tongue 1s	4 00
Stewed kidney, 1s	1 50	Tongue lunch, 1s	3 50
Stewed kidney, 2s	2 65	Sliced smoked beef, ½s	1 60
Minced collops, 1s	1 40	Sliced smoked beef, 1s	2 60

TORONTO—By the way canned goods are selling, it is not likely that many will have to be carried over to next season. Some are even getting low already, and dealers who have them are holding them for their own customers. Peas are short and corn is getting that way as well, and tomatoes are rapidly diminishing. Salmon, especially the better lines, will also all be required before the season is over. Canned goods are all safe stock to carry, but retailers are learning that it is better to let the wholesale houses carry them, and buy them when needed.

Beans	0 85	0 90	Red pitted cherries, 2's	....	1 75
Corn	0 80	0 85	Gallon apples	2 45	2 75
Peas	1 10	1 60	Bartlett pears—		
Pumpkins	0 80	0 85	Heavy syrups, 2's	....	1 65
Tomatoes, 3's	0 80	0 85	Light " 2's	....	1 15
Strawberries, 2's	1 40	1 50	Heavy " 3's	....	2 40
Raspberries, 2's	1 60	1 67½	Light " 3's	....	1 70
Peaches, 2's	....	1 65	Lombard plums, 2's	0 80	0 85
" 3's	....	2 65			
Lawtonberries	....	1 65			

Clover Leaf and Horseshoe brands salmon:

1-lb. talls, dozen	....	1 90	Red Spring, doz.	1 55	1 65
½-lb. flats, dozen	....	1 25	Red Sockeye, dz.	1 65	1 70
1-lb. flats, dozen	....	2 12½	Lobsters, halves, per dozen	1 85	2 20
Other salmon prices are:					
Humpbacks, doz	0 95	1 00	Lobsters, quarters, per dozen	....	1 40
Cohoes, per doz.	1 45	1 50			

ONTARIO MARKETS

POINTERS—
Nuts—New Brazils coming.
Evaporated Apples—Fair demand.
Sugar—Market still firm.

Toronto, April 14, 1910.

There is nothing of an exciting character to report in reference to the wholesale trade. This month's business, however, is much in advance of last month. This is due to the season of the year. A good many orders were held back until navigation opened, and these goods are now going out, which makes business particularly active. On the whole business is healthy and satisfactory.

The wholesale men are looking forward to the convention when they expect to see a large number of their customers. They think this convention will be the most important to grocers ever held in this country and every town should be represented.

Sugar—an unexpected break occurred in the European sugar market, without apparently any cause. This is, however, considered only temporary and other markets are unaffected. The market in general is firm and the opinion of dealers is that prices will be maintained and perhaps go higher.

St. Lawrence "Crystal Diamonds," barrels	5 85
" " " ½ barrels	5 95
" " " 100 lb. boxes	6 05
" " " 50 lb. boxes	6 15
" " " 25 lb. boxes	6 35
" " " cases, 20-5 boxes	7 60
" " Dominos, cases, 20-5 boxes	7 60
Paris lumps, in 100-lb. boxes	6 05
" in 50-lb. "	6 15
" in 25-lb. "	6 35
Red Seal	7 10
St. Lawrence granulated, barrels	5 20
Beaver granulated, bags only	4 90
Redpath extra granulated	5 20
Imperial granulated	4 90
Acadia granulated (bags and barrels)	5 10
Wallaceburg	5 10
St. Lawrence golden, bbls	4 80
Bright coffee	5 10
No. 3 yellow	5 00
No. 2 "	4 90
No. 1 "	4 75
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

Syrup and Molasses—The low yield of maple syrup may stimulate the sales of these goods. Demand is fair, and prices unchanged.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz. in case	2 50	Gallons, 6 to case	4 80
5 lb. tins, 2 doz. in case	2 85	½ " 12 "	5 40
10 lb. tins, ½ doz. in case	2 75	Quarts, 24 "	5 40
20 lb. tins, ¼ doz. in case	2 70	Pints, 24 "	3 00
Barrels, per lb	0 03¾	Molasses—	
Half barrels, lb	0 03¾	New Orleans, medium	0 31 0 33
Quarter " "	0 03¾	New Orleans, bbls	0 29 0 31
Pails, 38½ lbs. ea	1 80	Barbadoes, extra fancy	0 45
" 25 " "	1 30	Porto Rico	0 45 0 62
		Muscovada	0 30

Tea—Tea, as usual, is firm and the people are busily cultivating a taste for higher grades, which the tea men are glad to supply.

Coffee—There are no changes in coffee this week, but demand is good.

Rio, roasted	0 12 0 13	Mocha, roasted	0 25 0 28
Santos, roasted	0 15 0 17	Java, roasted	0 27 0 30
Maricaibo, "	0 16 0 18	Rio green	0 08 0 09

Spices—Prices in the primary markets are firm, but nothing to affect the retail prices here.

Peppers, black	0 15 0 18	Cloves, whole	0 25 0 35
" white	0 22 0 25	Cream of tartar	0 22 0 25
" whole, black	0 16	Allspice	0 14 0 16
Peppers, whole, white	0 23	" whole	0 14 0 16
Ginger	0 22 0 25	Mace, ground	0 75 0 80
Cinnamon	0 5 0 40	Mixed pickling spices, whole	0 15 0 16
Nutmeg	0 20 0 30	Cassia, whole	0 20 0 25
		Celery seed	0 24

Dried Fruit—Dried fruits have been unusually quiet during the winter, owing, as it was supposed, to the abundance of green fruit. As April and May are always the best months for these lines, dealers expect a good turnover. They are already experiencing better demand.

Prunes—	Per lb
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 09
50 to 60 " "	0 07½
60 to 70 " "	0 07
70 to 80 " "	0 07
80 to 90 " "	0 06
90 to 100 " "	0 05½

Same fruit in 50-lb. boxes ¼ cent less.

Apricots—			
Standard	....	0 15	
Choice, 25 lb boxes	....	0 15	
Fancy, " "	....	0 17	
Candied and Drained Peels—			
Lemon	0 09 0 11	Citron	14 17
Orange	0 11½ 0 12½		
Figs—			
Elemes, per lb	0 08	0 10	
Tapnets, "	0 03½	0 04	
Bag figs	0 03½	0 04	
Dried peaches	0 08	0 08½	
Dried apples		0 07½	
Currants—			
Fine Filiatras	0 06 0 07	Vostizzas	0 08½ 0 09
Patras	0 07½ 0 08		

Uncleaned ½c less.

Raisins—		
Sultana	0 05	0 05½
" fancy	0 06	0 07
" extra fancy	0 08½	0 09
Valencias, new	0 06	0 06½
Seeded, 1 lb packets, fancy	....	0 08
" 16 oz. packets, choice	....	0 07½
" 12 oz. " "	....	0 06
Dates—		
Hallowees	0 05	0 05½ Fards choicest 0 08½
Sairs	0 05	....

Rice and Tapioca—Tapioca is scarce and higher, but rice is cheap.

	Per lb.
Rice, stand. B	0 03 0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	.... 2 85
Rangoon	0 03½ 0 03½
Patna	0 05¼ 0 05½
Japan	0 04½ 0 05
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	.... 0 06
Tapioca, medium pearl	0 04½ 0 05½

Evaporated Apples—There is a fairly good demand and considerable quantities are changing hands. Several cars of old style, dried apples were sent to the Northwest recently. Prices are steady.

Evaporated apples	0 07½ 0 08

Nuts—Brazil nuts will arrive in a short time. They are at their best now, and if sales are started the quality will do the rest.

Almonds, Formigetta	....	0 11½
" Tarragona	....	0 12
" shelled	0 32	0 35
Walnuts, Grenoble	....	0 13½
" Bordeaux	....	0 11
" Marbots	....	0 12
" shelled	0 29	0 30
Filberts	0 12	0 12½
Pecans	0 16	0 18
Brazils	....	0 15
Peanuts, roasted	0 08	0 12

Beans—There is a steady trade in beans without much change in price. The supply and demand balance fairly well and a good wholesome trade is the result.

Prime beans, per bushel	2 10
Hand-picked beans, per bushel	2 25

MANITOBA MARKETS

Winnipeg, April 14, 1910.

In conference with several wholesale managers recently, it was learned that during the past few months retailers have so encouraged the jobbers that an extended credit account will be a thing of the past.

The brisk demand for goods in a wide range, the rapid turn over of retailers' stocks, and the general alertness of the retail trade, have convinced the wholesalers that they themselves have been long in lethargy. Merchants are more willing to take their discounts than the wholesaler has been to grant them, and the promptness of payments at the present time indicates that the retailer is awake and that the trade is all right.

A general firmness in the markets is the feature of the week. This is due to scarcity of goods and an international demand. The great demand for all lines of goods, however, is the great cause of an advancing market. The increased population and construction camp orders are taxing the trade for supplies, and this is sure to continue for the season at any rate.

Sugar—Everyone reports sugar firm this week at the following quotations. U. S. stockholders recently became alarm-

ed about a slight reduction, and at once forced up the general market, with this control lower prices are not anticipated.

Montreal and B.C. granulated, in bbls	5 65
" " in sacks	5 70
" yellow, in bbls	5 25
" " in sacks	5 20
Icing sugar, in bbls	6 00
" " in boxes	6 20
" " in small quantities	6 25
Powdered sugar, in bbls	5 80
" " in boxes	6 00
" " in small quantities	6 65
Lump, hard, in bbls	6 50
" " in ½-bbls	6 60
" " in 100-lb. cases	6 60

Syrup and Molasses—Wholesalers are closely watching the syrup market, but no change has yet been discovered. It is rumored that the duty on U. S. syrup will be advanced shortly, giving Canadian manufacturers better control, which will likely mean higher prices.

Syrups—	
24 2-lb. tins, per case	2 15
12 5-lb. tins, per case	2 55
6 10-lb. tins, per case	2 40
3 20-lb. tins, per case	2 45
Half bbls., per lb	0 03½
Barbadoes molasses in ½-bbls., per gal	0 50
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, ½ bbls., per gal	0 33 0 35
Challenger, 6 10-lb. tins, per case	2 15

Foreign Dried Fruits—All lines are moving well, and a few scarcities are reported. Prunes have been strengthened although new stocks of larger grades have come in, 60—70 and 70—80 have gone up ¼ cent. The demand for prunes is brisk and supplies will be short this season. Peaches are also scarce and a a strong market ensues. Currants have not changed, but advanced prices seem probable.

Smyrna Sultana raisins, uncleaned, per lb	0 06 0 11
" " cleaned, per lb	0 09 0 13
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 65
" " selects " 28's	1 80
" " layers " 28's	1 95
California raisins, choice seeded in ¼-lb. packages per package	0 06
" " fancy seeded, in ¼-lb. packages per package	0 06½
" choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08½
Raisins, 3 crown muscatels, per lb	0 06½
" 4 " " "	0 07

Prunes, 90-100,lb	0 05	Prunes, 50-60 "	0 07½
" 80-90 "	0 05½	Prunes, 40-50, lb	0 08½
" 70-80 "	0 05½	Silver prunes,ac. to quality	0 09 0 12
" 60-70 "	0 06½		

Currants uncleaned, loose pack, per lb	0 06½
" dry, cleaned, Filiatras, per lb	0 06½
" wet, cleaned, per lb	0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08½

Pears, per lb	0 09 0 15	Dates, per lb., Hallows, bulk	0 06½
Peaches, standard, per lb	0 08½	Dates, Fard, 9½ lb. boxes	1 30
Peaches, choice	0 09	Dates, packages 30 in case	0 07
Apricots, standard, per lb	0 15	Figs, per lb	0 04½ 0 05
Apricots, choice per lb	0 15½	Peel, lb., lemon	0 09½
Plums, pitted,lb	0 11 0 12½	" " orange	0 10
Nectarines, lb	0 09½	" " citron	0 13½ 0 18

Honey—The trade continues excellent and wholesalers are well satisfied with the way last year's goods are being pushed off. Twelve ounce jars are not plentiful, which is a further evidence that a demand continues.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	1 90
" 60-lb. tins, per lb	0 15

Beans—Considerable uncertainty exists as to the future of this market. Just now it is easy and little is moving. At the same time stocks on hand are not plentiful.

3-lb. picker, per bushel	2 20
Hand picked, per bushel	2 30

Tapioca and Sago—These prices are maintained this week, due to the endeavor of all houses to land trade. Demand is good and cultivation, exportation and shipping would warrant higher prices.

Pearl tapioca, per lb	0 04½
Sago, per lb	0 04½

Nuts—The wide range in peanut prices has prevented anything noticeable by way of advance.

Shelled Walnuts, in boxes, per lb	0 30
" small lots, per lb	0 31
" Almonds, in boxes, per lb	0 33
" " small lots, per lb	0 34
Peanuts, Japan, per lb	0 13 0 16

Rolled Oats—There is little moving and prices are still low, the reduction of last week being maintained. The future is uncertain.

Rolled oats, 80 lb. sacks, per 80 lbs	1 75
" 40 " " 40	0 90
" 20 " " 20	0 45
" 80 " (8, 10s	2 15

Maple Syrup—Some new goods are on the market and the trade is excellent. Prices here quoted are firm and there is little chance of a reduction.

24 quarts, per case	8 50
12½ gallons, per case	7 85
5 gallons, per case	7 25

Lard—There is interesting competition between American and Canadian compound lards. This holds prices at a moderate figure. The trade is reported good.

Pure, 20-lb. pails	3 50
" 3-lb. tins, 60-lb. cases	11 25
" 10-lb. tins, 60-lb. cases	11 05
Compound, 20-lb. pails, per pail	2 80
" 5-lb. tins, 60-lb. cases	8 50

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., April 14. 1910.

Butter at this time of year is one of the particular things on the market and different methods are resorted to which reflect on the trade of the retailer more or less. For instance, with a great demand for butter, eastern creamery is bricked up and sold under various guises, generally with a creamery name. Lately, since it was found that all this was alike, it was dubbed Australian, and it went for a time. There is some genuine Australian on the market, and the difference is plainly perceptible, since it has a pronounced grass flavor. Eastern butter sells at 31c and 32c with an extra cent for bricking. Australian is about the same. Vancouver creamery reaches the retailer at 38c, while Chilliwack and Edenbank creamery, the standards, are jobbed at 45c.

Eastern eggs have little call just now, the quality being poor. Not only that, but the eggs from California are coming in in large quantities and in excellent quality, jobbing at 30 cents. They are so good, in fact, that they are giving local stock a hard run. Local eggs are 35c.

NEW BRUNSWICK MARKETS.

St. John, N.B., April 14, 1910.

The local markets have been rather dull lately. Ontario flours have declined ten cents. Eggs are cheaper. California oranges have advanced from $3 and $3.50, to $4. A few Gaspereaux are being offered at 2½ cents. Maple products are scarce and high. Maple syrup is offered at $1.10 to $1.25 per gallon and sugar at 12 to 14 cents a pound.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

Amongst the biscuit specialities turned out to perfection by George Kemp Ltd., of London and Cardiff, there is a tasty "Currant Wafer," which seems to prove a favorite wherever it is exported. It is a small, crisp, golden brown biscuit, with currant sprinkled top. The "Arrowroot Wafer" is an ornamental lozenge-shaped biscuit, very thin and light, and the "Marie" is a round and more substantial biscuit, similar in taste. George Kemp Ltd. have only recently completed their arrangements for exporting to Canada, and will be adding various special lines to their present list, from time to time.

Special offers are being made by Laporte, Martin & Co., Montreal, on teas, alimentary pastes and Minerva olive oil. All of these goods are of standard quality, and the prices which are being quoted are attractive. Remy's rice starch is one of the best articles of this sort made in Europe. It sells in ¼ lb., ½ lb. and 1 lb. packages, all neat and attractive. Laporte, Martin & Co., Montreal, are agents for the product.

"Nuggett" Furniture Polish sells at 10c and allows the dealer a profit of 50 p.c. Besides this you have to consider the fact that it is a paste, put up in tins, so that there is no risk of loss through breakage, as well as the fact that it is guaranteed free from acid and all injurious ingredients. The grocery store is the logical distributor of furniture polish. Liquid preparations retail at 25c, 35c and 50c and this has been accountable for small demand in the past. In a bottle of ordinary polish there is sufficient to clean all the furniture in one room. There is enough in one tin of "Nugget" to clean all the furniture in five or six rooms. No other polish can be used on the leather of upholstered furniture. "Nugget" acts as a preservative of leather. Other advantages, from the dealer's standpoint, are that it will not dry out if kept in stock, and that it may be displayed in winter as it will not freeze.

The McGreegor Specialty Co., Toronto, Canadian Importers of Holland Rusks, have just receive a notification from the manufacturers, that during the summer months they are arranging to have an attractive colored seal placed on the top of each package of Holland Rusks, showing Holland Rusks being served with strawberries and other fresh fruits, and deliveries of this popular specialty during the summer months will contain the seals showing a few of the many forms in which these Rusks can be served. A full size package of Holland Rusks will be sent to any retailer in Canada free of charge, on receipt of name and address.

AN ERROR.

An unfortunate typographical error in the advertisement of Sugars & Canners last week quoted "18 lb." tins of molasses at $2.70 per case of 6 tins. This should have been "10 lb." tins, as the firm does not put up an 18 lb. package.

Greenbank Lye

SOLID AND POWDERED

Greenbank Chloride of Lime

1/4s, 1/2s, 1s, Bulk.

THE ORIGINAL

SOLD ALL OVER THE WORLD.

L. Chaput, Fils & Cie. Distributors Montreal

ESTABLISHED IN 1842

No matter what section of the country you live in you will find some PROGRESSIVE MERCHANT using a

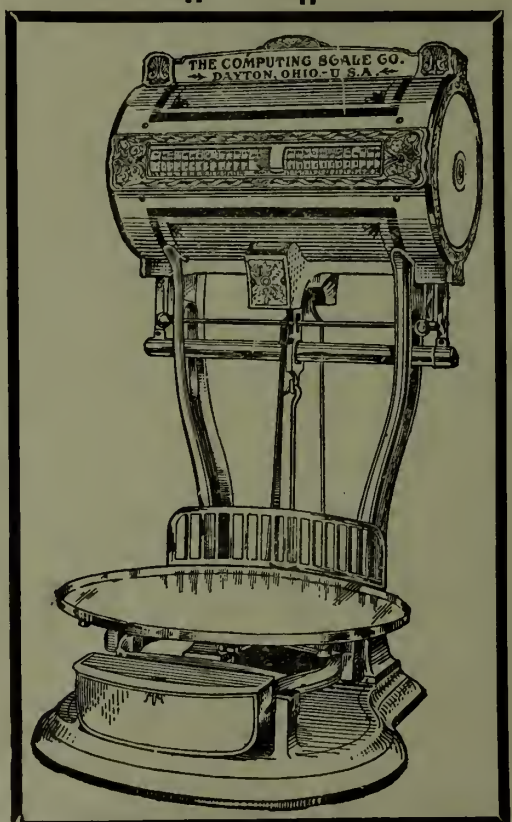
Dayton Computing Scale

WHY DOES HE USE A DAYTON? BECAUSE IT SAVES HIM MONEY OVER THE OLD SYSTEM OF WEIGHING.

WHAT IT DOES FOR HIM IT WILL DO FOR YOU.

It does not cost you much to PROTECT YOUR BUSINESS AGAINST LOSS THROUGH WEIGHING, as we sell FAMOUS DAYTON SCALES FROM $30 UP.

EVERY merchant who is anxious to stop the loss through over-weight should have this AUTOMATIC DAYTON SCALE demonstrated to him. It will be a revelation as OVERWEIGHT IS IMPOSSIBLE with this Scale. SOLD ON EASY MONTHLY PAYMENTS.



NO INTEREST CHARGED.

Drop us a card and have a demonstration on this scale. You will be under no obligation to buy.

We make very liberal allowances for old COMPUTING SCALES of any manufacture, if traded into us on the price of one of our improved scales, so if you have an old Computing Scale get our figure for an allowance.

Made in Canada by Canadian Workmen

Patronize Canadian factories.

EVERY SCALE WE SELL IS FULLY COVERED BY GUARANTEE.

Send us your card for a demonstration.

THE COMPUTING SCALE CO.
of Canada, Limited.
164 King St. West, - TORONTO, ONT.

May We Be Partners With You?

May we not help you to introduce your goods to the Hustling West? We have an intimate knowledge of the commercial conditions there, and will give you thorough and conscientious service, if you will allow us to handle your business for you. Our large track warehouses at all the important commercial centres offer you special facilities unequalled by any other firm.

Let us hear from you. There's money in this proposition for you!

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Winnipeg Regina Calgary Edmonton

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

BE WISE IN TIME!

The reason that "E.D.S." Brand Jams and Jellies hold pride of place throughout the Dominion is because of their ABSOLUTE PURITY—*no* coloring matter or preservatives being used in their manufacture.

Have *you* proved the wisdom of handling "quality" goods which never fail to satisfy? If not, just try "E.D.S." Brand. Your guarantee lies in the Government Analyst's finding. Send to the Department of Inland Revenue for Bulletin 194, and see for yourself how much purer "E.D.S." Brand is than most other lines.

Stock "E.D.S." GRAPE JUICE. It's pure, non-alcoholic, refreshing and a ready seller.

Made by

E. D. Smith, at his Fruit Farms, **Winona, Ont.**

Agents—N. A. Hill, 27½ Front St E., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.

OUR
Maple Leaf Brand
Breakfast Bacon
IS PERFECTION
Our Own Special Cure
Try it for that Particular Customer
There is no other just as good
GUNNS LIMITED Pork and Beef Packers TORONTO

LARD

There is a great deal of difference between good Lard and poor Lard, while there is very little difference in the price of either. It will pay you to handle the best, and the best is "Star Brand."

We have also excellent Lard Compounds, "Three Star" and "Silver Star." These are quoted at very reasonable prices.

Write us for quotations.

F.W. Fearman Co.
LIMITED
Hamilton

EVERY MOTHER
Wants the Richest Milk for Her Baby

Jersey Sterilized Cream
is 13% Richer than the Best of other brands in Canada.

The Truro Condensed Milk Co., Limited, Truro, N.S.

MILD CURED
Breakfast Bacon Skinned Backs and Hams

Finest Quality. Made from Selected Hogs. Made under Government Inspection.

The WM. RYAN CO.
LIMITED
PACKING HOUSE:
FERGUS, - - ONT.
HEAD OFFICE:
70 and 72 Front St. East, TORONTO

The Bacon Market in England a Little Lower

No Change in Hog Product Values Here—Butter Market Will Likely Remain Strong—Prices of Eggs Advanced Due to Competition of Cold Storge Buyers—Maple Syrup in Small Compass.

The English bacon market is a little lower, but as there is so little Canadian bacon on the market there, it will not affect values here.

The cheese and butter situation is in splendid condition to meet the opening of the new season's make. Little old stock is on hand, and from all appearances both lines will start at a fair figure, when available. By the way immigration is pouring in, we can count on a good local market, and if our butter finds its way into the United States markets in the shape of cream, as it will likely do, this also will have a tendency to keep up the price.

MONTREAL.

Provisions—Increasing supplies of live hogs have weakened the price of both live and dressed. Other lines are unchanged in price, but symptoms of weakness are in evidence, and it would be no surprise to see a slight reduction in porks and pure lards. However, improvement of the roads may counteract this by increasing the demand.

Pure Lard—	
Boxes, 50 lbs., per lb	0 17½
Cases, tins, each 10 lbs., per lb	0 17½
" " " 5 " "	0 17¾
" " " 3 " "	0 17¼
Pails, wood, 20 lbs. net, per lb	0 17½
Pails, tin, 20 lbs. gross, per lb	0 17½
Tubs, 50 lbs. net, per lb	0 17
Tierces, 375 lbs., per lb	0 17
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 12½
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12½
" 5 " " " "	0 12¾
" 3 " " " "	0 12¼
Pails, wood, 20 lbs. net, per lb	0 11½
Pails, tin, 20 lbs. gross, per lb	0 11¾
Tubs, 50 lbs. net, per lb	0 12½
Tierces, 375 lbs., per lb	0 12
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	32 00
Bean pork	28 00
Canada short cut back pork, bbl. 45-55 pieces	31 50
Clear fat backs	34 00
Heavy flank pork, bbl	21 00
Plate beef, 100 lb bbls	9 25
" 200 "	18 00
" 300 "	26 50
Dry Salt Meats—	
Green bacon, flanks, lb	0 16½
Long clear bacon, heavy, lb	0 17
Long clear bacon, light, lb	0 17½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 16
Large sizes, 18 to 25 lbs., per lb	0 17½
Medium sizes, 13 to 18 lbs., per lb	0 18
Extra small sizes, 10 to 13 lbs., per lb	0 18½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 18½
" " " small, 9 to 12 lbs., per lb	0 19
Breakfast bacon, English, boneless, per lb	0 20
Windsor bacon, skinned, backs, per lb	0 21
Spiced roll bacon, boneless, short, per lb	0 15
Hogs, live, per cwt	10 00
" dressed, per cwt	14 00

Butter—Butter is a scarce commodity just at present. Prices are either higher or holding firm. Inquiries from Toronto show that their stocks are even more depleted than ours. Receipts for the week are only 890 packages, as against 1,918 packages same week last year. For the season they are 407,221 packages, as against 425,401 packages same season last year.

New milk creamery	0 32
Fall creamery solids	0 30 0 30½
Dairy, tubs, lb	0 22½ 0 23½
Fresh dairy rolls	0 25 0 26

Cheese—Some of this season's cheese make has found its way into local hands, but quantities are small. Prices range from ¼ to ¾ cent higher than for 1909 make. Export demand has been good with local fair, prices are unchanged. Receipts for the week are only 99 boxes, as against 194 boxes same week last year. For the season they are 1,972,467 boxes, as against 1,959,870 boxes same season 1909.

Quebec, large	0 13
Western, large	0 13
" twins	0 13½
" small, 20 lbs.	0 13½
Old cheese, large	0 16

Eggs—New laid eggs are coming in freely, showing a decided increase over last year, and yet the demand is so strong that prices are from 2c to 3c higher. This only goes to illustrate the fact that one of the great factors in present high rates of living is the larger use being made of food articles which were once luxuries. Receipts for the week are 10,307 cases, as against 7,793 same week last year. For the season they are 241,465 cases, as against 239,069 cases same season 1909.

New laid	0 22 0 24

Maple Products—Maple syrup is practically exhausted at first hand. This year's make was of fine grade, but sadly lacking in quantity, even if makers turned most of their attention away from sugar. There promises to be a premium on syrup before long.

Compound maple syrup, per lb	0 4½ 0 05
Pure townships sugar, per lb	0 10 0 11
Pure syrup, 84 lb. tin	0 60 0 65
" " 10½ lb. tin	0 75 0 80

Honey—Honey is quiet at previous quotations.

White clover comb honey (nominal prices)	0 15 0 17
Buckwheat, extracted	0 08½ 0 09
Clover, strained, bulk, 30 lb. tins	0 11 0 11½
Buckwheat comb	0 12½ 0 13

TORONTO.

Provisions—The keen demand for hogs continues and on account of the busy seeding time the receipts are light. The difficulty is in getting the hogs, to meet the requirements. Prices are unchanged, but firm.

Long clear bacon, per lb	0 15 0 15½
Smoked breakfast bacon, per lb	0 18½ 0 19
Roll bacon, per lb	0 15½ 0 16
Light hams, per lb	0 17½ 0 18
Medium hams, per lb	0 17½ 0 18
Large hams, per lb	0 17 0 17½
Shoulder hams, per lb	0 14 0 14½
Backs, plain, per lb	0 20 0 21
" pea meal	0 21 0 21½
Heavy mess pork, per bbl	28 00 29 00
Short cut, per bbl	31 00 31 50
Lard, tierces, per lb	0 16½ 0 16¾
" tubs "	0 16¾ 0 17
" pails "	0 17 0 17½
" compounds, per lb	0 13
Live hogs, at country points	9 40 9 60
Dressed hogs	12 75 13 00

Butter—Cold storage butter is all cleaned out, and the fresh made is scarcely sufficient to meet the demand. In consequence prices are well maintained, and in some cases from 2 to 3c a lb. more is paid this week than last. These prices may last for several weeks, but dealers will not allow butter to accumulate, and as soon as the receipts increase, prices will likely drop.

	Per lb.
Fresh creamery print	0 29 0 32
Stored creamery solids	0 26 0 27
Farmers' separator butter	0 25 0 27
Dairy prints, choice	0 23 0 24
Baking butter	0 18 0 19

Cheese—A few small lots of new cheese have arrived, but the quality is below the average, and will be sold at low prices, old cheese continues at its old mark, where it stood for nearly a year without any change.

Cheese, new, large	0 12½ 0 12¾
" " twins	0 12¾ 0 13

Eggs—The production of eggs is unusually heavy, but though keen competition on the part of the buyers, they are from 2 to 2½c a dozen higher to go into cold storage than they were last year. Just now, at this high price with a possible drop when the weather gets warmer, farmers are bringing them out regularly, and the quality is so much better that packers are anxious to get them, and are willing to pay more.

New laid eggs	0 21 0 22

Poultry—The poultry trade is practically stopped, and will not amount to much until the spring chickens begin to move.

Spring chicken, dressed	0 18 0 20
Hens, per lb. dressed	0 11 0 12
Turkeys, per lb., large	0 18 0 19
Ducks	0 16 0 17

Honey—Honey took a back seat when the maple syrup made its appearance, but the season of the latter was so short and the crop so small that honey will likely be a good seller all summer.

Honey, extracted, 60 lb. cans	0 10½ 0 11
" 10 lb pails	0 11 0 12
" 5 lb. pails	0 12 0 12½
" comb, per dozen	2 50 2 75

TRADE NOTES.

W. J. Levis has bought the business of R. Dunkley, 1230 Dufferin St. Toronto.

I. F. Holoham has moved from Denison Ave., Toronto, to 1421 Bloor St. W.

The death occurred last week of Jno. Robinson, grocer, 103 Augusta Ave., Toronto.

Thos. P. Coppin has purchased the business of A. Bartley, 991 Dovercourt Rd., Toronto.

Leake & Linall have bought out J. W. Scott, 839 Bloor St. West, Toronto, and took possession a week ago.

Ed Nicholson, with his brother William, have purchased Garrett & Horrell's general store at Coldwater, Ont.

The wholesale grocery establishment of Victor Archambault is located at Sherbrooke, Que., and not at Quebec as was inadvertently reported in last week's issue.

J. E. Lalonde is the manager of the Merchants' Biscuit Co., Joliette, Que., which succeeds the DuSault Co., who have been manufacturing biscuits and confectionery for some years. The new concern, which has a paid up capital of $75,000, will manufacture biscuits only.

SOME BIG QUESTIONS.

What Will be Discussed at the Coming Convention of The Ontario Wholesale Grocers' Exchange.

Toronto, April 15.—The official program of the Ontario Wholesale Grocers' Exchange convention has been issued and is being sent out with invitations. The meetings will be held in the King Edward Hotel beginning April 25 and concluding on the 28th.

"The purpose of the convention," as stated in the programme, "is educational. The papers and discussions are to be on the general policy of the conduct of business along good, fair, honorable lines. It is admitted there are evils and demoralizing practices in business and the object of the association is to overcome them, therefore discussions of individual grievances will not be in order."

The program is as follows:

Monday, April 25, 10 a.m. session.—(Meeting of the wholesale trade) usual preliminaries, with President W. G. Craig, Kingston, Ont., in the chair, including an address of welcome by Thos. Kinnear, Toronto, and the President's address, setting forth the important matters to be dealt with.

11.30.—"Conditions of Trade"—The educational advantages of trade meetings and the sound justice of the trade supporting manufacturers who are loyal"—F. T. Smye, Hamilton, Ont.

1.00 p.m.—Luncheon at the King Edward, guests of the Toronto wholesale grocers.

Afternoon Session.

2.30.—"Our relations with manufacturers," what the judgment teaches—H. C. Beckett, Hamilton, Ont.

3.30 p.m.—"Declarations" — Their uses and importance—Hugh Blain, Toronto, Ont.

4.00—"How to preserve the interest of the retail trade"—Jno. Dillon, London, Ont.

4.30 p.m.—"The cost of doing business"—H. N. Kittson, Hamilton, Ont.

5.30 p.m.—"Transportation difficulties, general discussion on same."

Tuesday (Manufactures' Day)—Subjects: "The contract selling plan and its importance to manufacturers"; "Discrimination in favor of certain retailers and the harmful results thereof"; "Quantity price, its evil effects"; "Wholesalers' cost of doing business."

Wednesday (Retailers', Wholesalers' and Manufacturers' Day)—10.00 a.m.—"Relations between the retailers, wholesalers, and manufacturers"—E. M. Trowern.

2.30 p.m.—"The Secret Commissions Act"; "The rights of manufacturers, wholesalers, and retailers as defined in the judgment of the Guild Suit."—E. F. B. Johnson, K.C.

Thursday, 10.00 a.m.—Adoption of by-laws; election of officers; election of committees; manufacturers' committee; resolution re travelers' holiday; resolution re Christmas presents; other business; arrangements to meet and discuss trade problems with individual manufacturers.

An invitation is given to all to discuss any address given.

THE WEEKLY TRADE CHANGES.

Businesses Bought and Sold in Canada, Assignments Made, Etc.

Ontario.

Willis & Sayer, grocer, London, has sold to F. E. Kestle.

Jno. Kerwin, grocer, Dundas, Ont., has sold to J. P. Kerwin.

David Hamilton, grocer, Toronto, has sold to J. A. Carlton.

Carling Bros, general merchants, Exeter, Ont., have dissolved.

Francis Pratt, grocer, Stratford, Ont., has sold to Mrs. Kercher.

J. W. Bowman, grocer, Burlington, Ont., has sold to Edwin Lees.

F. A. MacDonald, grocer, Galt, Ont., sustained loss by fire recently.

Jno. Chapman, grocer and hardware merchant, North Augusta, Ont., is dead.

F. W. Betts, general merchant, Ballinafad, Ont., has sold to Richard Hewins.

Jas. A. Coleman, general merchant, Winger, Ont., advertises his business for sale.

Estate of Richard Evans, general merchant, Corinth, Ont., has sold to Ranson & Foster.

Hood Bros., grocers and crockery merchants, Guelph, Ont., are succeeded by Hood & Benallick.

Thomas Bros., manufacturers brooms, brushes, etc., St. Thomas, Ont., sustained loss by fire recently.

Assets of the Ontario Seed Co., Waterloo, Ont., are advertised for sale by auction on the 20th under power of chattel mortgage.

Quebec.

A. Turcotte, grocer, Quebec, has made an assignment.

Assets of J. A. Desaulniers, grocer, Montreal, are sold.

J. A. Gagne & Fils, grocers, Levis, Que., have registered.

L. O. Aubut, general merchant, Bic, Que., has compromised.

Chaperon & Frere, general merchants, St. Monique, Que., have assigned.

Assets of J. W. Brousseau, general merchant, Megenta, Que., are sold.

Gouin & Frere, general merchants, Victoriaville, Que., have dissolved.

B. R. Stevens & Co., general merchants, Bedford, Que., have registered.

J. P. Liboiron, general merchant, Dalhonsie Station, Que., has assigned.

H. Brunelle, grocer and liquor merchant, Three Rivers, Que., has assigned.

St. Amant & Julien, general merchants, Lac Aux Sables, Que., have registered.

The Gilbert Co., manufacturers of cheese and butter boxes, D'Israeli, Que., is in liquidation.

Western Canada.

W. E. Jennings, grocer, Francis, Sask., has sold out.

James Sharpe, general merchant, Manor, Sask., was burnt out.

Geo. Spray, grocer, Bulyea, Sask., has sold to Dragushan & Gennis.

Stock of general store of D. J. Cumming, Grenfell, Sask., is sold to Claxton Bros.

Walter Tullock, general merchant, Invermay, Sask., is succeeded by J. Tullock.

SHIPMENTS FROM JAMAICA

Kingston Commission Merchants Claim Canadian Firms are Indiscreet.

Commission merchants in the West Indies are complaining of difficulties regarding goods shipped to Canada as the following letter from Kingston, Jamaica, indicates:

Editor Canadian Grocer,—"We enclose you copy of one of the letters we are in the habit of getting from our bankers in regard to goods which we ship to Canada on firm sale, f.o.b. The amount of $80.76 is for Pimento supplied, an article which is not perishable and we are sending the original to the Canadian Commissioners in London, in order to prove to them what we say is true. A Canadian firm orders goods and will not accept the bill because the goods have not yet arrived. It appears to us that your Canadian firms show a lamentable want of discretion in not being able to judge when they are dealing with respectable people or not."

Following is the letter sent by a Kingston, Jamaica, bank to these merchants: Dear Sirs,—We have received advice our Toronto agents dated 16th instant that your draft on ——— for $80.76 negotiated by us on the 2nd idem. has been refused acceptance on the grounds, "goods not arrived."

"They further state that they are not expected for two weeks or more. Meanwhile they are holding bill for arrival of goods, and we shall be obliged if you will confirm their action in so doing."

Frank Menzie, of the F. F. Dalley Co., Hamilton, Ont., has returned from a three months' trip to the British West Indies.

W. H. Thompson, familiarly known as "Billy" with the F. F. Dalley Co., Hamilton, Ont., is home after an extended trip to the Southern States.

BE HONEST

with your customer and yourself.

NO ALUM

Magic Baking Powder

CONTAINS NO ALUM.

Do not hesitate to recommend Magic. It is a medium priced baking powder and the only well known one made in Canada that does not contain alum.

The reputation of Gillett's goods is sufficient guarantee of the superior quality of Magic.

Your profit will be more satisfactory in the long run, than on the poor, cheap kinds. Your customers will be delighted and orders will be repeated.

E. W. Gillett Company Limited

Winnipeg — Toronto, Ont. — Montreal

Food products that are produced in clean factories are best.

The Fresh Fruits are carefully selected

Their delicious flavor appeals to everybody

You should have them in stock.

Agents;
ROSE & LAFLAMME, Ltd., MONTREAL and TORONTO

One of the Good Sellers

CLARK'S OX TONGUE is liked by the whole household, young and old.

It is appetizing and rich in flavor.

Grocers can recommend it confidently.

"Paragon" brand in tins and "Inglass" in glass containers.

Wm. Clark - Montreal

Manufacturer of high-grade

—Food Specialties—

CHINESE STARCH

Quick Sales.
Satisfaction.
Large Profit.
No Dead Stock.

Get Prices

OCEAN MILLS
MONTREAL

MAPLE SYRUP!

Small's Maple Leaf Brand
is the Standard the world over.
CANADA MAPLE EXCHANGE
Montreal

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM *ESTABLISHED 1871*

Strength in Every Cupful

A Delicious Food and a Drink in One. A Cup of

Epps's Cocoa at Breakfast

Warms and Sustains You for Hours. As a Supper Beverage it is perfect.

Special Agents, C. E. Colson & Son, Montreal

Nova Scotia, E. B. Adams, Halifax. Manitoba, Buchanan & Gordon, Winnipeg

Train Load or a Bag

the quality of ANCHOR BRAND FLOUR does not vary.

Whether your purchase be big or little it will bring that satisfied feeling of having bought well. 9

Anchor Brand Flour

Manfd. by Leitch Brothers Flour Mills, Oak Lake, Man.

Regular Habits

spell success in every walk of life, and the regular habit of ordering

"White Lily" Brand Jam Jams

will assure success in the Biscuit side of your business.

"JAMJAMS" are a high-quality buscuit with jelly centre, in assorted flavors, and leave the grocer a good margin of profit.

Like all "WHITE LILY" BRAND BISCUITS, they invariably reach the retailer in crisp, fresh condition, and have proved great family favorites.

Other kinds specially recommended are:—

WHITE LILY
Cream Sodas,
Havelock Lunch,
Marshmallow, and
People's Fancy Mixed.
Write for prices.

J. A. Marven
Limited
MONCTON, N. B.

Good Profit For You From Quality Biscuits at a Salable Price

Is not such a proposition one that appeals to your business instinct? Well, it's just what we offer you in our extensive range. It costs nothing to get prices and samples—and we leave the rest to your very good judgment.

HOW ABOUT OUR O.K. SODAS? THEY ARE WINNERS!

The Canadian Biscuit Company, La Perade, Que.

The causes which lie behind Christie reputation.

For over half a century our whole efforts have been concentrated in the making of better biscuits.

We have paid no attention to any side issue—all the ability we possess and every hour of our experience has been utilized for the purpose of bettering Christie biscuits.

Every ounce of raw materials is selected and tested—the flour used is a blend of the best flours milled—butter, eggs, sugar and lard must all be high-grade table quality.

Our factory is the biggest, brightest and cleanest in all Canada. Our employees are all healthy and happy and imbued heart and soul with Christie ideals.

Christie ideals—that's the real source of Christie reputation. It's this constant effort to better the product of yesterday—this striving after excellence that has made the name *Christie* a household word all over the Dominion.

Are you making the most of Christie reputation?

Remember, *"Christie biscuits do sell more than biscuits."*

CHRISTIE, BROWN & CO., Ltd.

As we have entered the field for the manufacture of high-class pepsin chewing-gum under our brand of Y&S, which for forty years has been the leading brand of Stick Licorice sold in the United States and Canada, we beg to call the attention of the trade to the Y&S pepsin gum, a strictly high-class article containing only the finest ingredients. Y&S is the stamp of quality. We put up the following flavors: LICORICE, PEPPERMINT, WINTERGREEN, SPEARMINT. Order a sample box (assorted if required) from your jobber. There is no better gum made. Each piece wrapped singly 5 pieces to package. 20 packages to box.

National Licorice Co.
MONTREAL

FIRST AND STILL THE BEST

MADE IN CANADA

The McCaskey Credit Register System Does These Things:

- ¶ It eliminates book-keeping. (Copying and posting from one book to another.)
- ¶ It prevents forgotten charges.
- ¶ It prevents disputes with customers over their accounts.
- ¶ It is an automatic collector.
- ¶ It is an automatic credit limit.
- ¶ It proves your loss and helps collect your insurance, if your store burns.
- ¶ It draws new trade.
- ¶ Can you afford to be without it?

Dominion Register Co., Limited
Successor to The McCaskey Register Co. in Canada.
96-104 SPADINA AVE. - TORONTO, CANADA

NAIL THAT IDEA

It may mean $25 to you and this is your last chance

Please take notice that this is your last opportunity.

What we require is a catchy name for our line of high class chocolates, something distinctive, a word or phrase that will be absolutely our own, and apply to our goods only. You will probably have to coin a word. Do. But get busy at once.

Most grocers sell our chocolates, which are of first grade in the matter of quality. So everyone knows the goods. Our range includes the famous "Chocolate Bordo," which we originated. Suggested name must cover everything.

You have some idea in your head right now. Perhaps it's a winner. Post it to us immediately. Waste not another moment. Do not let it slip by you. You may win that $25. Somebody will.

Closing Date: April 25.

Announcement of Winner: June 3.

Address: "COMPETITION"

THE MONTREAL BISCUIT COMPANY

Manufacturing Confectioners

MONTREAL

By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Montreal Oat Product Market Lower this Week

Local Competition Stated to be the Cause—Flour Steady at Same Prices Quoted During Past Three Months—Wheat Market Will Likely Weaken Soon.

There is little change in the flour and wheat markets from last week, but the feeling in the latter is rather weaker. This is owing to the fact that there is more wheat still held by farmers than was estimated, and also to the favorable reports of the growing crops. At present there is nothing in sight upon which to base an argument for higher prices. Russia is still pouring out wheat, the extent of which has already surprised the world.

The flour market is dull as buyers are holding back, expecting to buy for less money.

In Montreal, owing to a local competition, a reduction has been made in oat products, the consumption is gradually decreasing with warmer weather.

MONTREAL.

Flour.—It is thought by millers that the present price of wheat is too high for present crop prospects and they prophesy a drop before long.

The quantity of flour on spot here is reported as over 50,000 bbls. in excess of this time last year. Prices are firm throughout.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 80
Glenora, bbl	5 30
Manitoba spring wheat patents, bbl	5 80
" strong bakers, bbl	5 30
Five Roses, bbl	5 80
Harvest Queen, bbl	5 30

Oatmeal.—Local competition has reduced prices all along the line in oatmeals. Fine oatmeal is down 17½c, with rolled oats showing a proportionate reduction. This situation cannot last, according to local dealers. Present prices are too low to allow of a fair profit.

Fine oatmeal, bags	2 20
Standard oatmeal, bags	2 20
Granulated " "	2 20
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
Rolled oats, bags	2 00
" barrels	4 25

TORONTO.

Flour.—The condition of the flour market is stubborn. There seems to be a hard pressure from both sides without being able to move it from its long resting place. While wheat yields triflingly to the manipulation of the wheat operator's, flour refuses to move.

Manitoba Wheat.

1st Patent	5 70
2nd Patent	5 30
Strong bakers	5 10

Winter Wheat.

Straight roller	5 10
Patents	5 30
Blended	5 30

Cereal.—While the market is fairly active there is no change in any lines this week. The demand for oat products is lessening, in consequence of the belief that oats are more 'heating' in warm weather.

Rolled oats, small lots, 90 lb. sacks	2 00
" " 25 bags to car lots	1 90
Rolled wheat, small lots, 100 lb. brls	3 10
" " 25 brls. to car lots	2 80
Standard and granulated oatmeal, 98 lb. sacks	2 25

FIRMS IN CEREAL MERGER.

A. G. Nesbit, managing director of the Investment Trust Co., Montreal who has charge of the cereal merger, known as the Canadian Cereal & Milling Co., states that the following firms are interested:

The Tillson Co., Tillsonburg; the Flavelle Milling Co., Lindsay; P. McIntosh & Son, Toronto; Walter Thompson & Son, London; Jas. Wilson & Son, Fergus; D. R. Ross & Son, Embro; Woodstock Cereal Co., Woodstock; Goldie Milling Co., Ayr.

These mills he says have a total capacity per 24-hour day of 2,350 barrels of oatmeal and rolled oats, 2,200 barrels of flour, 100 barrels of rolled wheat, 450 barrels of split peas, 155 barrels of pot barley, 350 tons of feed, and a total elevator capacity of about 700,000 bushels of grain.

TRADE NOTES.

Kenny Bros., grocery, flour and feed and crockery merchants, Parry Sound, Ont., have dissolved partnership, W. L. Kenny continuing.

H. O. Lee, grocer, Mount Pleasant, Vancouver, B.C., is erecting a handsome five-storey steel, stone and brick combined store, office and apartment building on the northwest corner of Broadway and Westminster Avenue, Vancouver, B.C. The cost will be nearly $100,000, and the store is planned to be modern in every way.

The advertising committee of the Board of Trade of St. John, N. B., has been sending out some attractive cards to the manufacturers, business men and citizens generally, with the idea of creating a greater faith in the development of the city. The card sent out last week contained this legend: "Every Dollar Spent for St. John Made Goods Helps St. John."

At a recent Retail Grocers' Association meeting held in an English city a new bonus scheme supposedly detrimental to the grocery business was told of by a member. The idea as he understood it, was that the grocer should give a halfpenny ticket with every tenpenny-worth of goods, and these tickets were to cover life and fire and sickness insurances for customers. The effect of this scheme would be that the grocer should tax himself to the extent of 5 per cent., and should pay for the insurances of his customers. He was informed that the scheme was to be started in the North of England at the beginning of next year.

There's always a big demand among campers and picnickers for a good Soda Biscuit!

Are you stocking

Mooney's "Perfection" Cream Soda

the kind that always reaches your customer in a crisp and fresh condition?

It's a line that never fails to satisfy, and leaves a good margin of profit.

They are pleasantly palatable and perfectly pure.

See to your stocks.

The MOONEY BISCUIT & CANDY CO., LTD. Stratford, Can.

Cox's Gelatine

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL

Canadian Agents:
C. E Colson & Son, Montreal
D. Masson & Co. "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorrie Mills, EDINBURGH

THE NEW FLAVOR

MAPLEINE

Better Than Maple

The Crescent Mfg. Co., Seattle, Wash.

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance

WRITE TO

P. POULIN & CO.

39 Bonsecours Market, - Montreal

WE SELL FEATHERS TOO

WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments Write us for prices. Phone order our expense.

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, MANAGER

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

LAMENESS from a Bone Spavin, Ring Bone, Splint, Curb, Side Bone or similar trouble can be stopped with

ABSORBINE

Full directions in pamphlet with each bottle. $2.00 a bottle at dealers or delivered. Horse Book 9 D free.

ABSORBINE, JR., for mankind, $1 a bottle, removes Painful Swellings, Enlarged Glands, Goitre, Wens, Bruises, Varicose Veins, Varicosities, Old Sores, Allays Pain.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.

LYMANS Ltd., Montreal, Canadian Agents.

Canadian Dishes

The make of Oval Wood Butter Dishes for this season is 3,500,000 but from present prospects it will have to be increased to meet the demand. For prompt delivery place your order with your dealer at once.

Graham Bros. & Co. Kinmount, Ont.

THE HODGSON GUM CO.

898 St. Lawrence St. MONTREAL

Makers of High Class Gums at Popular Prices. Write for Samples and Quotations.

We make special brands to order.

TRUMILK

An excellent full cream milk in powder form, suitable for tea, coffee, cereals, etc.

MILKSTOCK

A separated milk in powder form, perfect for all kitchen uses.

Both these products are guaranteed to be absolutely free from all chemicals, preservatives or adulterations of any kind, and are excellent articles for drinking purposes. *Always sweet, safe and pure.* Prices, profit, and any other information required, sent on application to

Canadian Milk Products, Limited

Sole Manufacturers

Head Office : MAIL BUILDING, TORONTO.

FOR QUALITY

GEO. KEMP, LTD.
LONDON, ENGLAND.

SUPPLIERS TO THE BRITISH GOVERNMENT

Dainty Novelties
Splendid Selling Lines

KEMP'S BISCUITS

YOU MUST STOCK THEM

Send your name and address for samples and Export Price List.

SOLE EXPORT AGENTS

H. COLLINGS & CO.

16 Philpot Lane, E.C. London, Eng.

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON

Pot and Pearl Barley
Split Peas and Feed

John MacKay, Limited

BOWMANVILLE, - ONTARIO

SUCHARD'S OOOOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

W. H. ESCOTT

WHOLESALE

Grocery Broker

141 BANNATYNE AVENUE

WINNIPEG

COVERING

MANITOBA and SASKATCHEWAN

CORRESPONDENCE SOLICITED

When writing advertisers kindly mention having seen the advertisement in this paper.

What's In a Name

MAYBE, Brother Grocer, you think there isn't so much of a muchness in the naming industry.

But, if you made a FAMILY FLOUR *as good as you knew how* without thought of men or money—first you'd christen it, like any other legitimate offspring.

Just to show it was—er—your own make, so to speak.

You'd even stay up nights, maybe—same as us, to coax the divine though fugitive spark of inspiration.

It's no joke to name a brand, Brother Grocer.

For, you see, you'd want a nice, catchy name, something suggesting the queen of flowers—the Rose, its purity, fragrance, freshness, all that is desirable, suggestive.

Because, being a student of human nature, you have a kind of hunch re the inner workings of the home purchasing agent's mind, commonly called the housewife.

Flours and *flowers* somehow seem kith and kin.

What bears the name of a cherished friend is immediately invested with all his very best qualities.

Which seems good enough for Madam.

Then you'd likely pick out a title both short and sweet, concise, expressive, that would "sound nice," that would haunt the memory.

Ten to one, Brother Grocer, if you had thought of it before we did, you might have called it FIVE ROSES, too.

The story goes that it comes from the Old Country, this title of FIVE ROSES, the land of the titled folks, you know.

Like to hear?

There is a wondrous variety of beautiful white rose, peerless for purity of aroma, delicacy; immaculate of color, the very sweetest that grows.

Grows only in those rare old-style English gardens, about which young writers rave about when they wax poetical and need the money.

And they call this queen of all dainty roses—*"The Five Sisters."*

And years ago when we first started making good flour, we made it so very good that our friends across the briny, mindful of the name, called their first lot—"FIVE ROSES," and have been asking for *more and more* FIVE ROSES ever since.

We fell in love with the name and its associations, liked it as much as they liked the flour—and we called our best efforts FIVE ROSES, too.

What's in a name?

When it means *sincere and certified value,* Brother Grocer, it means *everything.*

It is a *force* or a *farce,* just as the users choose to make it.

The name was made for FIVE ROSES, but FIVE ROSES has made a name for itself—a name full of selling force, don't YOU think?

And we *will* live up to it, Brother Grocer.

Never fear.

LAKE OF THE WOODS MILLING COMPANY, LTD.
CANADA

Figures Profits on Invoice Cost Plus Freight

This Merchant Claims They Should Not be Calculated on Invoice Cost Alone—Expense of Doing Business Ought to be Figured on Turn-over—A Handy Table for The Grocer.

"The old way of conducting a business," states a retail merchant, "was to take the cost of the goods as per the invoice and mark them with all the profit added that the judgment of the retailer thought the articles would stand. But in the business of to-day, with lower percentages of profit, he must figure more accurately in order that at the close of inventory the books show a profit and not a loss.

"There are several ways of figuring profit. First, you must have a base representing cost. Most business men, I think, figure this base as representing the invoice cost with freight added, making the costs of goods delivered in the house. After this is done, you must classify the different articles. Those staples that turn themselves several times a year are placed on one percentage, another line of articles on another, and so on throughout the entire stock.

"As an illustration, take the staple line that you expect to make pay a net profit of, say, 10 per cent. and get the selling price. Now, you must consider shop or selling cost. This, of course, varies with each business house, but for our convenience we will assume that the average is 15 per cent. Then, if you take the 15 per cent. house cost and 10 per cent. profit and mark your goods with 25 per cent. of cost, added to the cost of goods, can you have a net profit of 10 per cent. added to your profit account?

"Most grocers figure the shop cost on the basis of total sales, and the expense of doing business for the year. In order to secure a 10 per cent. net profit with a 15 per cent. shop cost, you should add 33 1-3 per cent. to the cost of the goods in order to obtain the desired result.

"There is a division of opinion as to whether the percentage of profit should be figured from the cost or the selling price of the goods. You will note that it makes a difference. For instance, 100 per cent. of the cost price equals only 50 per cent. of the selling price, and 50 per cent. of the cost price equals 33 1-3 per cent. of the selling price.

"It is my opinion that the base should be the cost of the goods delivered in the shop. In order to obtain the desired profit you should change the ratio and not the base. For instance, if you desire a profit including shop cost of 10 per cent., add 11 per cent.; if 15 per cent., add 17 per cent.; if 20 per cent. add 25 per cent.; if 25 per cent., add 33 1-3 per cent., and so on, always changing your ratio, but retaining the same selling base. In this way you estimate your profit from the selling price of the goods, on which you have based your percentage of cost to carry on your business, or the house cost.

"We, in the conduct of our business, should figure our profit from the total sales or selling price, by using the cost of goods as a base and changing the ratio of percentage to secure the proper amount of net profit.

"The following table will be found of value in figuring profits:

p.c.		p.c.	
5 added to cost is		4¾ profit on selling	
7½	"	7	"
10	"	9	"
12½	"	11⅛	"
15	"	13	"
16 2-3	"	14½	"
17½	"	15	"
20	"	16 2-3	"
25	"	20	"
30	"	23	"
33 1-3	"	25	"
35	"	26	"
37½	"	27	"
40	"	28½	"
45	"	31	"
50	"	33 1-3	"
60	"	37½	"
65	"	39½	"
66 2-3	"	40	"
100	"	50	"

THERE ARE MANY HELPFUL THINGS.

In remitting for his renewal to The Grocer, W. Watts, Brandon, Man., writes: I like The Canadian Grocer very well, and find many helpful things in it for the trade.

Tell Your Customers That:

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When out never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

None Equal. Insist upon McDougall's.

There IS a difference.

D. McDOUGALL & CO., Glasgow, Scotland

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

TANGLEFOOT

The Original Fly Paper

For 25 years the Standard in quality

All others are Imitations

Black Watch

The Big Black Plug Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade

Everything About—

Wonderful Soap

Will show you that it is the Washday Wonder Soap. The Friend of the Household.

The packing, the make-up and the quick sales have made it the friend of the grocer.

We Have a Proposition to Offer You

One that will work to our mutual advantage. It isn't a long story, but it will prove an interesting one. Write for particulars.

The Guelph Soap Co.,

GUELPH, : : ONT.

TORONTO AGENTS:

MacGREEGOR SPECIALTY CO.

There's a Grocer

in not half as big a way of business as you are who finds his tobacco counter just about the most profitable one he has. And the secret of it is he features

7-20-4
CIGARS

"7-20-4" is a well-made cigar, of choice leaf and delicate aroma, which sells at a popular price and yields a good profit.

Ask any man who handles them. He'll tell you.

The Sherbrooke Cigar Co.

Sherbrooke, Que.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

PINEAPPLES

Our first car arrives this week and will be able to look after all orders.

Have two cars Florida Tomatoes, fancy and choice, also lots of Oranges, Lemons, etc.

Louisiana Strawberries, California Asparagus, Florida Celery, Bananas, etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO
Carload Importers

IT'S

more difficult of explanation why a few grocers still pass by

"St. Nicholas"
and
"Home Guard"

than why an ever increasing majority handle them to the exclusion of all other brands, because there is not as much unsalable fruit in a carload of St. Nicholas as you may sometimes find in a single box of some other brand.

Do you want to make your Lemon Business pay?

J. J. McCABE
AGENT
32 Church Street, Toronto.

Large Quantities of Fresh Vegetables Arriving

Toronto Distributors Get About a Car Load of Tomatoes Per Day—Navel Oranges Higher — Big Losses in Apples — Fish Prices a Little Easier.

MONTREAL.

Green Fruits—Most fruits are slow in sale at present. Oranges are selling well, however, and navels are 25c higher.

Strawberries are scarce and are quoted at 55c for the better grades. Otherwise there is little change.

Apples—			Lemons—		
Baldwins, bbl		3 50	Sicily bitters, box	1 75	2 25
Greenings, bbl		4 00	Oranges—		
Russets	3 50	4 25	Floridas		3 00
Kings, No. 1		4 00	California navels	3 00	3 25
Spies, per bbl		5 00	Porto Ricos		2 50
Tallman Sweets		3 00	Mexicans		2 25
Bananas crated, bunch		2 25	Sicily bitters, box	2 25	3 00
Cranberries, bbl.	6 00	10 00	Jamaica, bbl		4 50
Cranberries, per bushel box	1 50	2 00	Pineapples—		
Cocoanuts, bags		4 25	Floridas, case		5 00
Grape fruit—			Strawberries—		
Florida, box		4 75	Florida, qt.	0 50	0 55
Grapes, Almeria, per keg	5 00	7 00			

Vegetables—The grade of asparagus now on the market is much better than the earlier arrivals. It is quoted at $16 per crate, two dozen to the crate. Sales have been light in all lines, though they are expected to improve with the warm weather. Prices are still holding, but show signs of weakness. Egyptian onions are on the market at 2¼c per lb.

Asparagus, doz.		8 00	Spanish, cases 150 lbs.		3 50
Beets, bag	0 40	0 75	Spanish, ½ cases	1 50	1 75
Carrots, bag	0 40	0 50	Potatoes—		
Cabbage, bbl	1 00	1 25	Montreal, bag	0 60	0 70
Celery—			Sweet, per bbl	2 50	3 50
California, crate		5 50	" basket		1 75
Florida, crate		2 75	Parsley, dozen	0 30	0 60
Cauliflowers, crate		5 50	Parsnips, bag	0 75	0 80
Cucumbers, doz		2 50	Radishes, dozen bunches	0 50	0 75
Garlic, per lb		0 15	Rhubarb, doz.		1 25
Green Peppers, basket		0 85	Spinach, bbl	3 00	3 50
Lettuce—			Tomatoes—		
Montreal, box	0 50	0 60	Floridas, crate		4 50
Imported, box		2 50	Cubans, crate	2 25	2 50
Mushrooms, lb	0 50	0 75	Turnips, bag	0 50	0 75
Onions—					
Egyptian, lb		0 02½			
Red, per bag		1 50			

Fish—This market was flooded last week with all kinds of fresh river fish which had the effect of reducing the demand for sea fish. As the market at this time of the year has only a limited absorbing capacity, the prices all round have been easy and rather inclined to be lower. Demand for bulk oysters is decreasing proportionately with the warm weather. As this year warm weather came on so early, trade has lost a good deal by it.

FRESH

Shad		0 25	Mullets		0 05
Dore		0 10	Haddock		0 04
Pike		0 08	Halibut		0 10
Perch		0 07	Bullheads		0 10
Steak cod		0 05	Carp		0 06

FROZEN

Codfish	0 04	0 04	Mackerel		0 08
Dore, winter caught, per lb		0 08	Pike		0 06
Haddock		0 04	Salmon, B.C., red,		0 10
Halibut, per lb		0 10	Gaspe salmon, per lb		0 18
Herring, per 100		1 00	Smelts, 10 lb. boxes		0 07
Market cod		0 04	Whitefish, large, lb		0 09
Steak cod		0 05	Whitefish, small		0 07

SALTED AND PICKLED

Green cod, No. 1, bbl	6 00	6 50	Salmon, B.C., red, bbl		15 00
Labrador herring, bbl		5 00	" " pink, bbl		13 00
" " ½ bbl		2 85	" Labrador, bbl		18 00
Labrador sea trout, bbls		11 00	" " ½ bbls		9 00
Labrador sea trout, half bbls		6 00	" " trcs., 300 lb		25 00
No. 1 mackerel, pail		2 00	Salt eels, per lb		0 07
" " ½ bbls		9 00	Salt sardines, 20 lb. pls		1 00
No. 1 pollock, bl		4 00	Scotch herring, bbl		6 50
			" " keg		1 00
			Holland herring, bbl		5 50
			" " keg		0 75

SMOKED

Bloaters, large, per box	1 00
Fillets, lb	0 10
Haddies	0 07
Herring, new smoked, per box	0 13
Kippered herring, per box	1 00

SHELL FISH

Shell oysters, bbl	10 00
Lobsters, live, per lb	0 18
Oysters, choice, bulk, Imp. gal	1 30
" Selects, Imp. gal	1 5
" "Sealshipt," standards, per Imp. gal	1 75
" " select, per Imp. gal	2 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c.	per lb.
Shredded cod, per box	1 80
Skinless cod, 100 lb. case	5 50

TORONTO.

Green Fruits—The apple season is pretty well over and on the whole it was a disastrous one to the dealers. Lots of apples are still on hand and are looking for buyers, while many fall prey to the relentless scavenger. That this is a total loss at the country's expense must be admitted and it is up to the proper authorities to look into the matter with a view of preventing a repetition of the same trouble. There are many things connected with our apple industry which are not right, and which should be corrected before another crop has to be handled. The farmers got the best of it this year, and many of them were paid for good fruit which they did not supply. Educational work should be done to save this tremendous loss. Oranges are firm and from 30 to 40c a case higher in the primary markets. The quality now is excellent, but on account of the damaged fruit, some retailers have still some old stock on hand which they are trying to sell to save themselves from loss. There is no change in strawberries this week, they are still coming from Louisiana in small boxes at 12½ to 13c.

Apples	1 00	4 00	Floridas	2 50	2 75
Bananas	1 75	2 00	Mexican	2 00	2 25
Cranberries, bbl	6 25	6 50	Valencia	3 50	3 75
Cocoanuts, sack		4 00	Jamaica, barrel		4 25
Grapes, Almeria per keg	6 00	6 50	Marmalade, Seville, per cbest		3 00
Grape Fruit—			Sicily bitter, box		2 50
Cuban	2 25	2 50	Pineapples, case	4 25	4 75
Florida	4 00	4 25	Strawberries—		
Lemons—			Louisiana, box.	0 12	0 13
Sicily	2 50	2 75			
Oranges—					
California navels	2 75	3 00			

Vegetables—Some idea can be formed of the quantity of vegetables used in Toronto from the fact that it takes about a car of tomatoes a day to supply the demand, and the rapid increase in consumption can be understood when it takes ten times as much now to go round as it did five years ago. Celery is another article which is largely used and to meet the demand it requires several car loads

a week. The market is well supplied with all kinds of vegetables, which arrive in splendid condition.

Asparagus, bunch	0 65	0 70	Valencias, new, crate	3 00	3 25
Beets, bag		0 90	Spanish	3 50	3 75
Beets, new, doz.		0 75	Green, per doz.	0 50	0 60
Beans, green in qt. boxes		0 25	Spanish, ½ cases		1 50
Cauliflower, doz		2 25	Parsnips, bag	0 85	0 90
Cabbage, Canadian, dozen	0 35	0 40	Potatoes— Canadian, bag	0 50	0 55
Cabbage, Can., per barrel		1 50	Bermuda, new, per barrel		8 00
Cabbage, new, brl.		3 00	Sweet, hamper	1 25	1 50
Carrots, bag	0 65	0 75	" barrel		3 50
Carrots, new, dz		1 00	Parsley, per doz bunches		0 70
Celery, Canadian, dozen	0 30	0 35	Radishes, doz.	0 35	0 40
Celery, Florida	2 00	2 50	Rhubarb, doz.	0 75	1 00
Cucumbers, doz.		2 50	Spinach, hamper		0 60
Lettuce, hamper		2 50	Tomatoes, hot house, lb		0 25
Lettuce, per doz		0 30	Tomatoes, case of 6 baskets	3 00	3 50
Mushrooms, lb.		0 90	Turnips, bag		0 40
Onions— Canadian, bag	1 00	1 25			

Fish—Fresh caught fish are still scarce, and as the contract season begins May 1st the fish trade is in a sort of go-as-you-please condition which is likely to last during this month. The first car of fresh caught halibut arrived from the coast and this will be repeated regularly during the summer. Whitefish and trout are selling at luxury prices.

FRESH CAUGHT FISH

Halibut		0 10	Steak cod		0 08
Salmon trout		0 12	Perch		0 10
White fish	0 15	0 17	Haddock		0 07½

FROZEN LAKE FISH

Goldeyes		0 06	Pike		0 06
Herring, Lake Superior		0 04	Trout		0 10
Pickerel, blue		0 05½	Whitefish, fresh caught	0 15	0 17
Pickerel yellow		0 09	Perch, fresh caught		0 10

OCEAN FISH (FROZEN)

Herring, per 100	1 75		Salmon, pink, per lb		0 09
Mackerel, each		0 20	" red		0 10
Smelts, No. 1		0 08	" sea dressed		0 13

SMOKED, BONELESS AND PICKLED FISH.

Acadia, per crate	2 40		Fillets, per lb		0 14
" tablets, box	1 60		Haddie, Finnan		0 09
Bloaters, per basket		0 90	Herrings, Digby, bndle		0 60
Codfish, shredded, box	1 80		Herrings, Imported Loch Fyne, per kit		1 50
" Bluenose, "	1 40		Kippers, per box		1 25
Cod steak, per lb		0 07	Quail on toast, per lb		0 05½
Cod, Imperial, per lb		0 05			
Ciscoes, per basket	1 25				

Last week saw the end achieved that many of the French business men of Sherbrooke, Que., have been working for —the establishment of a Chambre de Commerce. Sherbrooke is largely indebted for this to Victor Archambault, wholesale grocer, of that city. For some time past he has been working toward this, and is to be congratulated on his success.

Early Vegetables

Straight carloads are now coming of all the Early Vegetables, and prices are down. Our big outlet enables us to ship fresh goods all the time.

When You Want the Best, Come to Us.

Spinach, Cabbage, Beans, Beets, Carrots, Radishes, Green Onions, all packed in hampers or crates.

Fancy Ripe Tomatoes are cheaper. Are you handling them? There's money in it!

WHITE & CO., Limited

MAIN 6565 **TORONTO** **and Hamilton**

FANCY

RIPE PINEAPPLES / FLORIDA TOMATOES / BANANAS

FRESH LETTUCE / RADISH / RHUBARB / GREEN ONIONS

Finest Oranges and Lemons

HUGH WALKER & SON

(Established 1861) **GUELPH, ONTARIO**

A Little to Learn——A Lot to Know

This beautiful Spring weather diverts our minds to November Cut Lemons. Our brands are on the market in both Fresh Cut and November Cut Lemons. Your best interests will be served by asking for Buster Brown, Hiawatha or Lord Beresford. These brands are undoubtedly the best and most uniform pack of Lemons imported by the anadian Wholesale.

FRATELLI FOLLINA
PALMERO, MESSINA, Packer

W. B. STRINGER
Canadian Agent, Toronto.

DAMAGE OF OVER $60,000.

Heavy Loss as a Result of Fire in Premises of Salada Tea Co. at Toronto.

Toronto, April 14.—Fire in the premises of the Salada Tea Co., early this morning, caused damage to the extent of over $60,000. Of this $58,000 is represented by the stock, which is set down as a complete loss, due to a combination of fire, smoke and water. The fire started on the ground floor. While it was confined to a small section, and did not even break through the first ceiling, smoke filled the whole building and is responsible for the big share of damage done.

By Tuesday at noon painters and whitewashers were at work in order to get out the smoky smell which permeated the building. The machinery and fixtures were not touched by the fire and operations are already being resumed.

A peculiar feature of the blaze was the fact that a large number of empty boxes nested inside one another, and packed closely together, to the rear of the floor where the fire started, checked the flames rather than aided them. The building would have been entirely destroyed but for the alertness of the firemen.

The loss is entirely covered by insurance, there being $58,200 on the stock alone. The origin of the fire is a mystery.

TRADE NOTES.

Milton B. Hibbard, Welland, Ont., has purechased a grocery business in Hamilton.

J. W. Bridgett, late of Hamilton, Ont., has opened a general store at Grand Valley.

The grocery store of W. C. Benson, Saskatoon, Sask., has been sold to Whitten & Richardson.

SEPTEMBER
CHEESE

We can offer the grocery trade *rich full cream* colored cheese, September goods.

Quotations on request

Fisher Produce Co.
76 Colborne St., Toronto

CUSTOMS HOUSE SALE

The subscribers are instructed by R. S. White, Esq., Collector of Customs for the Port of Montreal, to sell by

PUBLIC AUCTION

at the Examining Warehouse, 65 Common St., Montreal, on Monday, April 25th, 1910, and following days

the following goods, as per catalogue, and contained in the above premises:

1—Duty-paid goods to December 31, 1909.
2—Collector's Order to December 31, 1909.
3—Goods from Store.
4—Express Unclaimed Goods to December 31, 1909
5—Freight Unclaimed Goods to December 31, 1909.
6—Goods over five years in Bond.
7—Seizures.

TERMS : CASH

A deposit of 10 p.c. will be required on the adjudgment of each lot.

SALE AT 10 O'CLOCK A.M.

MARCOTTE FRERES, Auctioneers.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON
"GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

BASKETS

You can make money as well as oblige your customers if you handle our

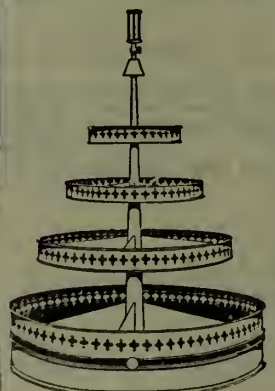
Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

Lemon Bros.
Owen Sound, Ont., and Sault Ste. Marie
Wholesale FRUIT, FISH and PRODUCE
Commission Merchants, and
Dealers in HIDES, WOOL and RAW FURS

TRY LEARD'S LOBSTERS
and CANNED CHICKEN
Write for Prices
W. A. LEARD
Summerside, - P.E.I.



Increase Your Sales and Profits on Vegetables

¶ You can do both with our **Vegetable Display Stand**, because it not only reduces spoilage of vegetables and green truck, but makes them look so attractive they almost sell themselves. When writing to us state whether you have a city water supply.

GALESBURG CORNICE WORKS
93 Cox Street, Galesburg, Illinois

INDEPENDENT ORANGES

Are all those that have not the reputation of "flirting with the sun." The market for those Independent brands is improving every day, and to help things along the Orange Market generally has improved—in fact, everything points to a very strong Navel Market for the remainder of the season. It will pay you to buy liberally, at once, of those Independent Packs of Oranges—you'll be money ahead to get in Oranges right away. Also get some spoons and show cards, they all help, and they show you a little profit of themselves. Ask any jobber included in last week's edition of The Grocer, to which you may now add Stronach & Son, Toronto.

Independent California Orange Brokers of Toronto

32 CHURCH STREET - - TORONTO

Quick Moving Stock

is the only kind worth your while. A line that will move "eventually" is no line for you. That's why you should specialize on

Queen Quality Pickles

Sweet Mixed Chow

This line is a rapid and constant seller at a fair price and profit.

We exercise great care in manufacture, always keeping *quality* to the front.

Queen Quality Pickles are packed in 10 and 20. oz. bottles.

We'd like to quote you. Write us.

TAYLOR & PRINGLE Co., Limited

OWEN SOUND, ONT.

BRUNSWICK BRAND
BREAKFAST DELICACY
HERRINGS in TOMATO SAUCE
CONNORS BROS
BLACK'S HARBOUR N.B. CANADA
DIPLOMA AWARDED ST JOHN EXHIBITION 1913
THEY SHOULD NOT BE LEFT IN THE TIN AFTER IT IS OPENED

Fortify Your Position as a Grocer

by adding a line of Canned Fish Goods that has "made good." There is nothing you handle that will add to your reputation for good or ill like the canned goods you stock. Your outlook is bright and your future is assured if you stock

Brunswick Brand Sea Foods

the brand that spells "quality." See that you have a full range on your shelves.

CONNORS BROS., Limited
Black's Harbor, N.B,

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

An Ideal Relationship with the Store Customers

Halifax Correspondent Suggests Trade Intercourse With the Farmer and Laborer—This to be an Offset to the Mail Order House—Maintains That Open Meetings Should be Held to Bring About Better Conditions.

By J. K. L.

While it is claimed that the large mail order houses are a serious obstacle in the natural growth and development of the country, it is true that they are waking up the ordinary retailers to study proper and fair relations between themselves and their customers.

As long as the farmers and the working people do not take more interest in their immediate surroundings than they do in the far off centres, they will naturally give no preference to their own towns. Here is where the duty of the town merchant comes in, and if the merchants will work to meet this higher plane of business relationship they will find that the people will support their own towns to a large extent.

Some years ago when new conditions were developing, the merchants were finding out that in order to protect themselves, it was necessary to work unitedly. Through this movement a great deal of good has been accomplished. Various evils have been obliterated by legislation, and some attempted injurious legislation defeated. But the greatest good has come from creating a better acquaintance and a more friendly feeling among merchants.

They have learned that it was not necessary to be enemies because they happened to be in the same line of trade. They learned, as well, that it did not pay to be trying to put one another out of business, but that they could derive much benefit and help from each other by working together as neighbors should do.

Would Like Open Meetings.

This initiative work, however, has opened the way for another step much larger and broader in character. It is now found necessary that not only the merchants meet and exchange ideas pertaining to their own particular trade, but that something must be done to cultivate a closer relationship between the retailer and his customers, and to arouse a greater interest in the building up of the towns and the entire neighborhood. Instead of the merchants holding their meetings for themselves, the farmers attending their institutes, and the labor people their conferences, the merchants should hold open meetings, and invite the general public ta attend and take part in the discussions.

After several subjects have been thoroughly thrashed out, committees should be appointed, consisting of all classes, to adjust difficulties, and arrange methods and plans for the general good of the entire community.

To make these meetings all the more interesting, an outside speaker who is well versed in trade subjects could be procured to take the lead in the discussions.

Merchants cannot expect the farmers to deal with them and support them if they take no interest whatever in their affairs. Merchants should interest themselves in goods roads, securing farm help, advising farmers how to prepare their products to meet the market requirements, etc., and if they do this, which is nothing more than their duty, and two their own advantages, they will do more to check the enormous drain in the country through the mail order houses than by anything else.

This seems to be the only natural way to cope with this question. It would lift the trade to a higher level, and it would interest all to boost the town and its neighborhood, and make each feel that he is an important cog in the machinery wheel and part and parcel of the entire social fabric.

THE OFFICIAL INVITATION.

Urging Retailers to Attend Convention of The Wholesale Grocers' Exchange.

Toronto, April 14.—A circular letter has been sent out by the secretary of the grocers' section of the R.M.A., calling a convention of retail grocers for Ontario to be held in Toronto on Tuesday, April 26th and 27th. The officers of the provincial committee of the Grocers' Section of The Retail Merchants' Association of Canada under whose auspices the convention will be held are: M. Moyer, chairman, Toronto; F. W. Ford, 1st vice-chairman, Ottawa; J. O. Carpenter, 2nd vice-chairman, Hamilton; T. Nappy, treasurer, Brockville; E. M. Trowern, secretary, Toronto.

The letter reads as follows: Dear sir,—You are possibly aware that the wholesale grocers of the Province of Ontario are holding their annual convention in Toronto on April 25th, 26th, 27th and 28th, in the King Edward Hotel. They are desirous of meeting the retail grocers and the manufacturers of the province on Wednesday, April 27th, and they have extended to us a hearty and cordial invitation to be present.

We believe that it will be in the best interests of the entire grocery trade to hold this joint meeting, and our executive have accepted their invitation, and we want every retail grocer who can attend to be present. In order, however, that the retail grocery trade should secure as much benefit as possible out of the joint meeting of retailers, wholesalers and manufacturers, it will be necessary that the retail trade should have the day previous, viz., Tuesday, April 26th, in which we can meet and decide among ourselves as to what resolutions we should present to the joint meeting that will be of the greatest benefit to the trade.

You are therefore urgently requested to interest the retail grocers of your town and have as many as possible present, or have at least your town represented by one retail grocer at both meetings.

The first one to be held in Toronto on Tuesday morning, April 26tth, in our Board Room, at 21 Richmond St. W., at 10 o'clock, and then, after the session has been completed, we will adjourn from this meeting, and upon receipt of a voucher of admittance, we will attend the meeting of the wholesale grocers at the King Edward Hotel on Wednesday morning, April 27th, 1910, at 10 o'clock.

This is the first opportunity in the history of the retail grocery trade that the retail grocers have had an opportunity of meeting the wholesalers and manufacturers for the purpose of having a heart to heart talk, whereby we can make suggestions for trade improvement that cannot be done in any other manner. Too much stress cannot therefore be laid upon the fact that it is absolutely necessary that every city, town and village in the province should be represented. If you cannot all come, we want you to be sure and have your delegate answer the name of your town, when the roll call is made. We want a grand rally of retail grocers so as to show by our numbers that we are interested in our trade and to impress upon the wholesalers and manufacturers that the time has arrived when our trade should be placed upon a higher and better plane.

We are sending only one letter to one retail grocer in a town and we have selected you to convey this invitation to the other retail grocers, and if you find it impossible to give it your personal care, which we hope you will not, will you please place it in the hands of a fellow retail grocer who will give it his close and devoted attention, so that we will have a rousing convention. This will be a business meeting for business men, and when your delegate or delegates return they will take back with them information that they can impart to their fellow grocers for trade improvement that it is impossible to explain in a circular letter, and they will be inspired and benefited after having exchanged views with the brightest and best minds in the grocery trade.

Arrangements have been made with all the railways for convention certificates which you will please ask for when you are buying your ticket.

Please send us the name of your delegate or delegates as early as possible so that we can complete all our arrangements, and oblige.

"Epicure" Brand Lobsters

are guaranteed to be finest fish, selected with great care, and packed so as to retain the delicious natural flavor of the lobster. To satisfy particular trade this is the brand to buy. Quality ever uniform.

Owing to Probable Short Pack Early Buying is Advised.

C. H. MITTON
PORT ELGIN, - N. B.
Sole Packer.

It is a Genuine Satisfaction

CCC
Norwegian Canned Goods

to sell an article with a guarantee behind it.
Are you stocking

Concord Norwegian Sardines?

The brand with a guarantee on each tin. The extra care taken in the packing of these sardines preserves their natural delicate flavor in a remarkable manner. There is an extra cover for use after the tin has once been opened.

This high-class sardine will appeal strongly to your better-class customers. Send your order to any wholesale grocer.

AGENTS:

R. S. McIndoe, Toronto. A. H. Brittain & Co., Montreal. W. A. Simonds, St. John, N. B. Watson & Truesdale, Winnipeg. Radiger & Janion, Vancouver and Victoria, B. C.

SUNKIST ORANGES

SUNKIST LEMONS

FRUIT FACTS

We grow sixty per cent. of all the Oranges and Lemons shipped from California.

We use the name of the California Fruit Growers' Exchange in preference to our individual names as a convenience in doing business with the trade.

This large volume of business under one name also gives us better facilities in shipping and disposing of our products.

We can also grade our stock much better, thus giving the jobber and retailer a more even supply of selected fruit.

This large volume allows us to ship entire train loads, which come unbroken to their destination, thus giving us a faster time schedule than can possibly be obtained by individual shippers.

All these special facilities of growing, packing and shipping add no extra cost whatever to the jobbing or retail trade. We add no premium for these advantages when disposing of our fruit.

Our present advertising campaign to increase the consumption of California Oranges includes the offer of a "Rogers" Orange spoon for 12 cents and 12 SUNKIST wrappers; the stamps and wrappers to be mailed to our Toronto Office. We have taken the burden of attending to this correspondence ourselves, so that we may relieve the jobber and retailer of detailed troubles. These spoons bear the stamp and carry the guarantee of the Wm. A. Rogers Company, the largest and most responsible manufacturers of high-grade silverware in the world. Their name itself is an assurance of absolute quality and permanent value.

In purchasing SUNKIST Oranges and Lemons you are positive of the best grades of the best fruit grown; you are assured of fruit packed in the most hygienic manner by the most approved methods and shipped to points of distribution by special fast freight, thus reaching you at the earliest possible moment after leaving the orchards of California.

The California Fruit Growers' Exchange

CANADIAN BRANCHES:

Toronto Winnipeg Calgary Montreal

Classified Advertising

ADDING MACHINE.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

AGENTS WANTED.

AGENTS WANTED IN CANADA by Mancheater Manufacturer of Bottled Jams. An attractive line that should sell well. Address—Duerr & Sons, Old Trafford, Manchestar. (tf)

A LONDON HOUSE of first rate importance is desirous of introducing their widely celebrated Teas and other Goods throughout the Dominion. Responsible firms with sound connections, employing good staff of travelers covering the whole of Canada and British Columbia are requested in first instance to communicate with W. 243, c/o T. B. Browne's Advertising Offices, 163 Queen Victoria Street, London, E.C., England. (17p)

BUSINESS CHANCES.

FOR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover $20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

COUNTER CHECK BOOKS.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

FOR SALE. Well established Grocery, Provision and Crockery business in one of the best towns in Eastern Ontario, population over 5,000, large corner brick store, splendid location, turnover last year over $22,000 and business growing. Excellent farming country, controls several good agencies for the town, stock in first-class condition and bought right, stock being kept up and business going on as usual, expenses light, building can be purchased or rented. No cutting of prices but all goods sold at a reasonable profit. Good reasons for selling. If you contemplate buying, address Box 340, CANADIAN GROCER, Toronto, at once and receive full information. (17)

FOR SALE—Stock and fixtures of Hy. Poehiman, grocer, Collingwood, at hundred cents on the dollar. Fixtures at valuation. Capital required $2,500 to $3,000. Progressive paying cash business. Proprietor leaving to engage in wholesale fruits and provisions. Good corner, centrally situated on Main St. Public weigh scales. Handy and well equipped, with cellars, hoist and self-measuring tanks, etc. Possession June 1st or sooner.

CASH REGISTER, Nickel-plated, registers one cent to $20, perfect condition. Bargain price, $50. The R. O. Smith Co., Orillia. (17)

MALE HELP WANTED

WANTED—At once, first-class catsup maker. Give references and full particulars. Box 64, Hamilton, Ont. (tf)

MISCELLANEOUS.

ATTRACTIVE fixtures sell your goods. Walker Bin Fixtures and Show Cases prove invaluable in economising store space, and by compelling custom, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. Walker Bin and Store Fixture Company, Ltd., Berlin, Ont.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

MISCELLANEOUS.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

FOR FILING PAPERS, LETTERS and Vouchers, fastening bulky envelopes or backing statements, the ACME No. 2 Binder is indispensable in every store. Penetrates the thickest paper and perforates and binds in one operation. For sale by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limitad, 98 King St. W., Toronto, Ont. (tf)

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

RELIABLE AGENTS WANTED to sell London manufactured "Home Made Brand" Pickles, Sauces, etc. Quality good, prices low and command ready sale. Old established firm. Apply "Onions," c/o CANADIAN GROCER, 88 Fleet St., E.C., London, England. (14)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by Installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

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SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

THE NATIONAL CASH REGISTER CO. guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

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YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

$75 buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit: Acme Duplicating Machine, one tubular stand fitted with type cases, compartments plainly lettered and arranged like universal keyboard of the standard make of typewriters, one drawer for accessories and forms, 20 lb. font of typewriter type, one chase, one Acme ribbon any color with typewriter ribbon to match, one pair tweezers, two quoins, one key, one oil can and one set of regleta. Sold with a guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Halner Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

TECHNICAL BOOKS.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 5 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-dozen	10c.	$0 85
3-dozen	6-oz.	1 75
1-dozen	12-oz.	3 50
3-dozen	12-oz.	3 40
½-dozen	2½-lb.	10 50
¼-dozen	5-lb.	19 80

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 dozen	5c.	$0 50
4 "	4-oz	0 75
4 "	6 "	1 00
4 "	8 "	1 30
4 "	12 "	1 80
2 "	12 "	1 85
4 "	16 "	2 25
2 "	16 "	2 30
1 "	2½-lb	5 00
1 "	5-lb	9 50
2 "	6-oz }	Percase
1 "	12 " }	$6 00
1 "	16 " }	

ROYAL BAKING POWDER

Size.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams	Per doz		Per doz
		Peach	1 80
		Pear	1 70
Strawberry	1 90	Jellies	
Raspberry	1 90	Red currant	2 40
Black currant	1 80	Black currant	2 40
Red currant	1 80	Crabapple	1 70
Raspberry & red currant	1 80	Plum	1 70
		Grape	1 70
Raspberry and gooseberry	1 80	Marmalade	
		Scotch	1 40
Damson plum, stoneless	1 70	Orange Jelly	1 75
		Green Fig	2 25
Greengage plum, stoneless	1 70	Lemon	1 80
		Pineapple	2 25
Gooseberry	1 80	Ginger	2 25

Pure Preserves—Bulk

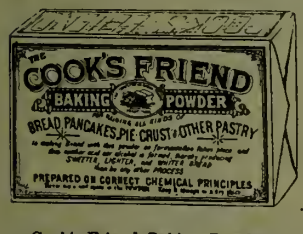
	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

Cartoons—	Per doz	No. 12, 4-oz., 6 dz	0 70
No. 1, 1-lb., 4 doz	2 40	No. 12, 4-oz., 3 dz.	0 75
No. 1, 1-lb., 2 doz	2 50	In Tin Boxes—	
No. 2, 5-oz., 6 doz	0 80	No. 13, 1-lb., 2 dz.	3 00
No. 2, 5-oz., 3 doz	0 85	No. 14, 8-oz., 3 dz	1 75
No. 3, 2½-oz., 4 dz	0 45	No. 15, 4-oz., 4 dz.	1 10
No. 10, 12-oz., 4 dz	2 10	No. 16, 2½-lbs.	7 25
No. 10, 12-oz., 2 dz	2 20	No. 17, 5-lbs.	14 00

Cereals

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case $3.00.

The King's Food, 2-doz. in case, per case $4.80.

White Swan Barley Crisps, per doz. $1.

White Swan Self-rising Buckwheat Flour, per doz. $1.

White Swan Self-rising Pancake Flour, per doz. $1.

White Swan Wheat Kernels, per doz.. $1 40
White Swan Flaked Rice, per doz..... 1 00
White Swan Flaked Peas, per doz..... 1 00

Blue

Keen's Oxford, per lb..... 0 17
In 10-box lots or case..... 0 16
Gillett's Mammoth, ½-gross box..... 2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED

Cocoa—Perfection, 1-lb. tins, per doz.	$4 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz.	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb.	0 37
Soluble, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18
London Pearl, per lb.	0 22

Special quotations or Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb.	$0
Queen's Dessert, 6's, 12-lb. boxes	0
Vanilla, ½-lb., 12-lb. boxes, per lo	0
Parisian, 8's	0
Royal Navy, ½'s, ¼'s, boxes, per lb.	0
Diamond, 7's, 12-lb. boxes, per lb.	0
" ½'s " " "	0
" 8's " " "	0

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz	0 90

	90 per dz.
Mott's breakfast cocoa, 10c. size	
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 35
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 32
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ¼-lb. pkgs., 6-lbs. bags	0 32
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases.	Per lb
1-lb. packages	0 26
½-lb. packages	0 27
¼-lb. packages	0 28
1 and ½ lb. packages, assorted	0 26½
½ and ¼ lb. packages, assorted	0 27½
½ lb. packages, assorted, in 5 lb. boxes.	0 28
1 lb. packages, assorted, in 5 lb. boxes.	0 29
¼ lb. packages, assorted, 5,10,15 lb. cas.	0 30

Bulk—

In 15 lb. tins, 15 lb. pails and 10, 25 and 50 lb. boxes.	Palls.	Tins.	Bbls.
White moss, fine strip	0 12	0 21	0 17
Best Shredded	0 13	..	0 1
Special Shred	0 17	....	0 16
Ribbon	0 19	.. .	0 18
Macaroon	0 17	....	0 17
Desiccated	0 16	....	0
White Moss in 5 and 10 lb. square tins, $1 a.			

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 18
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 50	1 15
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp proof bags and tins.

Club House	$0 32	Ambrosia	0 25
Nectar	0 30	Plantation	0 22
Empress	0 28	Fancy Bourbon	0 20
Duchess	0 26	Bourbon	0 18
Crushed Java and Mocha, whole			0 17½
" " " ground			0 17½
Golden Rio			0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 8 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, doz.. 8 25

Medium size jars, per doz 4 50

Small size jars, per doz 2 40

Individual size jars per doz 1 00

Imperial holder—

Large size, doz.	18 00
Med. size, doz.	17 00
Small size, doz.	12 00

Roquefort—

Large size, doz.	2 40
Small size, doz.	1 40

Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40

	W.S.P.M	Ret. P.
Ground or bean,	1s	0 32 0 50
"	½s	0 33 0 50
"	1s	0 29 0 40
"	½s	0 30 0 40
"	1s	0 22 0 30
"	½s	0 23 0 30

Packed in 30s and 50-lb. cases. Terms—Net 30 days prepaid.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1	80
Milk Chocolate Sticks, 36 in box, "	1	35
" " 10c cakes, 36 in box "	2	35
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0	33
" " No. 2, "	0	28
Maple Buds, 5-lb. boxes, lb	0	36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0	40

These prices are F.o.b. Toronto.

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95 dozen
Medium, cases 2 dozen	1 80 "
Large, cases 1 dozen	2 75 "
Tumblers, cases 2 dozen	1 35 "
25-lb. pails	0 15 lb.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montrea $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ¼ cent.

Infants' Food

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors),	dos.	1	00
2 "	"	1	75
2½ "	"	2	00
4 "	"	3	00
5 "	"	3	75
8 "	"	5	50
16 "	"	10	00
32 "	"	18	00

Discounts on application.

CRESCENT MFG. CO.

	Per doz
2 oz. bottles (retail at 50c.)	4 20
4 oz. bottles (retail at 90c.)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	14 50

Milk Powder

CANADIAN MILK PRODUCTS, LTD., TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. $2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7 lb. tin pails, 8 and 6 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails, per lb.	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails	0 06½

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds doz. $1.20. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. $1.40. Tomato Ketchup—Bottles (10c. size only) doz. $1.40. Tabasco-Ketchup—Bottles (10c size only) doz. $1.40 Chill Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (new) doz. $1.40; No. 2 jars, doz. $1.40.

W. CLARK'S SPECIALTIES

S.S. Beef (Inglass Brand), 3 sizes—¼s, $1.50; ½s, $2.25; 1s, $3.35 dozen. Ox Tongue (Paragon), 4 sizes—½s, $7.50; 2s, $8.50; 2½s, $9.50; 3s, $12 doz. Stewed Ox Tail—1s, $1.60 dozen. Stewed Kidney—1s, $1.50; 2s, $2.65 dozen. Minced Collops—1s, $1.40; 2s, $2.50 dozen.

ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

An exclusive special feature of THE

Elgin National Coffee Mills

is the adjuster by means of which the mill can be regulated, when running, to grind coarsely or finely. Every ELGIN NATIONAL has steel grinders, and is a very attractive piece of furniture (apart from its profitableness) in any store.

A high-grade mill at a LOW COST

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
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HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

Before Placing Your Order Just See Our

"BANNER" 1910

MANY UNIQUE IMPROVEMENTS MAKING IT UNDOUBTEDLY THE

Best Cold Blast Lantern in the Market!

FOR SALE BY ALL JOBBERS

Ontario Lantern & Lamp Co. LIMITED
HAMILTON, - ONTARIO

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

HAVE YOU TRIED

MOLASSINE DOG and PUPPY CAKES?

MARVELLOUS FOR ERADICATING WORMS and Keeping Dogs in Splendid General Health

The "MOLASSINE" Dog Foods are the only Foods on the market which besides feeding, keep dogs healthy and improve their coats.

QUOTATIONS AND SAMPLES FROM

ANDREW WATSON, - Sole Importer
91 PLACE YOUVILLE MONTREAL

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We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants,

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

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H. & A. B. LAMBE, Hamilton
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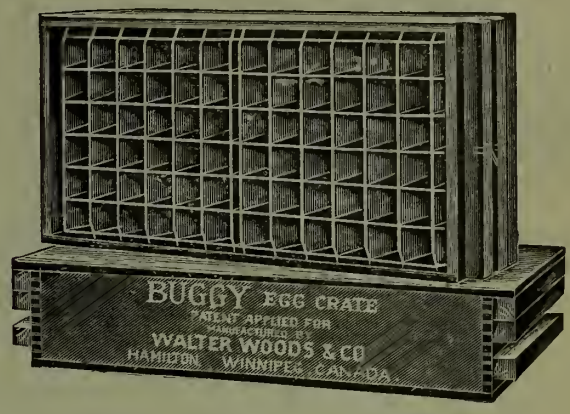
GREEK CURRANT CO.

95 Broad Street - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

BUGGY EGG CRATE



The most satisfactory Egg Carrier yet invented.

YOU should have them in stock.

5,000 sold first season.

Walter Woods & Co.

Hamilton and Winnipeg

OCEAN MILLS
Montreal

Chinese starch, 48 1-lb., per case $4.00; Ocean Baking Powder, 48 3-oz., $1.40; 48 4-oz., $1.80; 60 8-oz., $4.50; 36 1-lb. $3.75; 48 1-lb. pkg., $4; 10 1-lb. tins, $5; loose 25 lbs., $1.75; Ocean blancmange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-ounce, $7.20; Ocean corn starch, 48 1-lb. $3.60.

Jam

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

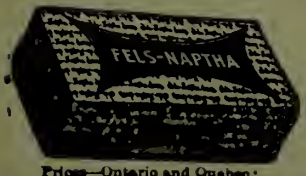
Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 75

List price.

" Shirriff's " (all flavors), per doz ....

Discounts on application.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 12¾
½-bbls.	0 13¾
Tubs, 60 lbs.	0 13¾
20-lb. Pails.	2 68
20-lb. tins	2 58
Cases 3-lb.	0 13¾
" 5-lb.	0 13¾
" 10-lb.	0 13¾

F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12½
Tubs	0 12½
20-lb. pails	0 12½
20-lb. tins	0 12½
10-lb. "	0 13
5-lb. "	0 13½
3-lb. "	0 13½
1-lb. cartons	13½

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED LYE

Per case

1 case of 4 doz	$3 50
3 cases of 4 doz	3 40
5 cases or more	3 35

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 dozen case, per doz. $1; 16-oz. glass jars, 2 doz. in case, per doz. $1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 7½c.; pint sealers (24 oz.), 1 doz. in case, per dozen $2.25.

SHIRRIFF BRAND

"Imperial Scotch"—

1-lb. glass, doz	1 55
2-lb. "	2 80
4-lb. tins, "	4 65
7-lb. "	7 35

"Shredded"—

1-lb. glass, doz	1 90
2-lb. "	3 10
7-lb. tins, "	8 25

SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 35
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½ gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½ gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross, net | $13 00
" per case of 3 dozen, net

ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream, family size, per case	$3.50
Baby size, per case	2.00
Ditto, hotel	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen	0 45 dozen
Medium, cases 2 dozen	0 90 "
Large, cases 1 dozen	1 35 "

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—

Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

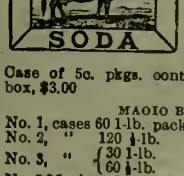
Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3.00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIO BRAND

		Per case
No. 1, cases 60 1-lb. packages		$2 60
No. 2, "	120 ½-lb. "	2 60
No. 3, "	30 1-lb. " / 60 ½-lb. "	2 60
No. 5 Magio soda—cases 100—10-oz. pkgs.		
1 case		2 65
5 cases		2 55

TRADE MARK BRAND

REGISTERED

WOOD'S HOLLANDER COFFEE

Fragrant, Pungent, Delicious! *The Choicest of the Choice.*

Imported and Roasted by

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. Montreal

Soap and Washing Powders

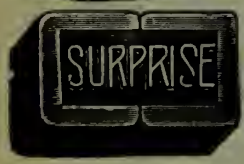
A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	$10 20
Maypole soap, black, per gross	15 30
Oriole soap, per gross	10 20
Gloriola soap, per gross	12 00
Straw hat polish, per gross	18 20

3 doz. to box..... $3 60

6 doz. to box $7 20

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lot

Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

	Per lb
Laundry Starches—	
No. 1 white or blue, 4-lb. carton	$0 07
No. 1 white or blue, 2-lb. carton	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada white gloss, 1-lb. pkgs	0 06½
Benson's enamel, per box	1 50 to 3 00
Culinary Starch—	
Benson & Co's. Prepared Corn	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue	0

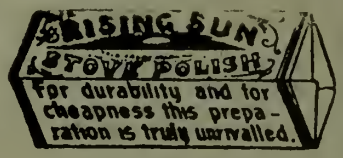
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lb	0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb	0 06½
Finest Quality White Laundry—	
3-lb. canisters, cases of 48 lb	0 07
Barrels, 200 lb	0 06½
Kegs, 100 lb	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	0 08
Kegs, ex. crystals, 100 lb	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 35 lb	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	1 60

Stove Polish

	Per gross
Rising Sun, No. 1 cakes, ½ & ¼ grs. bxs.	$8 50
Rising Sun, No. 3 cakes, gross boxes	4 50
No. 5 Sun Paste, ¼ gross boxes	5 40
No. 10 Sun Paste, ¼ gross boxes	9 00



JAMES DOME BLACK LEAD

6a size, gross, $2 40. 2a size, gross, $2.50

Boot Polish

PACKARD'S BOOT AND SHOE POLISHES

Mon-Ami, $9 gross; Black "O," $9 gross; Large Combination, $20 per gross; Pony Combination, $10; French Glycerine, $9; Ladies' Special, $20; Pat. Lea. Cream $20 per gross.

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03½ per lb.
Half barrels, 350 lbs	0 03¾ "
¼ barrels, 175 lbs	0 03¾ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 [illegible]
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas

THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Gold Label, 1's and ½'s	0 36	0 50
Gold Label ½'s	0 44	0 60
Red Gold Label, ½'s	0 55	0 80

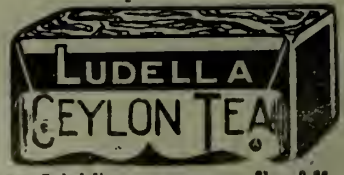
GEO. E. BRISTOL & CO., Hamilton, Ont.

EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s	$1	0 26
Orange Label, 1's and ½'s	0 23	0 40
Gin Label, ½'s	0 20	0 25
Brown Label 1's and ½'s	0 28	0 40
Brown Label ½		0 [illegible]
Green Label 1's and ½'s	0 [illegible]	0 50
Red Label ½'	0 40	0 50

LAPORTE, MARTIN & CIE. LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, 1's and ½'s	0 55	0 80
Embossed, ½'s and 1's	007	1 00

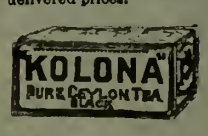
	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1.00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.

MELAGAMA TEA.

MINTO BROS., 45 Front St. East

	Wholesale	Retail.
Black, green, mixed, ½s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ¼s	0 38	0 50
" " 1 lbs, & ½s	0 35	0 50
" " 1 lbs, ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
Black Label, ½-lb., retail at 25c	0 21
Blue Label, retail at 0c	0 23
Green Label, retail at 40c	0 30
Red Label, retail at 50c	0 35
Orange Label, retail at 60c	0 42
Gold Label, retail at 80c	0 55

Pure Gold Jelly Powder } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.

THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed

GILLETT'S CREAM TARTAR

	Per doz
½-lb. paper pkgs., 4 doz. in case	$3 90
¼-lb. paper pkgs., 4 doz. in case	1 80

	Per case
4 doz. ½-lb. paper pkgs. / 2 doz. 1-lb. paper pkgs. } assorted	$7 20

	Per doz
½-lb. cans with screw covers, 4 doz. in case	$2 00
1-lb. cans with screw covers, 3 doz. in case	3 75

	Per lb
5-lb. sq. canisters, ½ doz. in case	0 30
10-lb. wooden boxes	0 27½
25-lb. wooden pails	0 27½
100-lb. kegs	0 25½
360-lb. barrels	0 25

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 6 2-5s	46
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s., plug or bar.	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	59

Veterinary Remedies

W. F. YOUNG

Absorbine, per dozen	$18 00
Absorbine Jr., per dozen	9 00

Yeast

Royal Yeast, 3 doz. 5 cent pkgs	$1 15
Gillett's Cream Yeast, 3 doz. in case	1 15

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Tell your Doggy Customers that you Stock

Spratt's MEAT "FIBRINE" Dog Cakes

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch: 13 St. Therese Street, St. Gabriel's, Montreal.

Bradley Stencil Machine

The latest development of a CIRCULAR Stencil Machine not so expensive as the Standard.

EASY TO OPERATE

HAMILTON STAMP & STENCIL WORKS, Limited

Sole Canada Agents

HAMILTON
37-39 King William St.

TORONTO
38 Colborne St.

Brunner Mond & Co.'s

WASHING SODA

Drums,	336	lbs.	Barrels,	336	lbs.
"	224	"	Bags,	224	"
"	112	"	"	112	"
"	100	"	"	100	"

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

SALT:

Complete list of laid-down prices gladly submitted.

Write

VERRET, STEWART & CO.

LIMITED

No. 12 Port St.

MONTREAL

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

WETHEY'S CONDENSED MINCE MEAT

Wrapped and packed in sanitary packages

SOLVES THIS QUESTION

Quality Unexcelled. Absolutely Dust-proof.

Three dozen to a case. All jobbers.

J. H. Wethey, Ltd.

ST. CATHARINES, ONT.

4 Free Phones For You—Use . . . Them . . .

WE KNOW a good Retail Grocery Business for sale; town near Hamilton; turnover, $16,000; can be increased. Always made money. Owner retiring from business. Can rent or buy premises. If you are in the market for anything like this, or have a friend who is, communicate with us. Act quickly.

Geo. E. Bristol & Co.

Wholesale Grocers

HAMILTON - - ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building
London, Eng.: 88 Fleet St., E.C. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV. PUBLICATION OFFICE: TORONTO, APRIL 22, 1910. NO. 16.

There's no disputing the fact that

KEEN'S

OXFORD BLUE

holds pride of place for quality and economy in use. Housewives the wide world over use Keen's and nothing else. Lose no chance offering to strengthen your hold on the family trade; stock up with KEEN'S—it's always in demand.

For Sale by all the Canadian Jobbing Trade.

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

Agents for the Dominion of Canada

A PROFITABLE PAIR

BENSON'S "Prepared" Corn STARCH and EDWARDSBURG "Silver Gloss" STARCH

They are the leading laundry and cooking starches in Canada, and are noted for their purity and ease in handling. See to your stocks.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works: Cardinal, Ont. 164 St. James St, Montreal

HAVE YOU SEEN THEM?

Imperial Dessert Jelly

CERTIFICATES

Are in every Carton containing one dozen packages IMPERIAL DESSERT JELLY which leaves our factory up till Dec. 31st, 1910. On return to us of the proper number of these certificates, duly signed by a retail dealer or his clerk, we will comply with conditions outlined on the back of each certificate.

SAVE THEM

125 CERTIFICATES

GOLD WATCH—Ladies' or Gents' gold watch, 15 jewel Buren movement, 10 carat gold filled case, guaranteed for 20 years. High-grade in every respect. (See illustration.)

100 CERTIFICATES

SILVER WATCH—Ladies' or Gents', same High-grade movement as in gold watch, in solid sterling silver case.

75 CERTIFICATES

GUN METAL WATCH—Ladies' and Gents' High-grade 7 jewel movement same as in gold watch, Gun metal case.

NOTE--We will send, by registered mail, to any part of Canada either of above watches, ladies' or gents', upon receipt of proper number of certificates. Also remember that the manufacturers guarantee goes with each watch, and we will be pleased to give you names of retailers who have already taken advantage of this special offer, and are well pleased with the watch they have received.

IMPERIAL DESSERT JELLY

is the only jelly made from sterilized jelly and pure fruit juices. It will pay you to push the sale of it.

MANUFACTURED AND GUARANTEED PURE BY

MACLAREN IMPERIAL CHEESE CO., Ltd.

TORONTO

One Aim In Life

The Packers of the "Thistle" Brand of Fish aim only to produce the best there is in Canned Fish.

Canned Where Caught

The "Thistle" Brand of Canned Haddies, Kippered Herring, and Herring and Tomato Sauce, are canned right where they are caught, at the water side. How better could you preserve the natural richness and delicate flavor of the fish? IMPOSSIBLE.

But that is not all, because Captain Austin has the unequalled skill of a life-time of experience. THERE IS NO DIRT OR SLIME—NO UNCLEANLINESS TO BE FOUND IN THE "THISTLE" BRAND. The reputation of the foremost fish-curer in the country is at stake under the label of the "Thistle" Brand.

BUY IT AND YOU BUY THE BEST

"Thistle" Brand Fish

Arthur P. Tippet & Co., Agents
MONTREAL

Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

Winnipeg Office

R. B. Colwell

BROKER HALIFAX, N.S.

REPRESENTING LEADING MANUFACTURERS, SUCH AS

E. D. Smith Lowneys Toblers

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

Representing Morris Packing Co.

Pork and Lard—Finest Quality

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.

52 Nicholas Street, - Ottawa

J. R. Routh, Manager.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON, Western Canada

Face-to-Face Business

Are you satisfactorily represented in this district? If not, write

G. WALLACE WEESE

Manufacturers' Representative 30-32 Main East

HAMILTON

Live Representation !

Do not neglect the Eastern Townships. Am open for another good agency. Know the trade. Have three travelers.

E. H. BOWEN, SHERBROOKE, QUE.

Manufacturers' Agent and Broker.

E. T. BUSINESS.

You, Mr. Manufacturer, can do a good deal larger business in the Eastern Townships, if your lines are pushed by a live representative right on the ground. You want someone who thoroughly knows the field and to whom grocery business is not a Chinese puzzle.

15 Years on the Ground

S. ROBITAILLE & CO., Sherbrooke

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

If you are looking for some nice large or twin cheese, write us at once.

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

Trade Established 12 Years.

Domestic and Foreign Agencies Solicited.

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1865.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

77 York Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

ON SPOT

Spanish and French Shelled Peanuts. Two and three Crown Shelled Almonds. Whole, Halves and Broken Shelled Walnuts. Shelled Filberts.

Quotations gladly furnished.

Lind Brokerage Company

73 Front St. E., Toronto

MANUFACTURERS:—Kindly open that other eye and take notice if your Toronto Representative is energetic and pushing your goods to the front; if not, communicate with the new firm, who have excellent selling facilities.

THE HARRY HORNE CO.

Wholesale Grocery Brokers and Manufacturers' Agents.

309-311 King St. West, - - Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

Prout, Simpson & Co.

Wholesale Produce Merchants

We are open to act as Selling Agents and Distributors for few suitable lines.

GROCERS BUTCHERS BAKERS

Canvassed Twice Weekly.

Splendid Trackage Warehouse. Low Insurance Rates.

WINNIPEG - - MAN.

J. W. SNOWDON

Manufacturers' Agent

418 ST. PAUL STREET

MONTREAL

Cigars well displayed sell themselves

Which means just so much additional profit on a small investment.

You'll be interested in

MARY ANN, 10c.

UNO, 5c.

Put up in glass HUMIDORS

This applies particularly to

ANCHOR BRAND TRADE MARK REGISTERED

CIGARS

the best 5c. straight on the market.

Send us your orders NOW and be the first in your locality to be selling the new line in HUMIDORS.

EBY-BLAIN, LIMITED

Wholesale Grocers - - TORONTO

THERE IS A MORAL REASON FOR SELLING GOOD TEA

Tourists Observe the Deliciousness and Fragrance of the Tea Served in Certain Countries. . . .
They Also Observe that the People Who Drink High-Grade Tea are Healthier Than Those Who Drink an Inferior Tea.

THERE IS THE MORAL REASON FOR DRINKING "RAM LAL'S PURE TEA"

RAM LAL'S PURE TEA CO., LTD.

MONTREAL, CANADA

UNSWEETENED

Borden's Brands Do Build Trade—

Merchants who follow the policy of reserving the choice locations on shelves and counters, and in their windows, for such standard goods as Borden's are those who win and hold the largest measure of public confidence.

Always keep Borden's Brands to the front.

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of BORDEN'S CONDENSED MILK CO.
GAIL BORDEN
EAGLE
BRAND
by which their PRESERVED MILK will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Mason & Hickey, Winnipeg, Man.

Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

PERRIN'S

Our latest delicacy

ORANGE NECTAR BISCUITS

LONDON Ask traveler for sample CANADA

"AYLMER" JAMS, JELLIES PRESERVES, etc.

Every Glass Jar or other package of "AYLMER" Jams, Jellies or Marmalades is Guaranteed Absolutely Pure, put up from FRESH FRUIT when in season and FINEST GRANULATED SUGAR.

The flavor and high quality of "AYLMER" Preserves cannot be obtained in preserves made from pulp.

NO PRESERVATIVES

NO COLORING

At every process cleanliness is reduced to a science.

"AYLMER" New Season's Scotch Marmalade and Orange Jelly Marmalade now ready. Send in your orders at once for stocks of these fine goods.

CANADIAN CANNERS

Limited

HAMILTON, - CANADA

SPECIAL DRIVE IN

TOMATO KETCHUP
DIAMOND BRAND

Need of all available space and some judicious buying combine to enable us reduce the price for a short period. To move out this stock we make the figure:

$1.35 per dozen

$2.70 per case — 2 dozen to case — Pint Decanters

Freight prepaid in 5 case lots and over, up to 40c. per 100 lbs.

ORDER QUICKLY—GOING FAST!

Also Offering—500 cases 20 oz. Sour Mixed Pickles, at special prices, particularly for large orders. Inquire.

Sugars & Canners, Limited, Montreal

SUGGESTION:

You had best order immediately

PROPRIETORS:

ROWAT & CO. GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:—Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the North-west; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

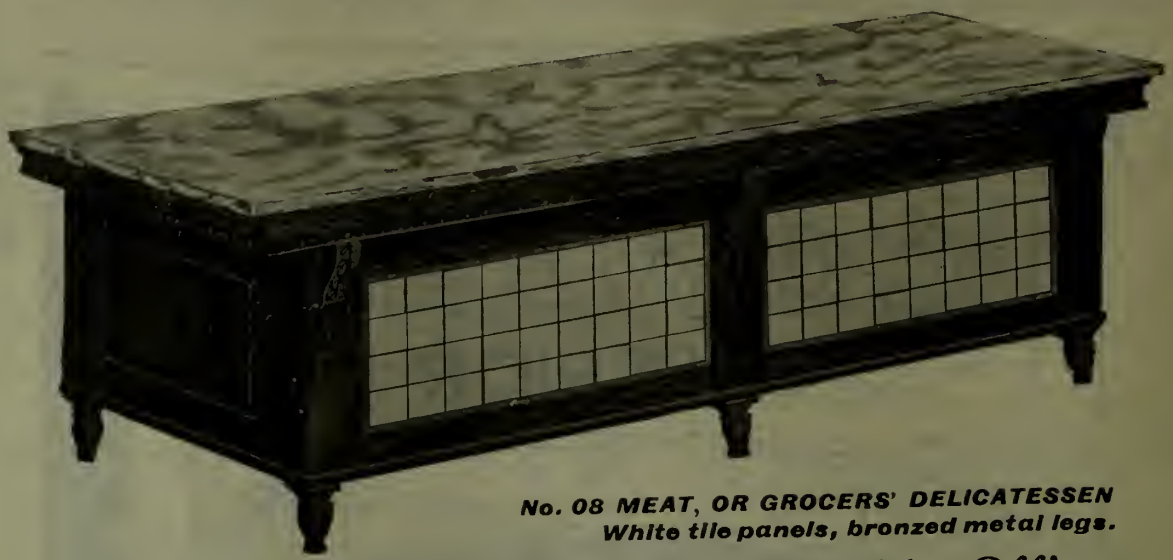
COWAN'S CAKE ICING

Prepared ready for use. Save the housewife a lot of work, and give better results than any but an expert cook can produce. They are popular wherever known. Make them known among your customers and develop a new and profitable line of trade.

The Cowan Co. Limited, Toronto, Ontario

The W. A. Freeman Co., Limited
MANUFACTURERS, MERCHANTS

Phones
1475
1476
1477
537
597



Cable
Address
"FREEMAN"

No. 08 MEAT, OR GROCERS' DELICATESSEN
White tile panels, bronzed metal legs.

Counters, Silent Salesmen, Portable Offices, Oyster Cabinets, Etc.

Please Write for Catalogue

HAMILTON, - - CANADA

The LATEST "Enterprise" Electric Mill

New ideas applied to rapid grinding of coffee by electric power make these new "Enterprise" Pedestal Mills *by far the best on the market to-day.* They are **Direct Connected.** They lose no power in transmission. The grinders are on the motor shaft. The double Mill shown here, No. 0852, is for alternating current; can also be furnished for direct current. One Mill is fitted with tooth grinders which *cut* the coffee, the other mill fitted with ribbed grinders for pulverizing. Each hopper holds six pounds. The Mill will granulate 3 pounds of coffee per minute, and pulverize ½ pound per minute. The cans or receivers are enclosed as a protection against dust. The Mill is self-cleaning. This compact, graceful 1 H.P. Mill is already in great demand. We invite correspondence and will send facts, illustrations and prices of our 45 sizes and styles of Rapid Grinding and Pulverizing Mills on request.

We supply grocers also with Meat and Food Choppers, Self-Measuring Pumps and Faucets, Smoked Beef Shavers and other "Enterprise" Specialties. You should have our latest catalogue. If you haven't it, write.

The Enterprise Mfg. Co. of Pa. Philadelphia, U.S.A.

21 Murray Street, New York — 544 Van Ness Ave., San Francisco

The Best Stores Sell the Greatest Quantity of

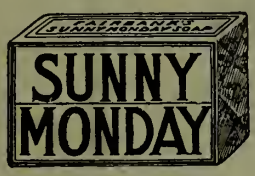
CAMPBELL'S SOUPS

CAMPBELL'S SOUPS sell everywhere, in large stores and small stores. You can often measure a grocer's success by the quantity he sells. FIRST, the best class want **CAMPBELL'S SOUPS** and the grocer who caters to that class wisely gives them what they want. SECOND, as a successful grocer pushes what pays him best, he pushes **CAMPBELL'S SOUPS** for the profit of 33⅓%. Write to us and we'll help you with neat store cards and window dressing material to get and keep a good trade on **CAMPBELL'S SOUPS.**

JOSEPH CAMPBELL COMPANY, Camden, N.J.

ROSE & LAFLAMME, Ltd., 400 St. Paul St., Montreal, and 65 Front St. East, Toronto, Canadian Selling Agents

"21 KINDS—LOOK FOR THE RED AND WHITE LABEL"



Fairbank's Famous Five

Your stock is not complete without Fairbank's Famous Five Products, viz.:

Fairbank's Gold Dust Washing Powder
" Fairy Soap (for Toilet and Bath)
" Glycerine Tar Soap
" Sunny Monday Laundry Soap (contains no rosin)
" Pummo Soap

Half Box Gold Dust free with each 5 box purchase.

WRITE FOR PRICES

THE N. K. FAIRBANK COMPANY

MONTREAL, CANADA

TO BE SUCCESSFUL

You have to supply the best goods in every line. For 30 years Chase & Sanborn's High Grade Coffees have been the recognized Standard. It will pay you to sell them.

CHASE & SANBORN, Montreal

We Are Like The Quakers

in the matter of "Particularity."

We want our Salmon to be

QUAKER SALMON

in the matter of quality, and we see that it is.

You Can Depend Upon It.

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

The Polish of Quality!

Lasts surprisingly, Polishes rapidly. Sells phenomenally. Is waterproof. Wears off slowly. Leaves excellent profit.

Such is "2 in 1." Stock it.

The F. F. Dalley Co., Limited

HAMILTON, CANADA, - AND - BUFFALO, N.Y.

Wagstaffe's Pure Strawberry Jam Sold Out

We packed the largest quantity of Strawberries of any single factory in Canada last season, still we have not a single case left.

Why Is This?

Because they have that snap with them that is not found in any other make, and your customers come back again for them.

Book your contract early for next season.

WAGSTAFFE LIMITED

Pure Fruit Preservers

HAMILTON, - ONTARIO

E. & T. PINK

London England

STAND FIRST FOR PURE FOOD PRODUCTS

Jams
Marmalade
Candied Peel
Confectionery
Pickles Pepper Spices

FOR PRICE LISTS APPLY TO THE FOLLOWING AGENTS:

EDGAR J. FRANKLIN care Montreal Star **MONTREAL**

FRED COWARD	HERBERT J. CAVE	J. W. SNOWDON	JAS. H. MYLES
1 Grandview Ave.	1220 Alberni St.	413 St. Paul St.	P. O. Box 262, St. John
TORONTO	VANCOUVER, B.C.	MONTREAL	NEW BRUNSWICK

Better Service. **No Advance in Price**

COUNTER CHECK BOOKS

To Suit Any System

Write for samples, or telephone repeat orders at our expense.

F. N. BURT COMPANY, Limited

TORONTO and MONTREAL

Phone Main 2511 Phone Uptown 5962

TRADE MARK KEYSTONE BRAND. REGISTERED

Broom Corn is Scarce

but we have been careful to secure a supply of the choicest grade stock for our

Klondike and Jubilee Brooms

The trade may therefore rely upon the high quality of these goods being fully maintained.

Stevens-Hepner Co., Limited

Port Elgin, Ontario, Canada

See Here!

¶ We can tell you just what is needed to give the finishing touch to your grocery store — you want an

ELGIN NATIONAL COFFEE MILL

This mill is the easiest running and fastest grinding on the market and is well-built with steel grinders. Particular attention has been paid to its shape and finish, so that it is an ornament as well as an indispensable article in the store. *The cost is low.*

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

The Perfection Cheese Cutter

IS THE BEST

(Made in Canada)

The "Perfection"

Because it combines simplicity of operation with perfect accuracy.
No necessity for figuring and consequent mistakes.
Place the cheese in position and the Cutter does the rest.

Manufactured only by

American Computing Co. of Canada

HAMILTON, ONT.

Obtainable with or without Tomato Sauce

Possess that "nutty" flavor so delicious in baked beans. Always uniform in quality and sure to please exacting customers.

We use only choice hand-picked Canadian beans, and the best pork—and our package is better from a point of view of attractiveness.

How is Your Stock?

The Eastern Canning Co.

PORT CANADA, : N.B.

CANADIAN AGENTS—C. A. Chouillou & Cie., Montreal, Green & Co., 25 Front Street East, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.; Martin & Robertson, Vancouver, B.C.

NO SPRINGS

MADE IN CANADA

70,000 Now in Use

After 9 Years' Test and Its Adoption by the World's Greatest Merchants

The Toledo Scale

Is Now the Recognized Standard.

1. It is Automatic.
2. It contains No Springs.
3. It is always reliable—not affected by temperature.
4. Guarantees Honest Weight.
5. Pleases Customers and Brings Trade.
6. Saves Money, Time and Labor.
7. Is Most Beautiful and Attractive.

105 Styles and Sizes for all kinds of Stores
PRICES $40 UP.

The Great Fair Store, Chicago, uses 100 Toledo Scales, and say:

"The 100 Scales you sold us are very satisfactory. They are certainly money-savers on overweight.

"We satisfied ourselves the Toledo Scale was superior to all others."

E. J. Lehmann, Vice Pres.

Scales of all makes taken in exchange rebuilt and for sale cheap

Send for Catalogue, Free

Toledo Computing Scale Co.

Makers of Honest Scales
TOLEDO - - OHIO
OFFICES:
Toronto, 335 Yonge St.
Winnipeg, Edmonton, Calgary

MADE IN CANADA

NO SPRINGS

QUALITY

When anyone wants a high-class household refrigerator they always buy the Ham & Nott make. Our grocer refrigerators are made on the same principle. That means the best.

Sold by leading hardware dealers, or write to us.

HAM & NOTT CO.
Limited
BRANTFORD CANADA

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,

ST. GEORGE, - ONT.

HALLEY'S COMET

has not affected our Big Sale of Teas. Orders are coming in from all quarters.
For the balance of this month we will continue to quote special prices on all lines.

If interested, see our travellers, or ask for samples and quotations.

Robert Simpson & Co., - Hamilton, Ont.

Formerly of Guelph — Phone 3541

Over 25,000,000
SOLD LAST YEAR

THE
PYRAMID FLY CATCHER

is by long odds the best means of ridding the house of flies, and has double the surface of sheet fly-paper and lasts three times as long.

Causes no annoyance. A red-hot seller.

Price per 100, $3.50

WM. H. DUNN
MONTREAL AND TORONTO
General Import Agent for Canada.

Do you use

Redpath

Extra Granulated and other grades of Refined Sugar? They represent perfection in Sugar Refining.

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

It is to your own profit and credit

to handle a superior brand of Jelly Powders, and you have solved this problem of what to stock if your shelves hold

SHIRRIFF'S JELLY POWDERS

This well-known brand is always reliable, easy and quick to handle, and retains in a large degree the natural flavor of the fruit.

ORDER FROM YOUR JOBBER

Imperial Extract Co., 8, 10, 12 Matilda St., Toronto

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR

LONDON, ENGLAND

Commands a Preference over all others.

IS THE BEST

Made from the finest malted barley.

AGENTS

W. S. Clawson & Co., South Wharf, St. John, N.B. W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto. R. Robertson & Co., 912-913 Dominion Trust Bldg., Vancouver, B.C.
J. W. Snowdon, 413 St. Paul St., Montreal

We are open to do business on easy consignment terms *Write our Agents for Particulars*

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

To Sell or Not To Sell

THAT IS THE QUESTION

you are always "up against" when ordering! Are you selling

ASEPTO

(SOAP POWDER)

(The enemy of dirt).

It is positively unequalled for every kind of cleaning work, and the economical wife likes its price as well! A 5-cent packet makes two gallons of soft soap, or four gallons of liquid soap. Try a case.

Order from your jobber.

Asepto Manufacturing Co.

ST. JOHN, N.B.

Agents: Rose & Laflamme, Ltd., Montreal

THERE'S a reason why

Canada First Evaporated Cream

sells so well throughout the year. Customers know that the process of manufacture is as perfect as care, skill and cleanliness can make it, and the canning in air-tight sanitary tins, without the use of acid or solder, uniformly safe. Stock and recommend this splendid selling line.

Order from your wholesaler

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

Tartan BRAND

MAPLE SYRUP

1910 Run, Guaranteed Pure. Straight from the Sugar Bush. Nothing Finer

SEE OUR TRAVELLERS OR 'PHONE 596, FREE TO BUYERS

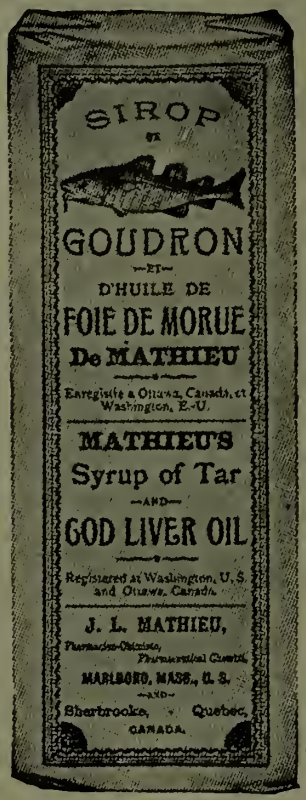
BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**

St. Lawrence

GRANULATED and GOLDEN YELLOWS

Made only from Pure Cane Sugar

The St. Lawrence Sugar Refining Co., Ltd., Montreal



MATHIEU'S SYRUP of Tar and Cod Liver Oil

MATHIEU'S NERVINE POWDERS

are the safest sellers amongst all the cold cure and cough remedies on the market.

The sale has increased enormously—
Thousands of testimonials attest their wonderful value—
They never become dead stock—
They afford dealers a good profit—
Those who once use them make them a household remedy—
Dealers who do not carry them simply lose sales that go elsewhere.
As the demand will be continuous for some months order a good supply now.

Sold by all wholesale dealers.

AND

J. L. MATHIEU CO., Props.

SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

PRINCE OF WALES PURE EXTRACTS POSSESS REGAL QUALITY

That is why they are so popular with the housewife.
They please the most fastidious.

Every flavor in 2 oz., 2½ oz. and 4 oz. bottles.

S. H. EWING & SONS, Montreal and Toronto

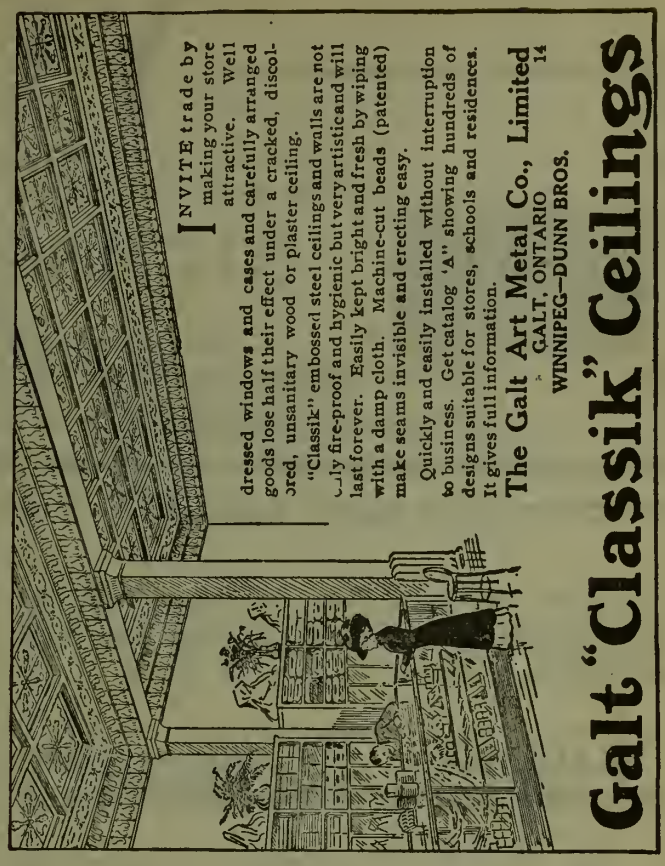
Are You Carrying The
Empress Brand?

Coffees, Spices, Flavoring Extracts, Pure Jams and Jellies

WE WANT YOU to do so.
IT WILL PAY YOU to do so.
YOU WILL do so if you try them once.

WRITE US

Empress Manufacturing Co.
Limited
VANCOUVER, B.C.


INVITE trade by making your store attractive. Well dressed windows and cases and carefully arranged goods lose half their effect under a cracked, discolored, unsanitary wood or plaster ceiling.
"Classik" embossed steel ceilings and walls are not only fire-proof and hygienic but very artistic and will last forever. Easily kept bright and fresh by wiping with a damp cloth. Machine-cut beads (patented) make seams invisible and erecting easy.
Quickly and easily installed without interruption to business. Get catalog 'A" showing hundreds of designs suitable for stores, schools and residences. It gives full information.
The Galt Art Metal Co., Limited
GALT, ONTARIO
WINNIPEG—DUNN BROS.
Galt "Classik" Ceilings

In replying to the above advertisement mention The Canadian Grocer.

WHITE SWAN BAKING POWDER

CONTAINED NO ALUM

A MONTH AGO

CONTANED NO ALUM

A YEAR AGO

CONTAINED NO ALUM

5 YEARS AGO

CONTAINS NO ALUM

TO-DAY

HANDLE GOODS THAT DON'T CHANGE IN MAKE-UP, QUALITY AND COST, AND DON'T PAY FANCY PRICES.

White Swan Spices and Cereals Limited
TORONTO

HAVE A PLAN. The man who is satisfied with what comes to him unsolicited answers few knocks at the door. The stay-at-home misses daily opportunities that pass at the next corner. Get away from the desk—get out of the chair-tilting class. Opportunities are in perpetual motion. Get after them. Lay out a plan, a campaign for new business—then go after it. Exhaust every source, swing every prospect into line. Don't be satisfied with the business that you have—get more.—System.

YOU

have a fine profit making proposition right within your grasp if you will follow the lead of the wise grocers and feature

RICHARDS PURE SOAP

HERE'S THE COMPLETE LINE:

Quick Naptha Soap Snowflake Soap Chips
Ammonia Powder 100% Pure Lye Toilet Soaps

Agent for Toronto and Hamilton: Mr. Hutchinson, Omand Mfg. Co., 76 Colborne St., Toronto.

You have found

the most effective means of preserving your perishables in the hot weather if you have been induced to instal a

"Eureka" Refrigerator

The "EUREKA" provides a continuous supply of cool, pure air, so long as any ice remains, and is, moreover, very economical in ice consumption.

Investigate the merits of the "Eureka" carefully.

SEND FOR PARTICULARS

Eureka Refrigerator Co.
Noble St., : Toronto

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.,
Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.
Niagara Falls, . . Ontario

JAPAN TEAS

Always best value at

S. T. NISHIMURA & CO.

MOTREAL AND JAPAN

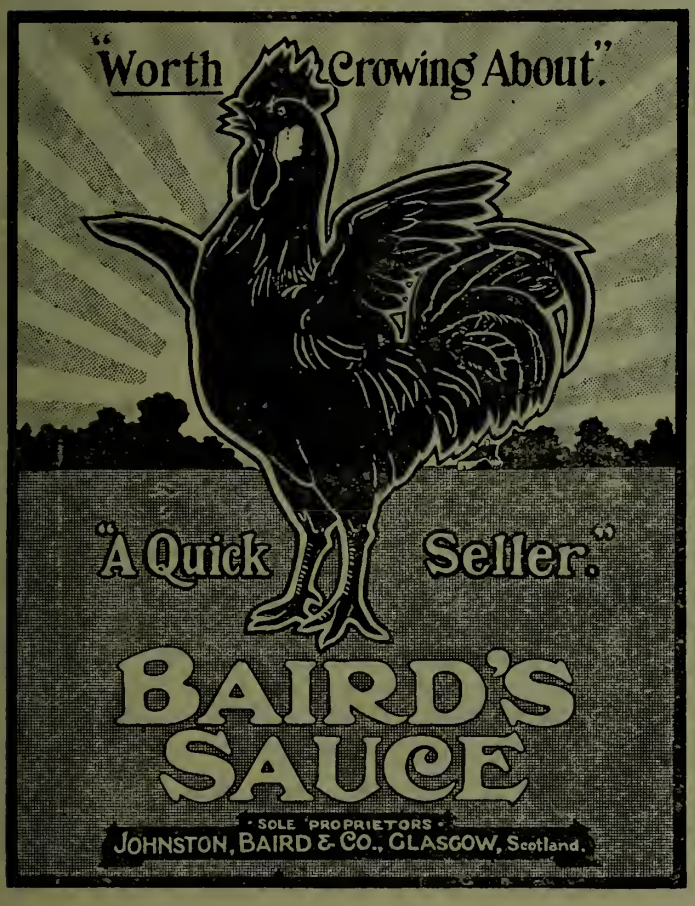
If it's PROFITS you want, Sir—

Don't overlook the claims of H. P. SAUCE

A reliable article, an ever widening demand, and most generous margin for YOU. Get H. P. into stock—quick!

W. G. Patrick & Co., Toronto and Montreal.
R. B. Seeton & Co., Halifax, N. S.
W. H. Escott, Winnipeg, Man.
The Midland Vinegar Co., Birmingham, Eng.

H.P. SAUCE



GINGERBREAD

BRAND

MOLASSES

A Molasses that increases your sales.

THREE reasons for it:

No. 1—A Strong Baker
No. 2—Body
No. 3—Flavor

Packed in tins—2's, 3's, 5's, 10's and 20's; palls—1's, 2's, 3's, 5's gals. and in barrels and halves.

A trial order from your wholesaler will convince you that Gingerbread Brand is

THE BEST THERE IS

Be convinced now.

The Dominion Molasses Co., Limited

HALIFAX - NOVA SCOTIA

Branch: Sault Ste. Marie

BIGGER AND BIGGER SALES

That's the tale you'll have to tell if you are featuring

AURORA COFFEE

because superior merit and better value are bound to win. "Aurora" is the coffee with that exquisite aroma and flavor which guarantees repeats. It is the best that money can buy and retails at 40c., leaving you a splendid profit.

W. H. GILLARD & CO., :: Hamilton, Ont.

"THE SALT THAT SATISFIES"

That is the great advantage of handling

PURITY SALT

It never fails to satisfy your customers. It is PURE ; being composed of fine, dry, even salt crystals only. Ask your jobber for "Purity" Salt.

The Western Salt Co., Limited Mooretown, Ontario

How's YOUR stock of "KANDY KID"

¶ There'll be a big demand as Summer approaches.

¶ You'll find "KANDY KID" the quickest selling and most profitable line you stock.

¶ We are booking orders for May 1st shipment, and can fill orders for present requirements from stock.

SEND US YOUR ORDERS NOW.

EBY-BLAIN, LIMITED

Wholesale Grocers, **TORONTO**

ARE YOU SELLING

Sterling BRAND

Catsup?

It's one of the leaders in the well-known "Sterling" Line—the brand that stands for quality. It is put up in a sanitary, up-to-date factory, and you have our absolute guarantee that only the freshest fruit and purest spices are used. "Sterling" flavor is natural fruit flavor! A great public favorite; get ready to meet the demand.

Send for prices.

The T. A. Lytle Co., Limited

Sterling Road, TORONTO

BRITAIN'S BEST JAMS.

£250 CHALLENGE

Issued in "The Grocer" (London), August 14 1909, (repeated October 2, 1909), which did not elicit a single response.

"We are prepared to deposit £250 against a like amount that our New Season's Vacuum-Bottled Jams, as sold by grocers to the public, will surpass in excellence of quality and flavor any Jams made by any other firm in the United Kingdom, as sold by grocers to the public, which are free from Chemical Preservatives, artificial flavoring or coloring matters.

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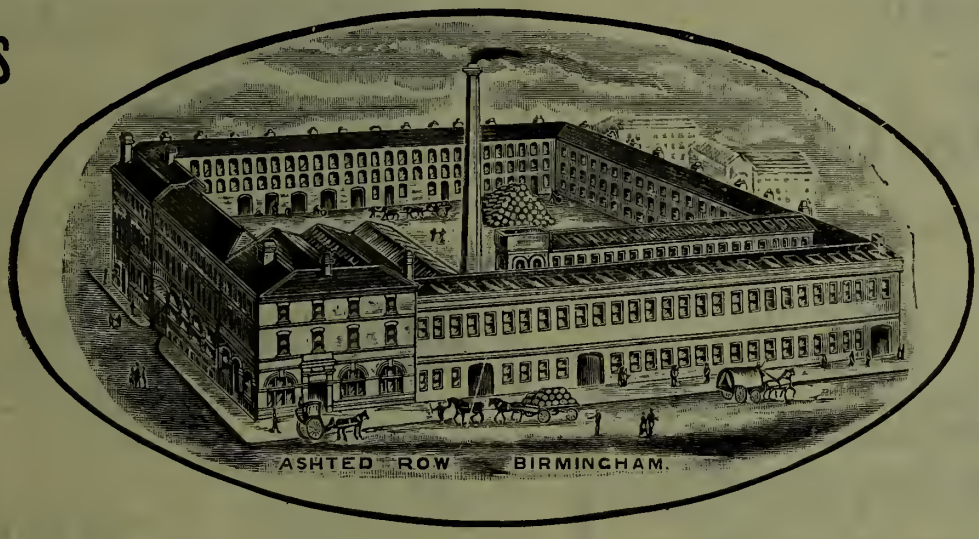

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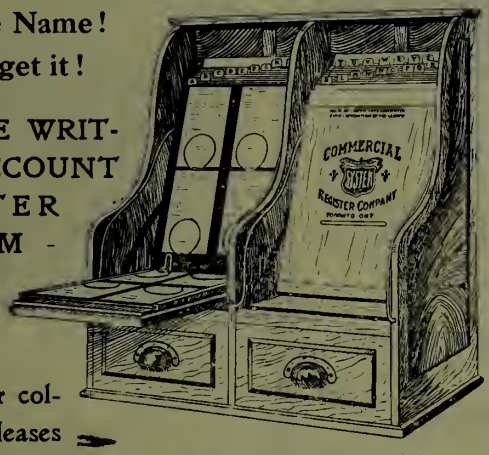

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We wish to take this opportunity of thanking most heartily and appreciatively our friends who have extended the hearty handshake to us during the past week and to the grocers throughout Canada who have sympathized with us, we express our sincere thanks.

THE "SALADA" TEA COMPANY

TORONTO

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Grocers Watching the Aggression of the Peddler

Toronto R.G.A. Take up the Question—What is a Fair Profit on a Pound of Butter?—Selling Quality in Preference to Meeting Competition of Those Competitors Who Cut Prices—Pleas for Early Closing.

Toronto, April 22.—Discussion of business matters occupied the majority of the time of the Toronto Retail Grocers' Association at their regular monthly meeting on Monday night.

Among other things that arose was the move on the part of the Toronto peddlers in forming a union to look after their interests. They have been objecting to the payment of a license of $10 for every assistant whom they employ and who leaves the wagon to sell and deliver goods.

David Bell brought the matter to the attention of the association. He referred to an article in The Canadian Grocer of last week mentioning the union and advised that the grocers be on the watch when the peddlers came before the Board of Control. It was something that should be carefully followed.

C. F. Thorne stated that the peddler usually carried only those goods on which profits were good leaving the grocer to get along as best he could with the remainder.

It was finally decided on motion that the association as a body be a committee to watch the interests of the retailer against the encroachments of the peddlers.

The Profits on Butter.

The question as to what was a fair profit on butter, biscuits, etc., was also on the slate. It was introduced by C. F. Thorne, who maintained that in selling butter which cost 32 cents for 35 cents as some were doing the profit was not sufficient. That means a gross profit of about 9½ per cent. which, as one of the grocers said, does not even pay for the expense of doing business.

Grocers should have a fair living profit, stated J. S. Bond, and he did not believe in giving customers the goods at a loss.

Most of those present considered that a profit of 5 or 6 cents on butter which cost 32 cents was about right. The gross perecentage in the first case would be about 16 per cent. and in the latter about 19 per cent. which, when the cost of doing business at 15 per cent. is taken into consideration, would at least allow the grocer to break even or make a little net profit.

A. J. Conium advised that grocers should pay considerable attention to quality in butter rather than buy cheaply in order to meet the competition of neighboring price cutters. He had experimented by buying butter around 20 cents, making 2 or 3 cents on some, and finally having to get rid of the rough stuff at 15 cents. Usually a couple of dollars were lost on every case.

"There is more money in the better class of butter," he maintained, "and we should have at least 5 cents per pound profit."

Other members also talked quality. One declared that in handling only butter that could always be recommended was more satisfactory and more profitable than selling both good and poor qualities.

"Quality always pays," was the remark of President Donald McLean.

Late Closing Trouble.

There was also a lengthy discussion on methods of interesting more grocers in association work. One of the chief difficulties is the fact that so many keep their stores open so late at night.

W. F. Johnston proposed a plan to get in more members. It was that the grocers get together and wait upon the various members of the trade to get them enthused. If one calls on a grocer the chances are he will not take him seriously and he therefore advised unity in getting in recruits.

It was pointed out that when there was a bowling tournament some 30 or more members turn out, many of whom never come to the meetings. Many do not join because they claim they cannot afford the time to attend the monthly meetings.

"If we held our meetings at 12.30 a.m. we might get some of these late closers in," said A. J. Conium.

"There is no need of keeping open after 7 o'clock. Clerks and delivery boys are entitled to some rest if they work steadily from 7 in the morning."

He cited a case in which one time he induced a competitor to close Wednesday afternoons during the summer and also during the evenings. That same man had told him later that that was the only time he ever enjoyed the grocery business.

J. S. Bond attributed the trouble to the fact that there were so many inexperienced old women (both kinds evidently referred to), old maids, etc., in the trade. Boys were entitled to some rest and he maintained that the trade generally should be educated to early closing. If he were a boy again he would want to have a little time to himself.

Mr. Bond stated his desire to see trade questions discussed to bring out the ideas of different merchants in order to get the advantages of doing things right. He liked to come to the meetings of the association. In fact, it was as easy for him to miss going to church as it was to miss attending a session of Grocers' Association. More grocers should be interested in it, he thought.

Would Meet Semi-Monthly.

W. C. Miller, vice-president, suggested that more interest would be taken in the various meetings if they were held semi-monthly instead of monthly. A better account of things could then be kept as all would have a better remembrance of the subjects discussed from time to time.

This appealed to others and it will be further discussed at the next meeting night, as will also be a proposal to change the place of meeting.

The committee in charge of amendments to the constitution reported with some slight proposed changes. The new constitution will be published shortly.

Picnic plans are also under way but as yet nothing definite has been arrived at. A special meeting will likely be held to further consider the excursion.

WOULD CELEBRATE DOMINION DAY.

Chatham, Ont., April 21.—At their meeting last week the Chatham Retail Merchants passed a resolution strongly favoring the celebration of Dominion Day in Chatham this year.

The members of the local Retail Merchants' Association were largely instrumental in bringing to a successful issue the celebration of two years ago, and there has always been a strong feeling among merchants in general in favor of celebrating the day. At the meeting a celebration was urged by many members and a resolution pledging the co-operation of the retail merchants was passed without a word of dissent. They believe that such an affair is highly beneficial apart from the patriotic view of the question.

A. Benallick, Guelph, Ont., has entered into partnership with W. G. Hood, formerly Hood Bros.

A. H. Pettigrew, of the Thos. J. Lipton Co., visited the Toronto office from Chicago during the week.

Robt. Millar, who has been manager in Geo. William's grocery store, Guelph, Ont., has resigned. He is leaving about the first of May for the Pacific coast.

Henry Wright, president and general manager of the MacLaren Imperial Cheese Co., Toronto, is visiting the branch offices of his firm at Detroit, Chicago, Philadelphia, New York and Boston. He will be away for a few weeks.

Is Refined Sugar a Preservative for Fruits?

Retailers Have Been Accused of Selling Poor Sugar Which Spoiled Preserved Fruits—Chief Analyst Says it is not a Preservative in One Sense of the Word—Superior Sugar on the Market at the Present Time.

Some retail grocers occasionally receive complaints from customers about the quality of the sugar they buy. The latter sometimes lay the blame of spoiled preserved fruit to the quality of the sugar that has been used.

On the other hand sugar refiners claim that sugar is not a preservative—that it will not keep fruit. Naturally the retailer is at a loss to know his exact position. He does not care to be censured for selling inferior sugar when that sugar is of good quality. If the sugar he sells does spoil the housewife's fruit then he should lay the blame on the proper party.

In order to throw some light on this question The Grocer took the matter up with A. McGill, the Dominion Chief Government Analyst.

Mr. McGill says: "Sugar is not a preservative in the same sense that benzoic acid, salicylic acid or formaldehyde are such, i.e., it does not inhabit or actively destroy microbial life.

"But, a strongly sugared food (such as jam or condensed milk with sugar), if sterilized by heat, is remarkably resistent to the fresh influx of microbial life, and will maintain its sound characters, under ordinary conditions of exposure, for some considerable time. This fact has led to the belief in sugar as a preservative; and Thresh and Porter in their work on preservatives (Churchill, London, 1906), use the words, 'The sugar added, may be regarded to some extent, as a preservative.'

Good Sugar on the Market.

"If, however, we understand by a preservative, something which added to a perishable food stuff, will prevent fermentation and putrefaction, then sugar cannot be called a preservative.

"As to the sugar now on the market, so far as I have had opportunity of studying it, it is one of the purest foodstuffs in commerce. It is, of course, possible for raw, or badly refined sugar, to be of such a nature as might conceivably tend to produce rather than retard fermentation in fruits. But I have no reason to believe that sugars of this class are offered for sale."

W. I. SUGAR INDUSTRY.

Now that Lord Balfour, says the West India Committee Circular, and the members of the Royal Commission on trade with Canada have left the West Indies, it is to be hoped that there will be no slackening of interest in that subject in those colonies. As far as we can gather, some months must elapse before the commissioners can present their report, so great is the mass of evidence which has to be sifted and considered. We are glad to note that so far the subject of the enquiry has been successfully kept beyond the pale of party politics, and it is much to be hoped that the opposing forces of Free Trade and Tariff Reform will continue to treat it as a purely Imperial question.

While on the subject of trade with Canada, we should like to correct a statement that has been made in more than one paper and in several public utterances. This is to the effect that it is Canada who saved the West Indian sugar industry. While giving Canada all credit for what she has done to help the West Indies—and all West Indians appreciate the action of the Dominion Government in extending to them a preference for over ten years—we are constrained, in the interests of accuracy, to point out that it is to the abolition of bounties and the suppression of cartels by the International agreement signed at Brussels in 1902 that the resuscitation of the West Indian sugar industry is mainly due. In every country in the world which did not countervail the bounties, or prohibit bounty-fed sugar, the conditions of competition were so unequal prior to 1903, when the convention came into force, that even with the Canadian preference it is doubtful whether the industry could have survived but for the convention.

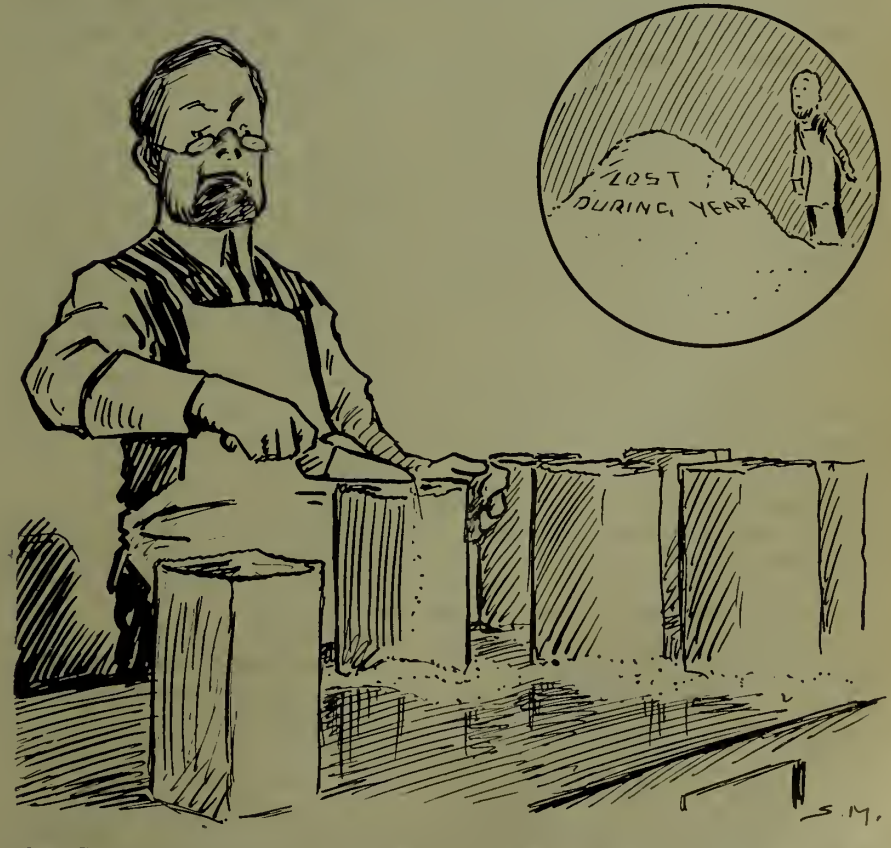
WHO IS THE PURCHASER?

It is Claimed That the T. Eaton Co. Has Bought Large Blocks of Land in Toronto and Not the C.P.R.

Toronto, April 22.—A few weeks ago there was a report to the effect that the C.P.R. had bought large blocks of land in the vicinity of the corner of Yonge and Carlton Streets, as a site for a new station. Since then, however, it has been stated that the buyer was not the C.P.R., but the T. Eaton Co.

The reason given for the purchase is that the T. Eaton Co. is handicapped by the lack of space in the block occupied at the present time. The block enclosed between Yonge and Church Streets on the one hand and Carlton and Wood Streets on the other is a large one and would allow ample room for extensions.

Things That Shouldn't Be



Careless Grocers and Grocery Clerks Waste too Much Sugar, Bulk Tea, Spices, etc., in Weighing. If Such a Man Could see the Entire Loss During the Year, How Surprised he Would be!

The Canadian Grocer

Established - - 1886

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Although not definitely announced at the time of going to press, it is generally admitted by wholesalers that the prices of practically all canned fruits will be advanced in a few days.

The advance will amount to two and a half cents per dozen.

The season of the year has a great deal to do with this situation. It is the time for canned fruits and as they have had to be kept in storage for so long, canners feel that they should get more for them.

The Grocer has maintained all along that canned fruit was a safe holding and the present advance in prices justifies our contention.

SHRINKAGE IN NUTS.

That grocers should be careful not to hold nuts too long is illustrated by the following incident:

A Canadian importer of Tarragona almonds sold a jobber a quantity of these nuts last autumn. A short time ago he bought ten bags back again—and by the way, he got them at the same price as he sold them last fall, the jobber not knowing that they were up in price or about to go up.

When the ten bags were weighed, it was found that the weight of an entire bag of the almonds had been lost during the winter. This was due to shrinkage, loss through rats and mice and the pilfering habit.

Retailers should take warning from this and see that nuts should not be kept too long. Sell them when they are fresh and no loss will accrue from shrinkage.

THE SCIENCE OF SERVICE.

He is a wise man who studies to do a good turn for non-customers as well as customers, for foes as well as friends. It may not always be appreciated, but it pays even if only one out of ten appreciates it. It is certainly a good habit to cultivate just as assuredly as the opposite is a bad habit.

The merit of a habit is determined by its intent—it is for good or for evil.

To cultivate disobliging habits whether toward customers or non-customers is unprofitable, for not only do they not gain new customers, but there is always the danger of their causing the loss of customers already secured.

Successful business men, particularly in this day and generation when competition is so keen, are obliging business men. Sugar, as the old saying has it, will always catch more flies than vinegar.

The nether kingdom may be paved with good intentions, but the road to success in business is certainly paved with the acts of obliging men.

Study to oblige. Shun the very appearance of discourtesy.

PROSPECTS IN CURRANTS.

Advices to The Canadian Grocer direct from Greece, tell that the new Uprooting Bill has been approved of by the Chamber and has become law. However, as cultivation has already begun it can only be applied practicably next season. It will, it is stated, have the desired effect — that is, of keeping up the prices.

The currant market gradually adopted a firm tendency in anticipation of the approval. The actual approval did not have an immediate further effect on prices, but this was due to the fact that it was Easter time and during the holidays little interest was shown from abroad.

The advice also stated that disposable stocks were in firm hands and good qualities were getting particularly scarce.

A DISGUSTING HABIT.

When will grocers learn that the goods they handle are for people to eat? The Canadian Grocer has been trying to impress upon the trade the importance of being neat, clean and tidy in handling goods, and yet a certain class, who neither read nor learn are going on in their old ways without knowing how their habits look to others.

Recently a grocer was observed buying a box of butter from a wholesale dealer. He tried nearly every roll by digging his trier into it, biting a bit off the end and shoving the rest into the roll again.

This is disgusting. Much has been said about it, but still some have never yet discovered the unfitness of it.

This is the class of grocers who know it all, who do not read or try to learn anything. But if they do not live up to reasonable sanitary methods, they should not be surprised if their customers find places where the goods they have to eat will be handled with some degree of cleanliness.

AN UNBUSINESSLIKE SYSTEM.

No record is kept by the Post Office Department of the franked mail matter which it yearly handles. It keeps a record of nearly everything else, but when it comes to dead-head stuff which passes through the mails no figures are accessible to the economist, business man, or anyone else, who may be of an enquiring mind.

Possibly the Post Office Department is actuated by the same motives as the man who does not keep a record of his wines and cigars, because he does not wish to be brought face to face with the facts of his extravagance.

If franking or the carrying of dead-head mail matter was confined to the members of Parliament it would not be so bad. The trouble is, the friends of the said members also enjoy the privilege of sending letters and other matter through the mails free of cost.

The maw of the franking system undoubtedly has a pretentious capacity, but how pretentious it is none but the gods know. To business men, however, it would be particularly interesting to learn how many tons it annually swallows and at what cost. All that the man on the street knows is that there are 221 members, plus an army of friends, innumerable as the sands of the sea shore.

The revelation of the facts would probably lead to the abolition or at least curtailment of the system—which would be business-like.

In large Chicago concerns a strict rule is in force. Any employee borrowing from another is in danger of dismissal if found out. That, perhaps, is too stringent a rule, but employers should do all in their power to lessen this practice which always injures both lender and borrower.

INCREASE IN OLIVE OIL RATES TO CANADIAN WEST.

Canadian importers of olive oil in bottles find that since a year ago the freight rates to the western provinces have advanced considerably.

In an effort to discover the cause The Canadian Grocer made enquiries from some of the importers and discovered some interesting conditions. Here are some:

Recently the Dominion Government was instrumental in changing the tariff on olive oil from 20 per cent. to 15 per cent., providing it entered by a Canadian port—a decrease of 5 per cent.

The steamship and railway rate on olive oil from Liverpool to Calgary in 1909 was $1.40 per cwt.

The rate which comes into effect on May 1st raises it to $2.22 in car load lots to Calgary and to $3.16 per cwt. in less than car load lots.

But as no shipper ever sends an entire car load of olive oil to the west, the rate becomes $3.16 per cwt. from Liverpool to Calgary.

Last year there was no distinction in what is known as "Oilman's Stores"—olive oil, vinegar, pickles, sauces, etc.—so far as the freight rates were concerned.

That situation enabled an importer to send a mixed carload of Oilman's Stores to Calgary at the rate of $1.40 per cwt.

There is a distinction this year, olive oil in bottles being classified differently from the others, but this only applies to western Canada—the rates remain the same from Liverpool to Toronto on account of the competition from United States sources via Boston and New York.

Here is how the new regulations of the Canadian Freight Association work out:

The reduction in duty made by the government reduces the price of a half pint bottle of olive oil about 7c a dozen. dozen.

But the increase in the western freight raises the price 30c a dozen to Calgary wholesalers—therefore the advance in price equals 23c per dozen.

The extra 23c must come from the retailer who, if he wants to make his former profit will evidently have to charge the consumer about 5c per bottle extra.

Other western centres will be affected in proportion to their distance from the east.

Importers were surprised and somewhat startled a few days ago when they discovered the rates above mentioned, as it would appear that the railway companies are more than absorbing the advantages secured by the new treaty.

Another complaint they have to make is that freight rates are not announced until a couple of weeks before the steamships sail from British ports. This in the face of the fact that western buyers want quotations in January demoralizes business they claim. The cause of this delay is ascribed to the fact that the British steamship companies do not understand Canadian conditions and they think there is no hurry necessary.

The new rates this year come into effect on May 1st, and they have only just been made public.

It is also claimed that shipping rates from England have increased much from four years ago. In 1906 the rate from Liverpool to Toronto was 27s. 9d, whereas now it is 34s. 8d. on the same goods.

THE FLY-PAPER DEMAND.

The season is not far distant when the fly nuisance will again be at hand both in the home and in the store.

Preparations should be begun at once to look after it. Now is the time to order stocks of fly-paper so that they will be in readiness when the demand begins. No customer should be allowed to inquire for fly-paper and be refused on the grounds that "our stock has not arrived yet—in fact it has not been ordered, etc." The probability is that she will go elsewhere.

Up-to-date grocers will have such a seasonable article in stock when the demand arrives.

PROSPECTS IN THE WEST.

Perhaps never before in the history of Western Canada has the general outlook for business been so favorable as at the present time. This statement is vouched for, not by the boomer who invariably talks optimistically, but by the soberest and sanest and best informed business men of the west, and it is capable of overwhelming proof.

The recovery from the depression of 1907-08 has been complete; the large returns from the 1909 crop were more than sufficient to transfer the balance to the right side of the profit and loss account. There has been a complete absence of the speculative fever, which was such a menace to business some four or five years ago, and consequently the business of the west is now on an absolutely secure and stable basis. In the meantime while the speculative fever has passed away the tide of immigration has not stopped.

On the contrary it has been greatly improved in quality, a larger proportion than ever of the newcomers being settlers from the United States and Great Britain — the most desirable class. Neither has railroad construction been retarded. All three railways have been pushing their construction work forward as fast as practically unlimited capital will allow, and the areas of new country thrown open for settlement are rapidly being taken up by the new settlers. All of this spells prosperity and progress.

So much for the general condition of the west. What of the retail grocer? He is getting a share of the new business created by this development, but his share should be large, and that it is not is largely his own fault. He will make money this year, but not so much as he would were all grocers alive to their own best interests.

OLIVE OIL AS A MEDICINE.

There is a probability that the prices on olive oil will be a little lower.

It will be remembered that two seasons ago the olive crop was poor and prices advanced, but last year it was much greater and the tendency now is toward lower quotations.

These will be only gradual if they occur, as it will take considerable time for the market to get back to where it was before the crop of the season before last failed.

The consumption of olive oil is rapidly increasing in Canada, where it is fast becoming an item of importance in the grocery trade. Instances are known where grocers have sold large quantities.

Doctors are recommending it for its medicinal qualities and it is being used for both inside and outside applications. It is claimed to be an excellent remedy for various ailments and a case is known where a New York doctor recommended olive oil for appendicitis.

It is bad policy to allow an idea to get abroad, always quite prevalent among some clerks, that the owner has little or no authority. See that they recognize clearly who is "boss" and better work will be the result. There is no need of being unreasonably dictatorial; a show of authority at the proper time will have the required effect.

ADDRESS WAS OMITTED.

The Grocer received a communication this week regarding a letter which appeared in last week's issue from a West Indian firm in connection with the acceptance of drafts. But as the writer gives no address and as he is not known by The Grocer his letter could not be published.

Every communication must bear the name and address of the writer not particularly for publication but simply as a matter of good faith.

Figuring Out the Secret Rebate

By Edwin Dowsley

"Look here, Dollenby, there's no other construction to it, this doesn't pay, and you know it!"

"I'm not saying it does."

The general manager jerked up with an undisguised expression of sourness.

"I'm not saying it does," repeated Dick, his eye meeting the other's meaningly.

"Now then, Dollenby," continued the manager, somewhat mollified in tone, "here's the situation." He picked up a paper with a condemning column of figures of Dick's sales and expenses, and continued:

"If you can't make the business pay the company, you cannot make it pay yourself. I have talked this over with you several times, as you are aware. I know you have your own ideas about selling, but I also have mine. Sometimes you ideas work, but sometimes they don't. Being successful in a field molded after your own ideas doesn't prove that your ideas will be successful everywhere. A salesman must be pliable enough to accommodate himself to conditions as he finds them."

Dick said nothing. He was an experienced salesman, and he was irritated. The manager continued:

"Now this is the point," picking up a long printed paper, "here's a specification of wants from the Chinaway Transit Company; and-I-want-that order!" The manager struck the paper with his hand to emphasize the want. "Do you understand, Dollenby? I want the order!" bending over, looking closely at Dick, partly menacing, partly coaxing. "That order will make things hum if we get it, and it's up to you to get it!"

Dick nodded, and agreed that it was.

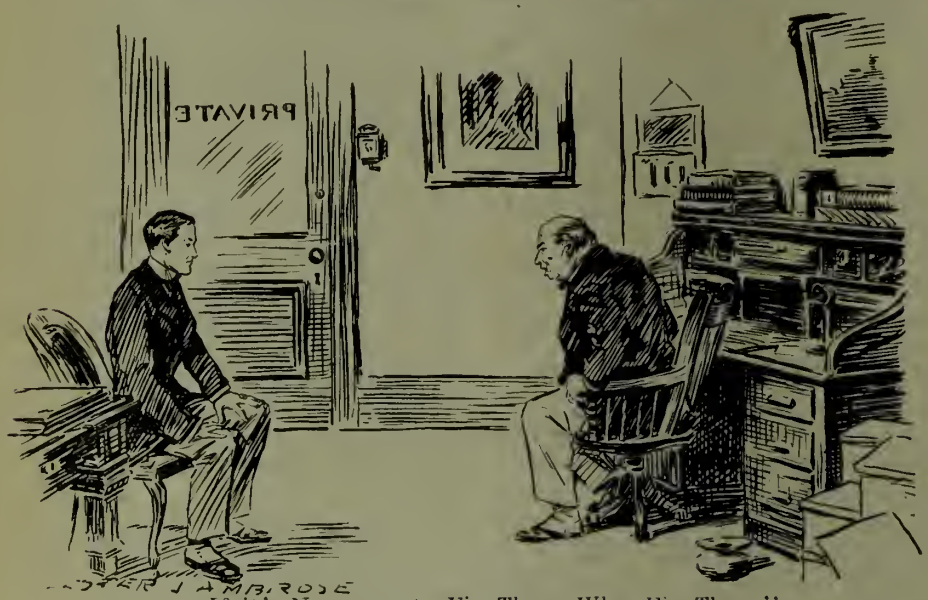
The manager leaned back, assuming again his dignified bearing.

"You know, Dollenby," he continued insinuatingly, "a bit of commission is neither here nor there with us. If it's necessary to fix them, why, fix them! That's all there is to it. I'm not stingy about a present or two, and I lay no limit to what you pay, except common sense. You know what I mean."

"Yes, I know whatyou mean!"

"Very good!" interrupted the manager. "You have just twenty minutes to catch your train, and this time—Dollenby—you understand, of course, it's business."

Dollenby suddenly found himself outside the manager's office, scarcely comprehending how, so politely was the ejection accomplished. A slow crimson tinge mounted his forehead, but discipline saved the general manager.



"If it's Necessary to Fix Them, Why Fix Them."

Walking swiftly to the sample-room, Dick stopped at the entrance, his big six feet three nearly filling the doorway. Dropping his bag, he delivered a violent kick that sent the thing wobbling sideways, endways, to the centre of the room, a couple of samplers stepping smartly to escape the bolt.

"Whew!" from both of them.

"Fill it up with Chinaway samples!"

"Going down to sell 'em?" timidly from one.

"No," from Dick, savagely. "To buy 'em."

The samplers worked rapidly. Dick Dollenby in a tantrum. The idea silenced them.

The bag nicely packed, brushed and cleaned, was finally tendered gingerly to Dick.

Immediately, the old winning smile broke out. Patting one on the shoulder, "Thanks, old man." Then his hand to the other, "Thanks, son."

Years ago Dick Dollenby had possessed himself of a fund of that good-humored optimism that believes it can annihilate anything that bars the way to progress. Now, things revolved so contrarily that Dick developed a suggestive temper. He indulged in a swear or two, and there was, to use his own words, "pure cussedness in things in general."

Dick had been summoned several times lately within the precincts of the inner sanctum, and there, as he put it, "made to walk the carpet" before the general manager of the house which had bid so high for his services, and he did not like it a bit.

Dollenby had always been rated high by his brother salesmen. His easy, non-combative, gently persuasive manner, bore with it some graceful mesmeric influence, finding an opening for him into the hearts of the most obstructive buyers. To-day, this winning optimism, this ingratiating personal influence seemed to have lost its charm.

Hurrying along to his train, Dollenby comprehended more fully the significance of that last remark of the general manager. It roused all the fight within him. What did he care for the general manager? He would sell goods for the pure love of selling them, and do it his own way, too.

A Mental Debate.

Sneaking into any company's establishment with a bribe for some subordinate to recommend his goods was repugnant to Dollenby's ideas. He did not graduate from that school. To attempt success along those lines would be folly. Yet, he though, how much there was of this underhand business, and how was he to make returns unless he conducted his business along the lines by which buyers were the most easily accessible?

Then, he reflected, with some misgivings, his own way had not worked lately. The manager only gave him a hint. He even recalled he had permission—suggestion, to fix them. A savage delight suddenly evolved itself that he might easily fix a price, the recoil from which would compel even the general manager to wince; only to be as quickly rejected.

To sell the Chinaway Company, however, or rather, their bribe-seeking dependants. Dollenby was determined. He would sell them once, no matter what it cost, and deal with his own house afterwards.

As the train sped along, he wondered why such a company as the Chinaway should tolerate such a system of buying. The chiefs were blind—or deaf, if they didn't know it. It was common talk with every road salesman.

Then he began to consider how he should approach a man with a bribe for his departmental business—a delicate undertaking, practised to a nicety by those who knew how.

He was still wondering how they did it when his train pulled into the depot.

The Chinaway Transit Company's establishment was a busy place. The very hum of immense development and many interests were potential. Even prestige was to be gained from the mere selling to such a concern.

Dick steered his way along the line of offices to the door of the Purchasing Department, arriving there on the minute for the appointment made by wire for a representative from his house.

The moment he handed in his card he found himself being ushered down past a long column of clerks, each of whom eyed him curiously, until he passed into the sanctum of the chief buyer.

Dick mentally noted with reserved expression the buyer's attitude. It was characteristically assumed to convey the impression that he was a very busy man. He was actually seated on a high stool, with his feet on a high rung, his face almost lost in the depth of papers on the desk before him.

The busy man turned quickly, put his hands on his knees, and eyed Dollenby suspiciously. He was at once the possessor of a little bald head, his face ornamented with a sharp peaked nose, and little beady eyes that looked out over his spectacles in a spirit of annihilation.

Uses His Finest Arguments.

Dick, once again in the presence of an important subject for his skill, forgot any nervousness he might have acquired, and entered into the bout of securing a hearing with his wonted vigor and grace. He talked of many things in easy, fluent style, with genial interest touching lightly on the main idea, then back again to things in general and on by interesting by-ways until his listener was actually led unconsciously, though not unwillingly, to the topic of the goods he had to sell.

Dick had him thoroughly interested, and taking quick advantage, went on deftly to put forward the becoming points of his own particular brands. He pointed out consistently their excellent qualities, proved successfully their durability, satisfied the buyer on the price. With easy, unassumed courtesy his samples had been decorously introduced, and altogether, Dollenby got as good a hearing as any drummer could possibly desire.

Through it all, however, Dick instinctively experienced an air of something absolutely uncongenial, as those little eyes looked into his—sometimes quizzical, sometimes suspicious, other times altogether beyond comprehension.

Finally, when there came the natural lull after all had been said, the little man angled his head a point lower, and again looked over the top of his spectacles.

"Well"—slowly and deliberately—"I believe all you say. You certainly have got it down well; but the point now is—what is there in it for me?"

"Beg your pardon?" queried Dick, rudely shocked at the very bluntness of the suggestion.

"Oh, now Mr.—Mr.—(looking around for his card, and then finding it)—Dollenby, don't pretend you don't know what I mean. I say, what-is-there-in-it-

"He Was Actually Seated on a High Stool."

for-me?" with a suggestive dig of the thumb at his right lung as he said for me. "I've made it easy for you; I didn't leave any thorny path for you to crawl up wondering how you were going to do it; I just gave you the cue right off the handle," and he stretched out his hands, slightly elevating the shoulders.

"As a matter of fact, I never thought of it," suggested Dick, mildly.

"Didn't you, indeed? Well, I won't hurry you," sneered the buyer.

"I have shown you honest guarantees for honest goods—fill your orders properly—make the price right—"

"Now, Dollenby," interrupted the buyer, "let us drop that to get over with it. You know well enough that buyers in concerns like this get a rake-off, and if they don't—so many more the fools. Neither you, nor the sellers, nor the powers that be of this or any other concern can prevent it. We're here alone and my word is as good as yours. If there isn't room in the price for a rake-off, chop it off the goods. I'm here to pass the stuff or condemn it, see?"

"I see," replied Dick.

"Well, here's a paper; sit down over there and figure it out; don't hurry yourself," suggestively.

Dick took the paper and sat down by the window. He looked out on the busy crowds passing up and down in the great factory yard. Here in his grasp was an order that meant thousands to his house, dollars and restored prestige for himself. He had come to that house with a brilliant record. He was drawing a large salary. His record had gone back on him. To lose now was to lose all. He realized it was disastrous for a salesman to leave a house under a cloud. This order would retrieve everything. Why should he not have it? It only meant handing a bribe to this miserable buyer—yes, and cutting the honest goods he had talked about to dishonest ones and cheating the people who were paying for them, to put something into this fellow's pocket. Still, that wasn't his affair, he had the authority of his house to do it—it need be only this once, then he could leave the house, his prestige retained. His whole future might be staked on this one order. He must have it. And yet—and yet—

Suddenly, some great resolve steadied him.

Dick took up the paper; looked at it—hesitated, then stooped and hurriedly wrote upon it.

He took it to the desk and laid it down before the man.

The buyer picked it up. "Not one cent." He turned on his stool and looked at Dick over his spectacles.

Dick nodded his head assertively twice, dug his thumb into his right lung and said, "From me."

The buyer calmly turned to his work with admirable indifference.

Dick knew well enough the fellow could get what he wanted from other houses, and he knew that the fellow knew it. Yet, he was angry. He could have thrown the peaky-faced little sinner out the window, but he realized that it would be impolitic even to say a word. So he quietly packed his grip, turned to the man and said, "Good-day."

The man returned "Good-day" without looking up.

A couple of hours later Dick's composure was restored, and his illimitable good humor had returned. He could scarcely restrain a laugh now at the whole sorry business, but as for himself he was quite resolved.

Strolling over to the hotel telegraph counter, he scratched off the following to his firm. "Send another man, can get order, please accept my resignation."

As he finished writing a boy came shouting along the corridor. "Mr. Pollenby! Mr. Dollenby!"

"All right, here you are," and Dick held out his hand for the note. It read: "The president of the Chinaway Transit Company wishes to see Mr. Dollenby immediately at his office."

"Hum," said Dick to himself, "wishes to see me—immediately, does he?

Well, he can see me after I send this message—if I'm ready then."

On second thought he put the telegram in his pocket, and walked away to the office of the president.

When Dick was ushered into the president's office, after presenting his card, he encountered a small, wizzened man with a bald head, a small, peaked nose, and beady eyes that looked at him over the top of his spectacles.

"Well, so you're back again, are you?"

"Looks a bit like it, doesn't it?" returned Dick, with his most engaging smile.

"What can I do for you now?"

"Fact is, I don't know that you can do anything. I got a little note a minute ago requesting me to come to see the president, and here I am."

"So you did, Dollenby. Sit down. I'm the president."

Dick closed his eyes tight for an instant, then opened them comically to look at the little man

"It's all right, Dollenby. You're awake. Sit down. I sent for you." Dick began to get a glimmering of the play.

"Now Dollenby, it's one on you, or it's one on me. I don't much care which; but I've found out a thing or two these last few days that has opened my eyes. It may not have been the least questionable way to find it out, but it was about the only way, and I did it. I became acquainted with a number of firms ready to figure it out differently from the way you did it, and I have my suspicions that your firm would have been with them if they hadn't sent you. Well, never mind that. This concern wants a buyer, Dollenby, and I have an idea, mark me, that a man who won't give a bribe, won't take one. Do you follow me?"

Dick hinted that he did.

"Are you open for an engagement?"

Dick slowly pulled the telegram he had written from his pocket, and the president read it.

"All right—that's fair." Then turning he wrote hurriedly on a piece of paper, and handed it to Dick, continuing, "That's what there is in it for you—from me," with a twinkle.

Dick looked at the paper. The amount nearly took his breath away.

"Is it a bargain?"

"Yes, sir."

Original Idea in a Maple Sugar and Syrup Window

Maple Tree, Wild-Cats, Owl and Hawk go to Make a Realistic Forest Scene—From the Raw State to the Manufactured Article—Attracts a Lot of Attention in the Royal City.

Guelph, Ont., April 21.—As a good example of an original window trim, a recent display in the window of J. A. McCrea & Son might be pointed to.

The background was made of large branches of trees. At the base were 2 large logs about a foot thick, lying in dead leaves 6 inches deep. In the centre a camp fire was represented with a kettle suspended into it. There was also a maple tree tapped with a pail attached.

To make the forest scene more realistic two large stuffed wild cats, a beautiful feathered partridge and a large black hawk were shown.

At the opposite end of the window was a small oak barrel of maple syrup and a generous display of the various priced jars of absolutely pure goods as well as a quantity of maple sugar in blocks.

The window was prettily illuminated at night and attracted large crowds on account of the striking originality about it.

The idea was conceived by J. A. McCrea and worked out by Albert Voss and the staff in general.

Such a window as this is bound to bring good results. It attracts attention because it is something out of the ordinary. When a window attracts the public then it should be such as to cause the public to buy.

If it is appetizing and if some neat show cards and price tickets are used there is every reason why it should prove profitable. A good window dresser is a useful person around a store.

Drawing Giving an Idea How a Guelph Grocery Firm Dressed a Maple Goods Window.

Practical Methods Used in Retail Grocery Stores

Retailers Discuss Their Profits on Certain Goods — Brandon Merchants Enthusiastic Over Half Holiday During the Summer — Suggestions for a White Confectionery Window—Vancouver Grocers Aiding Their Exhibition.

Profits of the Retailer.

St. John, N.B., April 21.—A retail grocer of this city in commenting on the article from a Hamilton grocer in a recent issue of The Grocer on "The Retailer's profits," thinks that the trade has come to such a state that it is difficult for the retailer to get along. Profits have been cut down on many articles to such an extent that those articles do not pay their share of the expenses of running the store. Such articles as these this retailer places out of sight and displays prominently only those which pay a fair percentage of profit.

In reference to conferences with wholesalers and manufacturers he believes that in view of the existing conditions they would do a considerable amount of good. The retailer would then have an opportunity to point out wherein he is being unfairly treated.

The same grocer refers to a biscuit manufacturer, who, he claims sells to the consumer a pound or a box of biscuits almost as cheaply as to the retailer and at the same time wonders why the retailer does not handle more of his goods. This is one example of many he says, and is one of the reasons why the retail trade should be protected in order to preserve its existence.

They Believe in a Rest.

Brandon, Man., April 21.—About five years ago, through the instrumentality of Smith & Burton, wholesale and retail grocers, a half holiday was instituted on Thursday afternoons in all the city grocery stores during July and August. The first year or two the idea was looked upon as more or less radical but it became more and more popular. The third year the retailers of all other branches of the trade joined in and the Thursday afternoon half holiday is now a grand success, so much so that this year the merchants are to carry out the idea for three months, making it June, July and August, the citizens recognizing the action of the merchants' plan to have all civic holiday features take place on Thursday.

The same is true of the churches and other bodies and this year, as well as the years to come, Thursday afternoon is sure to be a great day in Brandon.

White Confectionery Window.

Winnipeg, April 21.—If the dressing of the confectionery window in the grocery store has not been tried according to the plan given here it might be profitable to attempt it. It is a suggestion of a grocer for a white confectionery window.

"Drape the whole window in white with crepe paper, cheesecloth, or something similar. Do not try to get a good white effect with one thickness, unless the woodwork underneath is very white, for in using any of the above drapings the color underneath will show through. Then display white dishes of white candy like cream peppermints, etc., and in the centre place a large dish of something red to make the desired contrast. Such a window will command attention and if a few price tickets are used it should sell the goods."

Grocers Support Exhibition.

Vancouver, B.C., April 21.—The question of supporting the Vancouver Exhibition was one of the points discussed at the last meeting of the R.G.A. It was unanimously resolved: "That the Vancouver Retail Grocers' Association offer a solid silver cup, value $100, for the best display of goods manufactured in British Columbia sold by grocers."

It was further decided that the association as a body and the members individually, do everything in their power to make Vancouver's first exhibition a great success, and a hope was expressed that all similar associations and semi-public bodies should do likewise.

The president of the association, W. Clark, announced his intention of giving a prize, value $25, for the best display of honey at the exhibition.

Building a New Store.

Bridgeburg, Ont., April 21.—W. R. Krafft is erecting a new store which he expects to occupy by June 15th.

The building is to be of brick veneer, two-storey, thirty-two feet wide by sixty feet in depth. Mr. Krafft will occupy the entire ground floor and cellar with his grocery store. The second storey will be composed of two residential flats.

Prize Winning Outfits.

Guelph, Ont., April 21.—At the horse show held here last Thursday three grocers entered their delivery outfits in the single delivery outfit competition and two of them, C. T. Hicks and J. A. McCrea & Sons, were successful in capturing prizes.

A meeting of the executive of the clerks' and Salesmen Association was held Thursday evening, April 14th. The usual half-holiday petition has been signed by a large number of the merchants, in all lines of business, and everything is favorable for the Thursday half holiday during the months of July and August. One change has been made, however, the hour for closing being 12.30 instead of 1 o'clock.

Window Card Sells Puddings.

Toronto, April 21.—A neat show card is used with good results by a local grocer selling puddings put up by a manufacturer. The card reads: "Meal time is always 'on time' if you keep a supply of ——— half minute puddings within reach. More quality and flavor than you've been accustomed to getting at popular prices."

The above is printed on the card in 3 colors and the whole is made more attractive by the figure of a youth ringing a bell.

Fruits Moving Slowly.

Lindsay, Ont., April 21.—At the present season of the year Lindsay grocers are doing their best to push the sale of fruit of various kinds, but so far they have not experienced the demand for prunes, oranges, lemons, maple syrup, etc., that they did this time last year for the reason that the people seem to be stocked with fruit. The cellars of housewives were stocked last season with oranges especially, because they were "dirt" cheap. There was even a famine in preserve jars last year, because of the great demand for oranges for marmalade, but the case is different this year.

But even at that there has been a fairly brisk demand for oranges this year for eating purposes. One grocer conceived the idea of giving a spoon away with each dozen of oranges bought at his store and advertised the fact that the wrappers would not have to be saved and buyers would not have to spend money in postage stamps. He put on a big sale on Saturday, and he says it paid well.

The housecleaning season brings with it the demand for all kinds of brushes, brooms, etc., and a few windows dressed with these articles were noticed last week.

Ships Syrup to the West.

Smith's Falls, Ont., April 21.—One grocer here who makes good money by taking advantage of the maple syrup season is H. Layng. Every spring he purchases large quantities of syrup from the farmers in the neighborhood and sends it by the barrel to the Canadian North-West where he has established a ready market. By making drafts on the buyers there he receives cash for the goods and has therefore a profitable side line with certain profits.

The Markets—Advance on the Way in Canned Fruits

They Will Likely Go Up 2½ Cents Per Dozen in a Few Days—Sugar Declines in Manitoba and St. John—Almonds Advancing and Ginger Higher in Primary Market—Poor Sale For Dried Fruits.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Molasses—Choice 3c lower.
Ginger—Higher in primary market.
Tarragona Almonds—½c higher.
Evaporated Apples—½c lower.

Montreal, April 21, 1910.

The features of the week are the drop of 3c in choice grades of molasses and the upturn of ½c in Tarragona almonds. The former is due principally to a large influx of supplies, which have, to a large extent flooded the market.

A severe frost in France is reported to have damaged the almond crop to a considerable extent, this being reflected in the ½c raise here. If true, as the report seems to be, a still further rise is looked for.

Spice men report fine business now, in fact seem to be by far the busiest men in the grocery trade, and prices continue firm.

Recent rains have not improved roads here, but they were not heavy enough to do any great harm. It is hoped no further rainfall will take place for a few days, as it is difficult for the country people to get in. Trade generally is dull and discouraging reports are given by most of the grocers. A recent talk with Sherbrooke, Que., grocers showed that trade was on the upgrade there, in spite of the fact that maple products are scarce this year. The early season is given credit for it to a great extent.

Sugar.—Last week's weakness in beet sugar has been fully counteracted. The Cuban drought still continues, though rains are reported from one or two sections. Local trade is dull, waiting for the market to shape one way or the other.

Granulated, bags	5 05
" 20-lb. bags	5 15
" Imperial	4 80
" Beaver	4 80
Paris lump, boxes, 100 lbs.	5 85
" " " 50 lbs.	5 95
" " " 25 lbs.	6 15
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 75
" " 100 lb. boxes	5 85
" " 50 lb. "	5 95
" " 25 lb. "	6 15
" " 5 lb. cartons, each	0 37½
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37½
Extra ground, bbls.	5 50
" " 50-lb. boxes	5 70
" " 25-lb. boxes	5 90
Powdered, bbls.	5 30
" 50-lb. boxes	5 50
Phoenix	5 50
Bright coffee	5 00
No. 3 yellow	4 90
No. 2 "	4 80
No. 1 " bags	4 85

Bbls. granulated and yellow may be had at 5c. above bag prices.

Syrup and Molasses.—Choice Barbadoes lines are all down 3c, owing to a sudden influx of supplies. Fancy are firm at former quotations. Sales of both syrups and molasses are slow at present, though the present reduction should induce more buyers to stock up on choice.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 33	0 35
" " " barrels	0 36	0 38
" " " half-barrels	0 38	0 40
New Orleans	0 27	0 28
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls.		0 03¾
" ¼-bbls.		0 03¾
" 38½-lb. pails		1 80
" 25-lb. pails		1 30
Cases, 2-lb. tins, 2 doz. per case		2 50
" 5-lb. " 1 doz. "		2 85
" 10-lb. " ½ doz. "		2 75
" 20-lb. " ¼ doz. "		2 70

Tea.—A pretty bare market with good demand for lines showing is the local situation. Prices remain steady at former quotations.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 25	0 28
Good common	0 21	0 23
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Coffee.—Coffees remain firm with a good demand. Supplies at first hand are somewhat short at present. No prices are affected.

Mocha	0 18½	0 25	Santos	0 14	0 17
Rio, No. 7	0 10	0 12	Maracaibo	0 15	0 18

Spices.—Ginger is firm, and high in the primary markets. So far this upward tendency has been insufficient to affect manufacturers' prices, but a further advance would probably bring this about. Sales of all lines have been unusually good, and spice men are about the busiest in the trade at present.

	Per lb.			Per lb.	
Allspice	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20
" ground	0 15	0 19	Mace		0 75
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 18
Cream of tartar	0 23	0 32	" white	0 20	0 25

Evaporated Apples.—Slow is the only word to describe the evaporated apple market. They are now ½ cent lower and there is little sale even at that. They have proved disappointing to local dealers this year.

Evaporated apples, prime	0 08

Dried Fruits.—Some local dealers are lowering prices to stimulate trade in dried fruits, particularly currants, the sale of which is slack. In this regard it is important to bear in mind the fact that next year's crop will be about 25 p.c. smaller, owing to the pulling up of many vines in Greece. This should eventually strengthen prices. Figs are slightly easier and occasional reductions are reported.

Currants, fine filiatras, per lb., not cleaned		0 05½
" " " cleaned		0 06½
" Patras, per lb.	0 07½	0 08
" Vostizzas, per lb.	0 08	0 09
Prunes—		
40-50		0 09
50-60		0 08
60-70		0 07
70-80		0 06½
80-90		0 06
90-100		0 05½
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
Old seeded raisins		0 06
California, choice seeded, 1-lb. pkgs.		0 07
" fancy seeded, 1-lb. pkgs.		0 09
" loose muscatels, 3-crown, per lb.	0 07½	0 08
" " 4-crown, per lb.	0 08½	0 09
" sultana, per lb.	0 07½	0 10
Malaga table raisins, Ridcau clusters, per box		2 25
Valencia, fine off stalk, per lb.		0 05
" select, per lb.		0 06
" 4-crown layers, per lb.		0 06½

Nuts.—It is reported that frost has seriously damaged the almond crop in France. As a result Tarragonas are ½ cent higher and brisk at the advance. The report seems well founded according to local cables received. Peanuts are easier in the primary market, though unchanged to the retailer. The new Brazil nuts have slightly lowered in price.

In shell—		
Brazils	0 14½	0 15½
Filberts, Sicily, per lb.		0 13½
" Barcelona, per lb.		0 10½
Tarragona Almonds, per lb.	0 12½	0 13½
Walnuts, Grenobles, per lb.	0 13	0 14½
" Marbots, per lb.		0 12½
" Cornes, per lb.		0 11½
Shelled—		
Almonds, 4-crown selected, per lb.	0 33½	0 35
" 3-crown " "	0 31½	0 33
" 2-crown " "		0 30
" (in bags), standards per lb.	0 26	0 27
Cashews	0 15	0 17
Peanuts—		
Spanish, No. 1		0 12
Virginia, No. 1	0 13	0 15
Pecans, per lb.		0 65
Pistachios, per lb.		0 75
Walnuts—		
Bordeaux halves	0 28	0 30
Brokens	0 23	0 27

Beans and Peas.—Beans are quiet. Some small orders have been placed, but it is getting warm too fast seemingly for the good of this market. Peas are still selling fairly well. Prices of both are unchanged.

Ontario prime pea beans, bushel	2 15	2 20
Peas, boiling, bag		2 80

Rice and Tapioca.—Dealers seem to have pretty well filled their requirements of rice, as the demand, of late, has shown a decided falling off. It has not affected prices other than creating a weaker situation locally. Tapioca remains firm at the advance, and sales are reported brisk.

Rice, grade B, bags, 250 pounds	2 75
" " " 100 "	2 75
" " " 50 "	2 75
" " pockets 25 pounds	2 85
" " ½ pockets, 12½ pounds	2 95
" grade c.c., 250 pounds	2 65
" " 100 "	2 65
" " 50 "	2 65
" " pockets, 25 pounds	2 75
" " ½ pockets, 12½ pounds	2 85
Tapioca, medium pearl	0 05½ 0 06

CANNED GOODS

MONTREAL—There is a strong undertone to the fruits and vegetables. They are a good buy at present prices, as stocks in some lines are already running low and it will be some time before this year's crop finds its way to the market.

Meat sales have been good in most lines, particularly tongue. Fish are quiet except, as usual, lobsters.

Peas, standard, dozen	$1 05
Peas, early June, dozen	1 07½ 1 10
Peas, sweet wrinkled, dozen	1 10 1 12½
Peas, extra sifted, dozen	1 52½ 1 60
Peas, gallons	3 87½ 3 92½
Beans, dozen	0 85
Corn, dozen	0 80 0 85½
Tomatoes, dozen (Ontario and Quebec)	0 85 0 90
Strawberries, dozen	1 37½ 1 40

Raspberries, 2's, dozen	1 75
Peaches, 2's, dozen	1 65
Peaches, 3's, dozen	2 65
Pears, 2's, dozen	1 60
Pears, 3's, dozen	2 30
Plums, Greengage, dozen	1 50 1 55
Plums, Lombard dozen	0 95 1 00
Lawtonberries, 2's, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb talls, per dozen	1 87½
½-lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 02½
Other salmon—	
Humpbacks, dozen	0 95 1 00
Cohoes, dozen	1 35 1 40
Red Spring, dozen	1 60 1 65
Red Sockeye, dozen	1 85 2 00
Lobster Futures—	
½-lb. flats, doz., $2.40; 1-lb. talls, doz., $4.25.	
1-lb. flats, doz., $4.50.	

Compressed corned beef, 1s	1 65
Compressed corned beef, 2s	2 90
English brawn, 2s	3 00
Boneless pigs' feet, 2s	3 00
Ready lunch veal loaf ½s	1 30
Ready lunch veal loaf 1s	2 40
Roast beef, 1s	1 65
Roast beef, 2s	2 90
Stewed ox tail, 1s	1 60
Stewed kidney, 1s	1 50
Stewed kidney, 2s	2 65
Minced collops, 1s	1 40
Minced collops, 2s	2 50
Corned beef hash, 1s	1 60
Corned beef hash, 2s	2 80
Jellied hocks, 2s	3 50
Jellied hooks, 6s	10 00
Paragon ox tongue, 1½s	7 50
Paragon ox tongue, 2s	8 50
Paragon ox tongue, 2½s	9 50
Paragon lunch tongue 1s	4 00
Tongue lunch, 1s	3 50
Sliced smoked beef, ½s	1 60
Sliced smoked beef, 1s	2 60

TORONTO — It has been intimated for several weeks that canned goods were good stock to hold, that prices were strained and that they would likely advance. We have it now from good authority that it has been decided to advance all kinds of canned goods 2½c per dozen.

Beans	0 55	0 90	Red pitted cherries, 2's		1 75
Corn	0 80	0 85	Gallon apples	2 45	2 75
Peas	1 10	1 60	Bartlett pears—		
Pumpkins	0 80	0 85	Heavy syrups, 2's		1 65
Tomatoes, 3's	0 85	0 90	Light " 2's		1 15
Strawberries, 2's	1 40	1 50	Heavy " 3's		2 40
Raspberries, 2's	1 60	1 67½	Light " 3's		1 70
Peaches, 2's		1 65	Lombard plums, 2's	0 80	0 85
" 3's		2 65			
Lawtonberries		1 65			
Clover Leaf and Horseshoe brands salmon:					
1-lb. talls, dozen		1 90	Red Spring, doz.	1 55	1 65
½-lb. flats, dozen		1 25	Red Sookeye, dz.	1 65	1 70
1-lb. flats, dozen		2 12½	Lobsters, halves, per dozen	1 85	2 20
Other salmon prices are:					
Humpbacks, doz	0 95	1 00	Lobsters, quarters, per dozen		1 40
Cohoes, per doz.	1 45	1 50			

ONTARIO MARKETS

POINTERS—

Canned Fruits—Advance coming.

Molasses—Weaker market.

Spices—Good demand.

Almonds—Higher.

Toronto, April 21, 1910.

The wholesale trade on the whole is satisfactory. Hustling, as a rule, is the order of the day. Payments as well as orders are up to the mark.

Retailers should remember that they are invited by the wholesale dealers for the first time in the history of Canada to meet with them at their annual convention, next Wednesday, April 27th, to discuss matters of interest, and retailers should make it a point to attend this first meeting.

Sugar—The sugar market is steady, but with no expectation of a decline. A singular feature of the trade is the fact that sugar dropped 5 points in Winnipeg this week. Some explain the reason of this to be due to freight conditions and others to western coompetition.

St. Lawrence "Crystal Diamonds," barrels	5 85
" " " ½ barrels	5 95
" " " 100 lb. boxes	6 05
" " " 50 lb. boxes	6 15
" " " 25 lb. boxes	6 35
" " " cases, 20-5 boxes	7 60
" " Pominos, cases, 20-5 boxes	7 60
Paris lumps, in 100-lb. boxes	6 05
" in 50-lb. "	6 15
" in 25-lb. "	6 35
Red Seal	7 10
St. Lawrence granulated, barrels	5 20
Beaver granulated, bags only	4 90
Redpath extra granulated	5 20
Imperial granulated	4 90
Acadia granulated (bags and barrels)	5 10
Wallaceburg	5 10
St. Lawrence golden, bbls	4 80
Bright coffee	5 10
No. 3 yellow	5 00
No. 2 "	4 90
No. 1 "	4 75
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

Syrup and Molasses—Molasses on the whole is a few cents cheaper, but as there are so many different qualities it is difficult to quote different prices. Some, however, claim that there is no change.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz. in case	2 50	Gallons, 6 to case	4 80
5 lb. tins, 2 doz. in case	2 85	½ " 12 "	5 40
10 lb. tins, ½ doz. in case	2 75	Quarts, 24 "	5 40
20 lb. tins, ¼ doz. in case	2 70	Pints, 24 "	3 00
Barrels, per lb	0 03½	Molasses—	
Half barrels, lb.	0 03½	New Orleans, medium	0 31 0 33
Quarter " "	0 03½	New Orleans, bbls	0 29 0 31
Pails, 38½ lbs. ea.	1 80	Barbadoes, extra fancy	0 45
" 25 " "	1 30	Porto Rico	0 45 0 52
		Muscovada	0 30

Tea—The tea market keeps firm with a fair trade, but nothing unusual is to be reported.

Coffee—The demand is good. One firm said that it kept them busy filling orders. Prices are firm, but as stocks have all been bought for the season, their are no changes in value.

Rio, roasted	0 12 0 13	Mocha, roasted	0 25 0 28
Santos, roasted	0 15 0 17	Java, roasted	0 27 0 30
Maricaibo, "	0 16 0 18	Rio green	0 08 0 09

Spices—This is not the season for spices but still several houses report an active trade. Ginger is scarce, and cream of tartar is firm and somewhat difficult to buy.

Peppers, black	0 15 0 18	Cloves, whole	0 25 0 35
" white	0 22 0 25	Cream of tartar	0 22 0 25
" whole, black	0 16	Allspice	0 14 0 15
Peppers, whole, white	0 23	" whole	0 14 0 16
Ginger	0 22 0 25	Mace, ground	0 75 0 80
Cinnamon	0 5 0 40	Mixed pickling spices, whole	0 15 0 16
Nutmegs	0 20 0 30	Cassia, whole	0 20 0 25
		Celery seed	0 24

Dried Fruits—Whether the people on the whole are going back on dried fruits is a matter that attracts attention. That the sales for this year are considerably below the average is admitted. The tendency seems to be more from year to year to use canned fruit instead of dried. Fard dates are up 2c a lb.

	Per lb
Prunes—	
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 09
50 to 60 " "	0 07½
60 to 70 " "	0 07
70 to 80 " "	0 07
80 to 90 " "	0 06
90 to 100 " "	0 05½
Same fruit in 50-lb. boxes ½ cent less.	
Apricots—	
Standard	0 15
Choice, 25 lb boxes	0 16
Fancy, " "	0 17
Candied and Drained Peels—	
Lemon 0 09 0 11 Citron	14 17
Orange 0 11½ 0 12½	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag figs	0 03½ 0 04
Dried peaches	0 08 0 08½
Dried apples	0 07½
Currants—	
Fine Filiatras 0 06 0 07 Vostizzas	0 08½ 0 09
Patras 0 07½ 0 08	
Unoleaned ½c less.	
Raisins—	
Sultana	0 05 0 05½
" fancy	0 06 0 07
" extra fancy	0 08½ 0 09
Valenolas, new	0 06 0 06½
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07½
" 12 oz. "	0 06
Dates—	
Hallowees 0 05 0 05½ Fards choicest	0 10
Saire 0 05	

Nuts—Tarragona almonds are scarce and will bring more money. New Brazil nuts are expected every day.

Almonds, Formigetta	0 11½
" Tarragona	0 14
" shelled	0 32 0 35
Walnuts, Grenoble	0 13½
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 29 0 30
Filberts	0 12 0 12½
Pecans	0 14 0 15
Brazils	0 15
Peanuts, roasted	0 08 0 12

Rice and Tapioca — Rice is plentiful and low in price but tapioca is scarce and higher.

	Per lb.
Rice, stand. B	0 03 0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03½
Patna	0 06½ 0 06½
Japan	0 04½ 0 05
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04½ 0 05½

Evaporated Apples — Considerable business is done in these lines, which is however effected through the inducements of reduced figures. Small quantities bring the regular price.

Evaporated apples	0 07½ 0 08

Beans—Beans are getting to be pretty well bought up, but the quantity is considered sufficient to meet the demand for the year, and therefore no serious change in prices is looked for.

Prime beans, per bushel	2 10
Hand-picked beans, per bushel	2 25

MANITOBA MARKETS

Winnipeg, April 21, 1910.

During the past few weeks the weather has been all that the trade could desire. The trade in the cities and towns had become equivalent to that of July and August, perhaps better, for it is in these months that many vacate their homes and frequent the summer resorts. One drawback to the town and rural store trade, however, was, that the farmers were all busy with the seeding and were leaving the grocers to themselves. The sudden change in the weather, however, has changed all this and wild winter gripped the province again for a few days. It was not particularly unseasonable to have cold weather at this time in April, but the extended fine period preceding it tended to make it appear untimely.

Local city trade was quieted somewhat while in the agricultural communities the merchants were increasing the volume of their business. A sudden flurry of snow seriously ties up traffic and transportation was impeded for a few days.

Wholesalers report money moving slowly this week, due no doubt to the credit given by retailers to the farmers, who have no intention of settling payments until the next crop is harvested. Merchants are rather loose in this regard and the condition reacts upon retailer, wholesaler, manufacturer and producer alike. If the cash could not be had one would be inclined to treat the situation with more content; but when through laxity of a better system on the

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part of the merchant so much inconvenience is invoked, the matter cannot be treated lightly.

Markets on the whole are being maintained firmly and new crop goods are replacing the old.

Sugar—The Canadian market is down 5 cents following a similar decline in New York. The United States market is reported not very weak and further declines are not anticipated.

Montreal and B.C. granulated, in bbls	$ 60
" " in sacks	5 65
" yellow, in bbls	5 20
" in sacks	5 15
Icing sugar, in bbls	5 95
" " in boxes	6 15
" " in small quantities	6 20
Powdered sugar, in bbls	5 75
" " in boxes	5 95
" " in small quantities	6 00
Lump, hard, in bbls	6 45
" " in ½-bbls	6 55
" " in 100-lb. cases	6 55

Syrup—The output continues to be excellent and retailers are stocking quite heavily everywhere in the west. The Canadian product is the most popular on account of the duty, and stronger prices may be prevailing soon.

Syrups—	
24 2-lb. tins, per case	2 15
12 5-lb. tins, per case	2 55
6 10-lb. tins, per case	2 40
3 20-lb. tins, per case	2 45
Half bbls., per lb	0 03½
Barbadoes molasses in ½-bbls., per gal	0 50
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, ½ bbls., per gal	0 33 0 35
Challenger, 6 10-lb. tins, per case	2 15

Foreign Dried Fruits—There has been no change in quotations yet although the reduced duty is 1-3 of a cent in the general line. It will not affect pears, peaches or plums however. Reports from crop centres indicate a fair production. In some localities the estimate is moderate while in others it is large. The prune crop may be better than that of last year.

Smyrna Sultana raisins, uncleaned, per lb	0 06 0 11
" " " cleaned, per lb	0 09 0 13
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 65
" " selects " 28's	1 80
" " layers " 28's	1 95
California raisins, choice seeded in ¼-lb. packages per package	0 05
" " fancy seeded, in ¼-lb. packages per package	0 06½
" choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08½
Raisins, 3 crown muscatels, per lb	0 06½
" 4 " " "	0 07

Prunes, 90-100, lb	0 05	Prunes, 50-60 "	0 07½
" 80-90 "	0 05½	Prunes, 40-50, lb	0 08½
" 70-80 "	0 06½	Silver prunes, ac.	
" 60-70 "	0 06½	to quality	0 09 0 12

Currants uncleaned, loose pack, per lb	0 06½
" dry, cleaned, Filiatras, per lb	0 06½
" wet, cleaned, per lb	0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08½

Pears, per lb	0 09 0 15	Dates, per lb., Hallows, bulk	0 06½
Peaches, standard, per lb	0 08½	Dates, Fard, 9½ lb. boxes	1 30
Peaches, choice	0 09	Dates, packages 30 in case	0 07
Apricots, standard, per lb	0 15	Figs, per lb	0 04½ 0 05
Apricots, choice per lb	0 15½	Peel, lb., lemon	0 09½
Plums, pitted, lb	0 11 0 12½	" " orange	0 10
Nectarines, lb	0 09½	" " citron	0 13½ 0 18

Honey—Wholesalers are gratified with the way honey is moving. It is a tribute to the quality of the Ontario product, since there is little of the southern stuff on the market. Prices hold firm, but money is no object when there is a good article on the market.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	1 90
" 60-lb. tins, per lb	0 15

Beans—Although navigation has not opened yet, the market on many lines of goods has become easier. Beans have not been reduced but there is little moving just now, in anticipation of lower prices when the lake transportation begins.

3-lb. picker, per bushel	2 20
Hand picked, per bushel	2 30

Tapioca and Sago—A firm market is reported to-day on both lines. We quote sago at 5 cents which is a slight advance. An international trade on a moderate crop is the cause of the firmness.

Pearl tapioca, per lb	0 04½
Sago, per lb	0 05

Nuts—Abundance of good quality shelled nuts at fairly strong prices as quoted below is the condition maintained this week. The movement everywhere is free. Peanuts will come in in larger quantities but there will be little variation from the following quotation.

Shelled Walnuts, in boxes, per lb	0 30
" " small lots, per lb	0 31
" Almonds, in boxes, per lb	0 33
" " small lots, per lb	0 34
Peanuts, Japan, per lb	0 13 0 16

Rolled Oats—This commodity is weak in comparison to the price of oats. An attempt is being made to put it back to a normal figure. If so it will be near the dollar mark. The output is not heavy in spite of a low market.

Rolled oats, 80 lb. sacks, per 80 lbs	1 75
" 40 " " 40	0 90
" 20 " " 20	0 45
" 80 " (8, 10s)	2 15

Maple Syrup—New goods of 1910 tap are quite abundant and orders for the fresh product are frequent. The following prices are maintained strongly.

24 quarts, per case	8 50
12½ gallons, per case	7 85
6 gallons, per case	7 25

Barley—The firmness on barley is maintained though immediate advances are not expected. The product is moving well, and supplies are gradually being wrung from eastern holders.

Pot barley, per bag, 100 lbs	2 35
Pearl barley, per bag, 100 lbs	3 45

Fresh Fruits and Vegetables—

Potatoes, per bushel	0 50
Native cabbage, per lb	0 03
Native beets, per bushel	1 00
Native onions, per lb	0 02½
Oranges	3 00 3 75
Lemons	4 50 6 00
Apples, Ontario, per bbl	4 00 6 00
Grape Fruit, per crate	6 00
Grapes, per keg	5 00
Bananas, per lb	0 05
Cranberries, per bbl	6 00
Tomatoes, per crate	4 50

Lard—Lard is going up and wholesalers are slightly divided on the prices. We quote the 20 lb. pails at $3.65, while some houses have it $3.75. Other sizes may be advanced soon.

Pure, 20-lb. pails	3 65
" 3-lb. tins, 60-lb. cases	11 25
" 10-lb. tins, 60-lb. cases	11 05
Compound, 20-lb. pails, per pail	2 80
" 5-lb. tins, 50-lb. cases	8 80

Canned Goods—Many lines are getting scarce just now, and the opening of navigation will bring a much larger stock on the market. Gallon apples are scarce and at a premium. Peaches have a firm market.

Evaporated Apples—There is nothing new to report in this dull market. Supplies are getting scarce and no change is noted on the 7½ cent quotation. The quality is such as to discourage a good output.

BRITISH COLUMBIA MARKETS.

Vancouver, B. C., April 21, 1910.

Best bacon is up another notch, the quotation now being 30c a pound. If taken in 100-lb. lots, a reduction of half a cent is made.

Local eggs are now quoted at the city market at 31c, as low a figure as they have been for a long time. Californias are at 30c, while eastern eggs are out of the market practically, because of poor quality. One grocer stated that when he went over what he had of easterns he found over 50 per cent. of them bad. These were storage, and it is hard to say how long they had been kept.

Fresh tomatoes are offered from California and Florida. The price is $6 a crate, but it varies according to the supply. A couple of days ago it was about $5.50, but when only one wholesaler had them, another 50c was charged.

There is talk of another jump in the price of local sugar. The figure now is $5.80, having been advanced a few weeks ago from $5.60, and the increase spoken of is another 20c. No definite announcement has been made. There is no change so far in the price of the imported sugars.

Sugar, standard granulated	5 80	Butter, local creamery	0 38
Sugar, Imported	5 25	Butter, Western	0 22 0 25
Val. raisins, lb	0 05½	Eggs, California	0 30
Cal. " "	0 07	Eggs, local	0 31
Prunes	0 05½ 0 07½	Cheese, Ontario	0 14½ 0 15
Currants	0 06½ 0 07½	" Manitoba	0 14
Dried apricots	0 11 0 13	Bacon	0 24 0 30
Flour, Standard, bbl	6 90	Lard, pure	0 20
Cornmeal, p. 100 lbs	2 60	Lard, compound	0 17½
Beans, per lb	0 03½ 0 04½	Potatoes—	
Rice, per ton	68 00 75 00	Ashcrofts, ton	40 00
Tapioca, per lb	0 03½	Local, ton	20 00
Apples, box	2 75 3 00	Cal. Burbanks	25 00
Evaporated apples	0 08½	Canned Goods—	
Butter, Eastern dairy in tubs	0 25	Peas, Early June	1 40
Butter, Eastern dairy, choice	0 31 0 33	Tomatoes	1 37½
		Corn	1 02½
		Apples	2 42½
		Strawberries	2 15
		Raspberries	1 65

NOVA SCOTIA MARKETS.

Halifax, April 21, 1910.

The wholesale grocery markets are firm this week, and prices in some lines show substantial advances. Provisions have a tendency to advance still higher. Onions are in good demand, and the sales of Bermudas are heavy. They are quoted at $1.75 per box. Some of the Halifax dealers that had large stocks of onions on this season lost heavily as the onion kept poorly, rotting before they could be disposed of. Pot barley declined fifty cents per barrel.

Local merchants report the demand for dry fish limited, although they have large stocks on hand. The steamer Sobo that sailed this week for the West Indies took a large cargo of dry and pickled fish. The demand for pickled herring is limited. Lobster are in better supply this week, and the price is a little easier. Large lobsters are selling at twenty cents each, and the small at 12 cents each. The exports from coastal points to the U. S. market

THE CHANCE OF YOUR LIFETIME!

THE wonderful West, after a season of unequalled prosperity, is calling for just those goods you handle and manufacture. Why not let us help you dispose of them? We have a thorough grasp of Western Trade and its developments, and have large track warehouses at the three strategic business points. Seize this splendid chance of placing your wares to the best advantage! We offer you conscientious, thorough and reasonably-priced service.

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Wholesale Commission Merchants and Brokers

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Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

Protect Your Interests
by selling nothing but "quality" goods!
But, how can I be certain of the purity of any line, we hear you say!
Stock up with
E D S
Jams and Jellies!
YOUR GUARANTEE
lies in the Government Analyst's finding that "E.D.S." Brand are 100% pure. Just send to the Department of Inland Revenue for Bulletin 194; it will convince you how much purer "E.D.S." Brand is than most other lines.
Try a case of "E.D.S." Pure Grape Juice. It's non-alcoholic, refreshing and invigorating. A ready and profitable seller.
AGENTS—N. A. Hill, 25 Front St. E., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.
MADE BY
E. D. SMITH
At his Fruit Farms
WINONA. - ONT.

OUR
Maple Leaf Brand
Breakfast
Bacon
IS PERFECTION
Our Own Special Cure
Try it for that Particular Customer
There is no other just as good
GUNNS LIMITED Pork and Beef Packers TORONTO

LARD

There is a great deal of difference between good Lard and poor Lard, while there is very little difference in the price of either. It will pay you to handle the best, and the best is "Star Brand."

We have also excellent Lard Compounds, "Three Star" and "Silver Star." These are quoted at very reasonable prices.

Write us for quotations.

F.W. Fearman Co.
LIMITED
Hamilton

EVERY MOTHER
Wants the Richest Milk for Her Baby

Jersey Sterilized Cream
is 13% Richer than the Best of other brands in Canada.

The Truro Condensed Milk Co., Limited, Truro, N.S.

MILD CURED
Breakfast Bacon
Skinned Backs and Hams

Finest Quality. Made from Selected Hogs. Made under Government Inspection.

The WM. RYAN CO.
LIMITED
PACKING HOUSE:
FERGUS, - - ONT.
HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Next Winter's Storage Eggs Likely to be High

Packers Out Hot-foot After Them Now and are Paying Good Prices—Hogs and Hog Products Still Ruling High—A Chance That Butter May Become a Little Easier — Maple Syrup in Quebec Practically all out of First Hands.

The scarcity of hogs is not confined to Canada alone; there is even a greater scarity in the United States. The "Cincinnati Price Current" states that the total number of hogs killed since March 1st this year is 1,750,000, as against 2,605,000 during the same time last year. The receipts of hogs are extra light just now, but this is expected during the busy seeding time.

Butter is exceptionally scarce and high. While it is a good thing to meet the new season's make with no old stock on hand, the dealers no doubt, not having forgotten last year's pinch, have this year been a little too anxious to sell out in good time. Big money might have been made this year at the time it was lost last year.

The cold storage places are rapidly being filled up with eggs, and the present high price means high price eggs for next winter.

Cheese is quiet, with little moving. The first of the new make is beginning to reach the market.

MONTREAL.

Provisions — If anything hogs, live, seem to be slightly esier. It has made no difference in quotations, but may in a short time make itself felt more. Other lines are somewhat quiet with no changes in quotations. An improvement is beginning to be felt, however.

Pure Lard—	
Boxes, 50 lbs., per lb	0 17½
Cases, tins, each 10 lbs., per lb	0 17½
" " " 5 " "	0 17¾
" " " 3 " "	0 17¼
Pails, wood, 20 lbs. net, per lb	0 17½
Pails, tin, 20 lbs. gross, per lb	0 17¾
Tubs, 50 lbs. net, per lb	0 17
Tierces, 375 lbs., per lb	0 17
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 12½
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12¼
" 5 " " " "	0 12½
" 3 " " " "	0 12½
Pails, wood, 20 lbs. net, per lb	0 11¼
Pails, tin, 20 lbs. gross, per lb	0 11½
Tubs, 50 lbs. net, per lb	0 12¼
Tierces, 375 lbs., per lb	0 12
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	32 00
Bean pork	28 00
Canada short cut back pork, bbl. 45-55 pieces	31 50
Clear fat backs	34 00
Heavy flank pork, bbl	21 00
Plate beef, 100 lb bbls	9 25
" 200 "	18 00
" 300 "	26 50
Dry Salt Meats—	
Green bacon, flanks, lb	0 16½
Long clear bacon, heavy, lb	0 17
Long clear bacon, light, lb	0 17½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 16
Large sizes, 18 to 25 lbs., per lb	0 17½
Medium sizes, 13 to 18 lbs., per lb	0 18
Extra small sizes, 10 to 13 lbs., per lb	0 18½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 18½
" " " small, 9 to 12 lbs., per lb	0 19
Breakfast bacon, English, boneless, per lb	0 20
Windsor bacon, skinned, backs, per lb	0 21
Spiced roll bacon, boneless, short, per lb	0 15
Hogs, live, per cwt	10 00
" dressed, per cwt	14 00

Butter—Butter is firm and scarce and is still quoted at last week's advance. Little is coming in, practically only half last year's corresponding receipts. The tariff situation is undoubtedly one of the main factors in this, so many of the creameries are exporting cream to the States.

Receipts for the week are 1,169 packages, as against 2,277 packages same week last year. For the season they are 409,324 packages, as against 427,982 packages same season 1909.

New milk creamery		0 32
Fall creamery solids	0 30	0 30½
Dairy, tubs, lb	0 22½	0 23½
Fresh dairy rolls	0 25	0 26

Cheese—As yet there has been little export demand, owing undoubtedly to the low stocks at present carried here. With the coming in of this year's make things will improve. Prices are firm and unchanged.

Receipts for the week are 1,440 boxes, as against 860 boxes same week last year. For the season they are 1,973,928 boxes, as against 1,960,730 boxes same season 1909.

Quebec, large	0 13
Western, large	0 13
" twins	0 13½
" small, 20 lbs	0 13½
Old cheese, large	0 16

Eggs—Eggs are coming in freely now, but in spite of this prices are too high for packing. Dealers ascribe it entirely to the increased consumption of eggs. Almost 100 per cent. increase is shown in the week's receipts over the same week last year—13,011 cases, as against 7,465 cases—for the season they are 256,299 cases, as against 247,208 cases same season last year.

New laid	0 22	0 24

Maple Syrup — Syrup is practically exhausted at first hand. Sugar is scarce and prices of both are firm. Sales are brisk, of what little is left on the jobbers' hands.

Compound maple syrup, per lb	0 04½	0 05
Pure townships sugar, per lb	0 10	0 11
Pure syrup, 8½ lb. tin	0 60	0 65
" " 10¼ lb. tin	0 75	0 80

Honey—This market is quiet, with a fair demand is the situation.

White clover comb honey (nominal prices)	0 15	0 17
Buckwheat, extracted	0 08½	0 09
Clover, strained, bulk, 30 lb. tins	0 11	0 11½
Buckwheat comb	0 12½	0 13

TORONTO.

Provisions.—The trade in cured meats is less active, but prices are well maintained. In view of the recent raise in beef, the demand for hog products may increase.

Long clear bacon, per lb	0 15	0 15½
Smoked breakfast bacon, per lb	0 18½	0 19
Roll bacon, per lb	0 15½	0 16
Light hams, per lb	0 17½	0 18
Medium hams, per lb	0 17½	0 18
Large hams, per lb	0 17	0 17½
Shoulder hams, per lb	0 14	0 14½
Backs, plain, per lb	0 20	0 21
" pea meal	0 21	0 21½
Heavy mess pork, per bbl	28 00	29 00
Short cut, per bbl	31 00	31 50
Lard, tierces, per lb	0 16½	0 16¾
" tubs "	0 16¾	0 17
" pails "	0 17	0 17½
" compounds, per lb		0 13
Live hogs, at country points	9 40	9 60
Dressed hogs	12 75	13 00

Butter.—The supply of butter is not sufficient to meet the demand and prices in consequence are sky-high. The old butter seems to be all cleared out and therefore there is nothing to depend on but the new make. As the price of butter is much higher than cheese made from the same amount of milk, it is quite likely that some cheese factories will start operations as early as usual, and farmers in order to take advantage of the high price, will make more butter. This will soon bring up the quantity and put the price of butter on a level with cheese. It is therefore safe to surmise that butter will become easier within a few weeks.

	Per lb.	
Fresh creamery print	0 31	0 33
Stored creamery solids	0 26	0 27
Farmers' separator butter	0 28	0 30
Dairy prints, choice	0 24	0 25
Baking butter	0 18	0 19

Cheese.—A small quantity of new cheese has made its appearance, but the quality is inferior, and will not bring more than about 10c a lb. With butter at 30c to 33c, and hogs, live weight, 9½c a lb., into which industry the skim milk can be turned, it is not likely that many cheese factories will follow this example.

Cheese, new, large	0 12½	0 12¾
" " twins	0 12¾	0 13

Eggs.—Egg packers are all anxious to secure as many early spring eggs as possible, which causes a keen competition among buyers. If cold storage eggs are expected to come out good in the following winter they must first of all be good and fresh when they go in. If the farmers in some way could be trained to bring their eggs out out once or twice a week as soon as the weather gets warm, the two million dollars worth of eggs now wasted could be saved.

New laid eggs	0 21	0 22

Poultry.—Poultry houses are undergoing the regular annual house cleaning. Whitewash is freely used and these places will be ready to receive the first consignments of spring broilers which may sell as high as the present price of beef.

Spring chicken, dressed	0 18	0 20
Hens, per lb. dressed	0 11	0 12
Turkeys, per lb., large	0 18	0 19
Ducks	0 16	0 17

Honey.—Honey is in fairly good demand, which has become, with many people, a regular daily requisite.

Honey, extracted, 60 lb. cans	0 10¾	0 11
" " 10 lb pails	0 11	0 12
" " 5 lb. pails	0 12	0 12½
" comb, per dozen	2 50	2 75

MONTREAL REMOVALS.

Lariviere Freres, flour merchants and wholesalers, are going to move into new premises, corner of Notre Dame St. E. and Iberville St. The building is a four storey one, and is being rebuilt to suit their requirements.

F. O. Lariviere, proprietor of the Canadian Vinegar Company, has moved his factory to the Longueil Ferry, from 37 St. Antoine St.

J. W. Craig, broker and commission merchant, has moved from the Lindsay building to the Guy block.

Brodies Mfg. Co. have taken premises at 380 St. Paul St.

W. Vornwald, has purchased the grocery business of D. C. Steenson, Waterloo, Ont., who has gone into business in Galt.

Incubator, Boiled and China Nest Eggs Circulated

These Have Actually Been Sent to Produce Dealers in Cities by Country Merchants—Yearly Loss Through Bad Eggs Mixed With the Good—How Merchants Can Aid in Bringing About Better Conditions.

Now since the real cause of the high cost of living has been located, and found to be principally due to the small production and not with the much abused middle man, it is only fair for the consumer to ask whether anything can be done to provide the people with cheaper food products.

The writer believes in good wages and fair prices for farm products, but when through carelessness on the part of the farmers, the consuming public have to pay more for their goods then they have reason to complain.

It comes from a reliable authority that 17 p.c. of the entire egg product is spoiled in Canada and made valueless through careless handling. This would amount to about $1,850,000 per year. Now let us be fair, if the merchants by some ingenious arrangement would take only a fraction of this from the people they would be regarded as criminals, but when the farmer robs the people of this vast amount it is allowed to pass without censure, and the consumer bears it all without even suggesting that such a state of affairs should be remedied.

Again if a manufacturer makes a certain kind of jam and uses a harmless adulterant he is liable to a heavy fine, if it is not labeled properly, but a farmer may sell rotten eggs without any risk whatever.

Eggs From Incubators.

Do not think for a moment that this happens by mere accident. It is of common occurrence that eggs reach city dealers which have been in incubators apparently when they were found to be sterile, after having been under hatching temperature for several days they were taken out and sent to the city. Even some boiled eggs, and artificial nest eggs are often found, which shows the inexcusable carelessness of the farmers. In one produce house in Canada last week was a basket almost filled with "china" nest eggs.

These eggs are unfit for food ; in some cases they are thrown away, but often find their way into pastry in cheap bakeries. In all communities by far the majority of the people are honest, and for their protection something should be done immediately to stop this shameful "rotten egg traffic."

While the cases cited may be extreme, the greatest loss, however, occurs through mere carelessness, or absolute ignorance of what is fair and right. Such a waste in eggs alone is too serious to be treated lightly, and steps should be taken immediately to check this careless practice.

Merchants who receive the eggs from farmers might well get their local papers to call the attention of the farmers to this waste and the importance of paying more attention to the proper handling of their eggs.

To Redress the Evil.

They should be urged to collect the eggs from the nests every day, keep them in a cool dry place and take them to market at least once a week. Merchants should also make a rule to candle all the eggs when they take them in, and this they should do to protect the honest customers. Any person who brings good eggs will be pleased to have them candled, and even the others would not dare to object. If this is regularly done, and customers know it, the rotten egg business will disappear and the country will save nearly two million dollars a year.

The entire blame is, however, not all with the farmers. There are some out-of-date merchants yet in business, who allow their eggs to stand round the store for weeks, in dirty boxes, and in unsanitary surroundings, before they ship them to the cities. Eggs, like butter, become tainted from odors, and must be kept away from coal oil, fish and other articles of that kind. Let every merchant do his part. He should take immediate steps to save this waste by encouraging right methods, and by showing the farmers that he takes pleasure in assisting them in preparing their products to the best advantage for the markets.

It would no doubt be a good idea if local newspapers would take up this matter and point out the importance of proper attention on the part of the farmers in order to effect the much desired improvement.

GINGER FOR BREAKFAST.

"Always eat ginger in the morning." That, according to a medical authority, is the newly discovered cure for the got-out-of-bed-on-the-wrong-side feeling.

This experienced doctor says that if people would only eat ginger at breakfast their health would improve in many respects and they would start the day much readier for work than they do now.

"Ginger," he said, "contains an essential oil which acts as a fine nerve tonic. It promotes digestion, is an excellent stomach tonic, and is extremely good for the liver. The liver is the organ which makes people so morose in the morning. Until it has been well stirred up by the day's work it is in a lethargic condition, and frequently the brain is in the same state, for its blood supply is not right.

"Now if people who experience these symptoms would only take plenty of ginger at breakfast their livers would act properly and their digestion would improve to an extent they cannot realize until they try the cure. They would go to business in a normal state of temper.

"I am perfectly certain that if more ginger were eaten the world would be a very much better place to live in."

CANADA'S WHEAT PROSPECTS.

James J. Hill, perhaps the best authority on farming and railroading on this continent, has stated that within a few years the United States will be compelled to import wheat and flour. He quotes statistics to show that the ratio of the population is increasing much faster than the production of foodstuffs, and draws the conclusion that in a few years the United States will be importing. He also states that Canada will be the great producing country of the 20th century, and that much of the grain and flour which the United States will import will be secured in the Canadian West. In this connection, it is interesting to notice that from 100,000 to 200,000 United States farmers are crossing into the Canadian West every year, and securing land, which will yet grow wheat that is to supply their old neighbors to the south.

TRADE NOTES.

Chas. Hart, of Hart & Tuckwell, Montreal, was in New York last week.

J. Ross, Cobalt, Ont., has leased a store at the corner of Browning and Whitney Sts., and will occupy it in a short time.

A grocer who failed in Cardiff, England, recently and who estimated his gross profits at 12½ per cent., stated that he lost £4 per week through the use of trading stamps.

Quality in Dishes

is an important matter. Oval Butter Dishes are pleasing in appearance and will influence a customer to buy again. A grocer's or butcher's stock without them is not complete. Drop a card to your dealer about them.

Graham Bros. & Co. Kinmount, Ont.

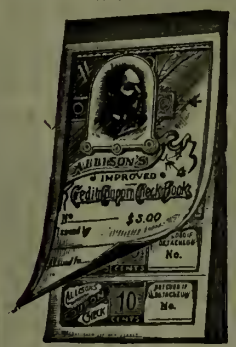
Have You Any Credit Customers?

Yes. Almost every grocer has. And it's a serious matter to avoid loss. Yet there is a way to make the credit customer just as good an asset and as safe as the cash buyer.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK



A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Book are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by

ALLISON COUPON CO., Indianapolis, Ind.

Magic Baking Powder

CONTAINS NO ALUM

NO ALUM

Magic is a medium-priced baking powder and the only well-known one made in Canada that does not contain Alum.

THE PROFIT on a popular, well advertised brand of baking powder such as Magic, is more lasting and satisfactory than on brands with which the public is not familiar. The well advertised brand is repeatedly called for by your customers, while to sell the others may mean a long argument and the consequent loss of a waiting customer. TIME IS MONEY.

E. W. Gillett Company Ltd.

Toronto, Ont.

Winnipeg — Montreal

DELAY MEANS LOSS

Made in Canada

¶ Every day you delay installing THE McCASKEY ONE WRITING SYSTEM OF HANDLING CREDIT ACCOUNTS YOU ARE LOSING MONEY.

¶ These are some of the ways in which the money is lost without your knowledge:

Forgotten charges—goods sold—never charged.
Disputes with customers—loss of trade.
Poor collections—loss of discounts.
Loss of accounts—THE McCASKEY IS AN AUTOMATIC CREDIT LIMIT.
And in a hundred other ways.

¶ Let us tell you about them, we'll do so gladly if you will drop us a line and say you are interested.

FIRST AND STILL THE BEST.

Dominion Register Co., Limited

Successor to The McCaskey Register Co. in Canada.

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One of the Good Sellers

CLARK'S OX TONGUE is liked by the whole household, young and old.

It is appetizing and rich in flavor.

Grocers can recommend it confidently.

"Paragon" brand in tins and "Inglass" in glass containers.

Wm. Clark - Montreal

Manufacturer of high-grade

—Food Specialties—

"The Proper Display

of soaps has a great bearing on their sale. By making use of one's own ideas and what help the manufacturers will give, there is no reason why a grocer cannot achieve good results."

—The Canadian Grocer

The Fels-Naptha soap empty cartons make an ideal window or shelf display.

CANNED GOODS

Agent in Quebec City with A1 connection desires agency first class canning company. Experienced in selling such goods. Satisfaction assured. Highest references.

Apply X.L.

Canadian Grocer, Montreal

CHINESE STARCH

Quick Sales.
Satisfaction.
Large Profit.
No Dead Stock.

Get Prices

OCEAN MILLS
MONTREAL

GEORGE & BRANDAY

Established 1879

Shipping and Commission Agents

Dealers in Coffee, Cocoa, Pimento, Hides, Honey, Wax, Sugar, Rum, etc., etc.

KINGSTON, - - - JAMAICA

Canadian Manufacturers and Exporters

Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods?

Don't you want some of this business?

You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in, Ireland. Write for sample copy and particulars to

10, Garfield Chambers, Belfast, Ireland

When writing advertisers kindly mention having seen the advertisement in this paper.

MAPLE SYRUP!

Small's Maple Leaf Brand
is the Standard the world over.
CANADA MAPLE EXCHANGE
Montreal

Turn Your Accounts into Cash

Our Collection System can get the money—that's its big recommendation.

If we don't collect we make no charge.

We make a specialty of getting collateral security.

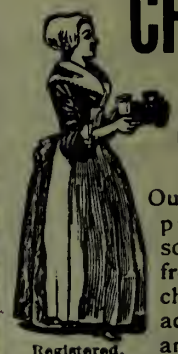
Write for circular, rates and methods.

References from best dealers and Bank of Hamilton, Winnipeg.

Commercial Union Association
45 Aikins Bldg., McDermott and Albert Sts.
WINNIPEG, MAN.
Service Est. 1903 Satisfaction

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

Taking Care of Your Profit

In making prices for our different lines we have always been careful to leave **You** a fair margin of profit. This is a feature to consider when you are ordering your biscuits.

Our O. K. Sodas in pails run from 40 to 44 to the lb.

The Canadian Biscuit Co., - La Perade, Que.

CHRISTIE

"The purest of all pure foods"

Most grocers *know exactly why* this apt description of "Christie Biscuits" has become a household proverb throughout the Dominion. Because *every* grocer *should know why* is our main reason for reproducing the following *unsolicited* letter:

Swift & Company

I. W. STEINHOFF
MANAGER

Stratford, Ontario, Jan. 18. 1910.
P. O. BOX 398

Messrs. Christie, Brown & Co. Ltd.

Biscuit Manufacturers,

Toronto, Ont.

Gentlemen,

We have pleasure in advising you that the Butter-maker from whom we have been sending you a regular supply of butter secured 1st Prize on his exhibit of Creamery prints, 3rd Prize on 561b Creamery solids, and a gold watch as special prize for the most attractive exhibit on exhibition, at the Winter exhibition in connection with annual Convention of The Western Ontario Dairymens Association held at St. Thomas last week.

Yours respectfully

Swift & Company

per I.W.S.

Purity and *Quality*—these are the keynotes of our advertising. That no compound can pass our inspectors—that every ingredient entering our bakes must be of uniform high standard table quality—that our employees are healthy, happy and contented, and devoted heart and soul to Christie ideals—that we have reduced biscuit-making to an exact science; these facts are a matter of common knowledge. But—the point for you to remember is this:

Christie reputation works for you ceaselessly in securing the staying trade—the trade that pays.

CHRISTIE, BROWN & CO., LIMITED

BISCUITS

As we have entered the field for the manufacture of high-class pepsin chewing-gum under our brand of Y&S, which for forty years has been the leading brand of Stick Licorice sold in the United States and Canada, we beg to call the attention of the trade to the Y&S pepsin gum, a strictly high-class article containing only the finest ingredients. Y&S is the stamp of quality. We put up the following flavors: LICORICE, PEPPERMINT, WINTERGREEN, SPEARMINT. Order a sample box (assorted if required) from your jobber. There is no better gum made. Each piece wrapped singly. 5 pieces to package. 20 packages to box.

National Licorice Co.

MONTREAL

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
Rich Mixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Flour Immovable in Spite of a Wheat Decline

Considerable Weakness in Latter Market in Chicago and Winnipeg—The Prospects in Flour—Manufacturers of Wheat Products Make no Changes.

The stubborn condition of the wheat market reported last week has since yielded in favor of the buyer, and wheat has dropped about 7 to 8c a bushel in the large markets.

It is, however, strange that the fluctuations both in Chicago and Winnipeg do not materially affect the price of Ontario wheat. Ontario wheat is principally used in the manufacture of rolled wheat, and the millers have almost to get down on their knees and beg for it from the farmers.

While it was the opinion of grain and flour men that wheat was too high to stay, the drop came a little sooner than was expected. This is owing to the early opening of navigation, and also to the favorable prospects of the new crop of winter wheat, as well as the outlook of the spring crops in general.

Russia is still surprising the world and its enormous crop has much to do with the weakening of the markets all over.

MONTREAL.

Flour—Latest quotations show that the wheat market is weaker. This may have an additional weakening effect on local conditions. Local prices are steady just at present.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 80
Glenora, bbl	5 30
Manitoba spring wheat patents, bbl	5 80
" strong bakers, bbl	5 30
Five Roses, bbl	5 80
Harvest Queen, bbl	5 30

Oatmeal—There is little of note save a general weakness this week. Prices are steady but trade is light. In mill feed, bran is down $1 per ton, due to competition.

Fine oatmeal, bags	2 20
Standard oatmeal, bags	2 20
Granulated " "	2 20
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
Rolled oats, bags	2 00
" barrels	4 25

TORONTO.

Flour—While the large wheat markets are considerably lower, the local market has not responded and prices remain unchanged. Millers have claimed all along that they were working on too small margins and that flour is not any too high in comparison with the wheat. Competition, however, will regulate that matter, and unless wheat will recover from its slump, flour will likely drop.

Manitoba Wheat.

1st Patent	5 70
2nd Patent	5 30
Strong bakers	5 10

Winter Wheat.

Straight roller	5 10
Patents	5 30
Blended	5 30

Cereals—These lines are firm and are not in the least affected by the decline in wheat in the large markets. Manufacturers of wheat products must have all Ontario wheat which is held by the farmers and the latter determine the price at which they will sell.

Rolled oats, small lots, 90 lb. sacks	2 00
" " 25 bags to car lots	1 90
Rolled wheat, small lots, 100 lb. brls	3 10
" " 25 brls. to car lots	2 80
Standard and granulated oatmeal, 98 lb. sacks	2 25

NO UNION GROCERS' PICNIC.

Summer Half Holiday for London Grocers—Election of Officers at Annual Meeting.

London, Ont., April 21.—At their annual banquet the Retail Grocers' Association proposed the idea of a union picnic for the grocers of London, Hamilton, Brantford and Toronto. Since then their officers have done their best to bring it about, but were unsuccessful. For this reason it was decided at their annual meeting last week to hold the annual excursion of the London association to Detroit, via the G. T. R., on June 15.

It was decided that, as in the past, the grocers will close on Wednesday afternoons during June, July and August, except when a public holiday comes in the week.

The officers elected for the coming year were as follows: President, C. W. Summers; first vice-president, James Haskett; second vice-president, T. H. Janes; secretary, Cyril Hayes (re-elected); treasurer, Thomas Shaw; executive, J. A. McFarlane, F. Travers, R. A. Ross, F. W. Paul, R. J. Donagby, M. A. Young and Ed. Bodkin.

President Summers who succeeds Ex-President E. J. Ryan, was selected to attend the annual convention of the Ontario Wholesale Grocers' Exchange, to be held in Toronto during the week beginning with April 25th.

On motion of Ex-President Ryan it was decided to set aside a sum of money to purchase suitable presents for the retiring presidents and treasurers at the end of their terms. R. J. Donaghy, who seconded the motion, together with other members considered that something along this line should be done for E. J. Ryan and ex-treasurer H. Ranahan, but they positively refused to accept anything this year.

A vote of thanks was tendered to Jos. Boyd, a knight of the grip, who has donated caps and socks to the grocers base-ball club. F. W. Paul, F. H. Janes, M. A. Young and Thos. Vincent will have charge of the team this year.

Biscuit Quality

is no less a matter of purity of materials and of skill and care in mixing and baking, than of the way in which the biscuits are packed.

Your absolute guarantee against soggy condition is to sell exclusively—

This is the kind that always reaches you in the same crisp and fresh condition as it leaves our oven.

Your cracker business will be booming this summer if you are selling

MOONEY'S

Order to-day.

The MOONEY BISCUIT & CANDY CO., LTD. Stratford, Can.

Cox's Gelatine

COX'S GELATINE is a STEADY SELLER; therefore should always be in your STORE

PURITY GUARANTEED BY THE MAKERS

Canadian Agents: C. E. Colson & Son, Montreal; D. Masson & Co.; A. P. Tippet & Co.,

J. & G. Cox, Ltd. Gorgie Mills. EDINBURGH

TRUMILK

An excellent full cream milk in powder form, suitable for tea, coffee, cereals, etc.

MILKSTOCK

A separated milk in powder form, perfect for all kitchen uses.

Both these products are guaranteed to be absolutely free from all chemicals, preservatives or adulterations of any kind, and are excellent articles for drinking purposes. *Always sweet, safe and pure.* Prices, profit, and any other information required, sent on application to

Canadian Milk Products, Limited

Sole Manufacturers

Head Office : MAIL BUILDING, TORONTO.

THE NEW FLAVOR

MAPLEINE

Better Than Maple

The Crescent Mfg. Co., Seattle, Wash.

W. H. ESCOTT

WHOLESALE

Grocery Broker

141 BANNATYNE AVENUE

WINNIPEG

COVERING

MANITOBA and SASKATCHEWAN

CORRESPONDENCE SOLICITED

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

82 Beaudry Street MONTREAL

WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments Write us for prices. Phone order our expense

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, MANAGER

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance

WRITE TO

P. POULI & CO.

39 Bonsecours Market, - Montreal

WE SELL FEATHERS TOO

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON

Pot and Pearl Barley

Split Peas and Feed

John MacKay, Limited

BOWMANVILLE, - ONTARIO

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

THE HODGSON GUM CO.

898 St. Lawrence St. MONTREAL

Makers of High Class Gums at Popular Prices. Write for Samples and Quotations.

We make special brands to order.

When writing advertisers kindly mention having seen the advertisement in this paper.

Proof of Quality

Nothing eatable is imitated if it does not prove popular.

Nothing eatable can prove popular unless it possesses quality.

Therefore:

Any article that is imitated must be of highest quality.

Which proves that our

"CHOCOLATE BORDO"

is of the highest quality.

For it has been imitated by every manufacturer of confectionery in Canada.

When our

"CHOCOLATE BORDO"

was first put on the market 25 years ago there were no other Bordeaux lines.

To-day! "the woods are full of them."

But it always pays to stick to the original.

For your protection we have registered our brand. Every chocolate is stamped with the name.

For satisfaction to your customers and profit to yourself Stock the Genuine.

The Montreal Biscuit Company

Manufacturing Confectioners

MONTREAL

Let it be Steady in Quality

WOMAN'S uncertainty, you know, is proverbial.

Which is probably the principal reason why the good cook wants all her raw materials *changeless as the sun* or a mother's love.

Kind of goes by opposites, you see.

Now in this matter of FLOUR, Brother Grocer—

When young Mrs. Homemaker has once made a successful venture in her cookbook—say a wondrous batch of glorious loaves such as only FIVE ROSES flour can coax out of the oven, crisp, nutty, well-piled, with golden crust and snowdrift crumb—

Or, maybe, a dozen dainty rolls of the toothsome kind—

Or one of those palate-pleasing pies like mother tried hard to make, but couldn't.

She wants to again feel that glow of pride, to hear the sweet praises at tea-time. She has tasted success and likes the flavor.

So she carefully measures out with puckered brows the same exact quantities, repeating the identical conditions which brought forth yesterday's happy doings.

Because *she wants the same results to-day,* Brother Grocer.

So you *do* see how very, very important to lasting satisfaction is FLOUR RELIABILITY, dependability, constant, sincere trustworthiness.

Which means QUALITY, of course. But QUALITY plus UNIFORMITY.

If, Brother Grocer, there should be milled to-morrow a flour superior to FIVE ROSES, *it would be worth less to you unless it were changeless.*

All the more valueless on account of this extra quality.

Since it would merely cause even more bitter disappointment in the sequel, having educated the housewife to *bigger* expectations, you see.

Look at the FIVE ROSES crest, Brother Grocer, at the top of the page.

Boldly blazoning the slogan of ABSOLUTE UNIFORMITY, because we know this to be the very *strongest* of the strong FIVE ROSES selling arguments.

It insures steady, constant demand, unfluctuating repeats.

Wouldn't FIVE ROSES dependability help YOUR profits a lot?

Just say the word, Brother Grocer. Soon.

LAKE OF THE WOODS MILLING COMPANY, LTD.
CANADA

Seven Phases of Retail Store Salesmanship

An Analysis of the Points of Contact Between the Retailer and His Customer—The Importance of Personality in Every Business Enterprise.

By H. N. Tolles.

Confidence is the basis of all trade. It is impossible to build any business or successfully promote any enterprise without the element of confidence entering. Confidence in any institution is made up of the sum total of the confidence which is secured through the personality of all the persons employed in that institution.

Personality is more than good looks and good clothes. It is that which rings true in the voice, which flashes sincerity in the eye, which reflects honor and honesty in every deed and business dealing.

When the individuals of an institution attain success the institution is all right; when the institutions of a community are all right, the cities are all right; when the cities of the state are all right, the state is all right; when the states of a Union are all right, the Union is all right. Therefore, in the last analysis the business problem is primarily a problem of the individual. "The science of business is the science of service—he profits most who serves best." This is the universal principle. The firm that succeeds must ever keep in mind the idea of quality of goods and excellence of service. The employe must harmonize with the heaping-measure-pressed-down-service principle—not how little, but how much can I do?

Confidence is the basis of all trade. Let the confidence of the patrons of any business be shattered or destroyed and that institution will close its doors and hang up a "For Sale" sign.

Seven Points of Contact.

There are seven ways in which an institution comes in contact with its patrons and builds confidence.

1. Through the advertising. Good advertising men to-day earn some of the largest salaries in the business world. This in itself is evidence of the importance of advertising. Liberal advertising, carefully worded and attractively displayed, is one of the best ways of creating confidence in any institution. When advertisers consider that in most media the cost per word is more than is charged in telegraphing or the cable message, they will realize the importance of weighing every word and studying carefully the construction of ideas which they wish to convery to the general public.

2. Through the window display. I recently saw the window of a store which advertised to be "par excellence" in fittings and furnishings, and yet the window of this superb store was full of dead flies and accumulated dust. We should realize that the windows are the eyes of the store; they should be kept bright, pleasing and attractive. Successful decorating is a high art. Other things being equal, people like to go into stores where the display windows reflect dignity and refinement.

3.—Through the telephone. Many institutions depend largely on building business through the telephone service. A soft, cultured voice, with polite, courteous attention to the customer, is a wonderful force in building business. Abruptness should never be tolerated.

4. Through the correspondence. Frequently too little care is given to the appearance, spelling and punctuation of the letters that go from some of the best houses. The letter should be gotton out with the idea of creating confidence and bringing results. Even the best letters are often spoiled by sloppy folding and enclosing. Many customers are never seen or reached except through correspondence. It is, therefore, very important, if we wish to build and hold patron-

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
A perfect article. Sell it.
Insist upon having McDougall's.
R. McDOUGALL & CO., Ltd., Glasgow, Scot.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

TANGLEFOOT

The Original Fly Paper
For 25 years the Standard In quality
All others are Imitations

JAMAICA CIGARS and CIGARETTES
"La Retreat" Brand
Made from the finest and choicest tobacco.
La Retreat Factory Co.
7 Port Royal St.
Kingston, Jamaica, B. W. I.
Agent required for these Products in Canada.
Special inducement to financially responsible party.

Black Watch
The Big Black Plug Chewing Tobacco
"A Trade Bringer"
Sold by all the Wholesale Trade

age, that the letter should be as strong as human skill can make it.

5. Through the salesman. While in the broad sense the entire institution is established to sell goods for a profit, and is therefore the salesman, yet, individually, every sales person making up the composite personality of the institution should be of the highest possible type. We need not only men who can make quick sales and produce good results, but they should be business builders in every sense. The most meritorious merchandise that science and invention produce, the most attractive display of it and the most carefully planned advertising, do not guarantee success unless supported by active, intelligent salesmanship.

6. Through the delivery service. There is nothing quite as exasperating to a customer as to find pledges of prompt delivery service unfulfilled. Neatness in packing, regularity in the time of service, well-fed and well-groomed horses and frequently painted and varnished wagons all tend to make a favorable impression upon a customer.

7. Through the bills. A Philadelphia merchant told me recently that he prided himself on the carefulness, the arrangement and accuracy of his bills and monthly statements. Many customers have been thoroughly satisfied with the service until they get their monthly statements. Mistakes and errors, as well as untidy appearance, have a disastrous effect upon a customer's confidence in the firm.

Realizing that the advertising, telephone service, window display, salesmanship, delivery service and billing are all factors in the establishment of confidence and of maintaining it, it would be well for us all, as business men, to check over these various items to see if there are any leaks in our business through any one of these channels.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

The La Retreat Factory Co., Kingston, Jamaica, is erecting a fine factory for the manufacture of high-class cigars and cigarettes. The company are large cultivators of tobacco which grows on their own estates from imported Havana seeds. They produce some of the finest brands of cigars. They intend introducing them on the Canadian market and as will be seen from their advertisement, they are offering special inducements to a reliable representative. The firm also does a commission business in groceries, condensed milk and other Canadian products.

The Salada Tea Co. resumed packing tea Tuesday. By the end of this week they expect their entire plant to be in complete working order. The insurance was finally adjusted Friday noon of last week—four days after the fire.

To the retailer and his clerks: We, The MacLaren Imperial Cheese Co., would draw your attention to our full page ad. in this issue. This special deal was first offered to the retailer and his clerks January 1, 1909, and was to have been discontinued December 31, 1909, but during that period the returns were far beyond our expectation and the enthusiastic expressions of satisfaction which we received from retailers, who had taken advantage of this special offer, as to the quality of the watch and the satisfaction that Imperial Dessert Jelly gave both to the consumer and themselves caused us to carefully consider the matter at the end of the year, when we decided to give the retailers or clerks who had not taken advantage of this special offer an opportunity to do so in 1910. Nineteen hundred and ten is not ended yet and those retailers or clerks who wish to procure a first-class watch, either gold, silver or gun-metal, in lady's or gentleman's style, will find it to their advantage to read our ad. in this issue and "get busy."

TRADE NOTES.

Rose & Laflamme, Ltd., have equipped a sample room in No. 19, Guy Block, corner of St. Catherine and Guy Streets.

Morrish & Vanatter, grocers, Goderich, Ont., have dissolved partnership. The firm will continue at the Maple Leaf Grocery stand, with a new partner, as Morrish & McClinton.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

Florida Tomatoes

Are now arriving in fine shape, and at the price they are selling for should command quick sale.

Fresh arrivals daily—Strawberries, Asparagus, Celery, Radishes, Green Onions, Lettuce, Etc.

Four cars California Oranges due, can fill your orders with fresh arrivals. Also Lemons, Pineapples, Bananas, Etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO
Carload Importers

When

you hear brands of Lemons spoken about by people who know—you invariably hear that

"St. Nicholas"
and
"Home Guard"

are the most intelligently and honestly packed Fancy Lemons that have yet appeared in Canada. People "who know" say things like that.

J. J. McCABE
AGENT
32 Church Street, Toronto.

Vegetables Cheapening as Season Advances

Big Sale For Tomatoes and Celery—Declines in Pineapples and Strawberries—Orange Market on the Upward Trend—Demand For Fresh Caught Fish.

MONTREAL.

Green Fruits—Florida fruits, particularly pineapples and strawberries, are coming in freely and show a decline as a result. Strawberries are now 45c per quart and pines $4.50 per case. There is only a light demand for all lines and the situation on the whole looks weak. Oranges and lemons are only in fair demand.

Apples—			Lemons—		
Baldwins, bbl.		3 50	Sicily bitters, box	1 75	2 25
Greenings, bbl.		4 00	Oranges—		
Russets	3 50	4 25	Floridas		3 00
Kings, No. 1		4 00	California navels	3 00	3 25
Spies, per bbl.		5 00	Porto Ricos		2 50
Tallman Sweets		3 00	Mexicans		2 25
Bananas crated, bunch		2 25	Sicily bitters, box	2 25	3 00
Cranberries, bbl.	6 00	10 00	Jamaica, bbl		4 50
Cranberries, per bushel box	1 50	2 00	Pineapples—		
Cocoanuts, bags		4 25	Floridas, case		4 50
Grape fruit—			Strawberries—		
Florida, box		4 75	Florida, qt.		0 45
Grapes, Almeria, per keg	5 00	7 00			

Vegetables—Florida tomatoes are $1 cheaper. They are coming in freely of late, and sale is slow at present. Spinach is down to $2 per bbl., a drop of $1 from last week. Other lines showing decided weakness are, cucumbers, peppers and lettuce. The whole market tone is weak and demand is poor.

Asparagus, doz.		8 00	Spanish, cases 150 lbs.		3 50
Beets, bag	0 40	0 75	Spanish, ½ cases	1 50	1 75
Carrots, bag	0 40	0 50	Potatoes—		
Cabbage, bbl	1 00	1 25	Montreal, bag	0 60	0 70
Celery—			Sweet, per bbl.	2 50	3 50
California, crate		5 50	" basket		1 75
Florida, crate		2 75	Parsley, dozen	0 30	0 60
Cauliflowers, crate		5 50	Parsnips, bag	0 75	0 80
Cucumbers, doz.		2 00	Radishes, dozen bunches	0 50	0 75
Garlic, per lb.		0 15	Rhubarb, doz.		1 25
Green Peppers, basket.		0 75	Spinach, bbl.		2 00
Lettuce—			Tomatoes—		
Montreal, box	0 50	0 60	Floridas, crate		3 50
Imported, box		2 20	Cubans, crate	2 25	2 50
Mushrooms, lb.	0 50	0 75	Turnips, bag	0 50	0 75
Onions—					
Egyptian, lb.		0 02½			
Red, per bag		1 50			

Fish—It is now close season for dore, bass and maskinonge. The trade is allowed to sell frozen fish during the close season, however. River and lake fish will be plentiful now for some time. Halibut are coming in freely from both the east and west coast, and prices have, as a result, declined. Haddock is a little scarcer this week. Salt and pickled fish are at a standstill.

On the whole the market is quiet and of a hand-to-mouth character.

FRESH

Shad	0 25	Mullets	0 05
Pike	0 08	Haddock	0 05
Perch	0 05	Halibut	0 10
Steak cod	0 05	Bullheads	0 10
		Carp	0 06

FROZEN

Codfish	0 04	Mackerel	0 08
Dore, winter caught, per lb.	0 08	Pike	0 06
Haddock	0 04	Salmon, B.C., red,	0 10
Halibut, per lb.	0 10	Gaspe salmon, per lb.	0 18
Herring, per 100	1 00	Smelts, 10 lb. boxes	0 07
Market cod	0 04	Whitefish, large, lb.	0 09
Steak cod	0 05	Whitefish, small	0 07

SALTED AND PICKLED

Green cod, No. 1, bbl.	6 00	6 50	
Labrador herring, bbl		5 00	
" ½ bbl		2 85	
Labrador sea trout, bbls.		11 00	
Labrador sea trout, half bbls.		6 00	
No. 1 mackerel, pail		2 00	
" " ½ bbls.		9 00	
No. 1 pollock, bl		4 00	
Salmon, B.C., red, bbl		14 00	
" " pink, bbl		12 00	
" Labrador, bbl		18 00	
" " ½ bbls		9 00	
" " trcs., 300 lb.		25 00	
Salt eels, per lb.		0 07	
Salt sardines, 20 lb. pls		1 00	
Scotch herring, bbl.		6 50	
" " keg		1 00	
Holland herring, bbl		5 50	
" " keg		0 75	

SMOKED

Bloaters, large, per box	1 00
Fillets, lb.	0 10
Haddies	0 07
Herring, new smoked, per box	0 13
Kippered herring, per box	1 00

SHELL FISH

Shell oysters, bbl.	9 00
Lobsters, live, per lb.	0 18
Oysters, choice, bulk, Imp. gal.	1 30
" Selects, Imp. gal.	1 50
" "Sealshipt," standards, per Imp. gal.	1 75
" " select, per Imp. gal.	2 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Shredded cod, per box	1 80
Skinless cod, 100 lb. case	5 50

TORONTO.

Green Fruits—First class, well kept apples are in good demand, and will bring as high as $4.50 a barrel, but there are still large quantities of out-of-season stock which is spoiling faster than it is selling. Oranges are firm and will be higher. The primary markets have advanced from 30 to 40c a case. The quality, however, is much improved, and the increased consumption will naturally follow. Lemons are also looking upward and higher prices are expected to rule the market in the near future. Strawberries are still coming from Louisiana in "pint" boxes and are selling about the same as last week.

Apples	1 00	4 50	Floridas	2 50	2 75
Bananas	1 75	2 00	Mexican	2 00	2 25
Cranberries, bbl	6 25	6 50	Valencia	3 50	3 75
Cocoanuts, sack		4 00	Jamaica, barrel		4 25
Grapes, Almeria per keg	6 00	6 50	Marmalade, Seville, per chest		3 00
Grape Fruit—			Sicily bitter, box		2 50
Florida	4 25	4 50	Pineapples, case	4 25	4 75
Lemons—			Strawberries—		
Sicily	2 50	2 75	Louisiana, box.	0 12	0 13
Oranges—					
California navels	2 75	3 00			

Vegetables—The vegetable market has a summer-like appearance. Almost every vegetable imaginable is on hand, and it is surprising how fresh they arrive in view of the long distances they have to travel. Radishes, cucumbers, onions, asparagus, spinach, lettuce, beets, carrots, etc., could not be better if they were sent in from our own gardens. New potatoes at $2.50 per hamper will find sale alongside of our own good old potatoes at about 30c for the same quantity. This might be taken as one sample of the cause of the high cost of living Tomatoes and celery are at present the largest sellers, and are getting a little

cheaper. Rhubarb and asparagus are also in abundance.

Asparagus, bunch	0 65	0 70	Onions—		
Beets, bag		0 90	Canadian, bag	1 00	1 25
Beets, new, doz		0 75	Valencias, new, crate	3 00	3 25
Beans, green per hamper		3 75	Spanish	3 50	3 75
Beans, wax, per hamper		4 50	Green, per doz	0 50	0 60
Cauliflower, doz		2 25	Spanish, ½ cases		1 50
Cabbage, Canadian, dozen	0 35	0 40	Parsnips, bag	0 85	0 90
Cabbage, Can., per barrel		2 00	Potatoes—		
Cabbage, new, brl		3 00	Canadian, bag	0 50	0 55
Carrots, bag	0 65	0 75	Bermuda, new, per barrel		8 00
Carrots, new, dz		1 00	Sweet, hamper	1 25	1 50
Celery, Canadian, dozen	0 30	0 35	" barrel		3 50
Celery, Florida	2 00	2 50	Parsley, per doz bunches		0 70
Cucumbers, doz.	1 75	2 00	Radishes, doz	0 35	0 40
Lettuce, hamper		2 50	Rhubarb, doz	0 75	1 00
Lettuce, per doz		0 30	Spinach, hamper		0 60
Mushrooms, lb		0 90	Tomatoes, hot house, lb		0 25
			Tomatoes, case of 6 baskets	2 75	3 00
			Turnips, bag		0 40

Fish—The fish market is somewhat unsettled. The supply of fresh caught fish is still insufficient and frozen fish are not wanted. Fresh caught halibuts are arriving regularly from the coast and seem to be in abundance and are likely to be cheaper.

FRESH CAUGHT FISH

Halibut		0 10	Steak cod		0 08
Salmon trout		0 12	Perch		0 10
White fish	0 15	0 17	Haddock		0 07½

FROZEN LAKE FISH

Goldeyes		0 06	Pike		0 06
Herring, Lake Superior		0 04	Trout		0 10
Pickerel, blue		0 05½	Whitefish, fresh caught	0 15	0 17
Pickerel yellow		0 09	Perch, fresh caught		0 10

OCEAN FISH (FROZEN)

Herring, per 100		1 75	Salmon, pink, per lb		0 09
Mackerel, each		0 20	" red		0 10
Smelts, No. 1		0 08	" sea dressed		0 13

SMOKED, BONELESS AND PICKLED FISH.

Acadia, per crate		2 40	Fillets, per lb		0 14
" tablets, box		1 60	Haddie, Finnan		0 09
Bloaters, per basket		0 90	Herrings, Digby, bndle		0 60
Codfish, shredded, box		1 80	Herrings, Imported Loch Fyne, per kit		1 50
" Bluenose, "		1 40	Kippers, per box		1 25
Cod steak, per lb		0 07	Quail on toast, per lb		0 05½
Cod, Imperial, per lb		0 05			
Ciscoes, per basket		1 25			

TRADE NOTES.

Fred Cox, grocer, 930 Queen St. West, Toronto, has sold to J. Mercy.

Leonard M. Vandermade, proprietor of the London Vinegar & Cider Works, was seriously injured on April 12th, as a result of a collision with a runaway team in the lane leading to his factory at 84 King St. It is expected that he will recover.

Choice Ripe Tomatoes
DOWN IN PRICE

Prices are now very reasonable, costing about 8c. lb. Two fresh cars for this week.

1st North Carolina Strawberries

32-quart Crates (full quarts.) 1st car due to-day (Friday.)

We handle only the best of everything

WHITE & CO., Limited
TORONTO AND HAMILTON

P.S.—We are regular buyers of Eggs and Butter. Write us what you have to offer. Will pay top prices.

PHONE M. 6565.

FANCY
RIPE
PINEAPPLES
FLORIDA TOMATOES
BANANAS

FRESH
LETTUCE
RADISH
RHUBARB
GREEN ONIONS

Finest Oranges and Lemons

HUGH WALKER & SON

(Established 1861) GUELPH, ONTARIO

A Little to Learn——A Lot to Know

This beautiful Spring weather diverts our minds to November Cut Lemons. Our brands are on the market in both Fresh Cut and November Cut Lemons. Your best interests will be served by asking for Buster Brown, Hiawatha or Lord Beresford. These brands are undoubtedly the best and most uniform pack of Lemons imported by the Canadian Wholesale.

FRATELLI FOLLINA
PALMERO, MESSINA, Packer

W. B. STRINGER
Canadian Agent, Toronto.

WANT B. C. FRUIT.

Western Retailers Cannot Get Enough—Demand From the Old Country.

Vancouver, B.C., April 21.—Retailers even on the coast have complained at times that they cannot get British Columbia fruit, and the statement of T. W. Stirling, one of the large growers of the Okanagan, tends to show the reason. He was in Vancouver this week and said that although the production is yearly increasing it is not nearly large enough for the demand. Buyers from England and Belgium, as well as from other parts of Europe, have asked for British Columbia fruit, but there was not supply enough. One firm in England wanted 100 cars, but this had to be turned down. The principal market is on the prairie, and all that can be shipped from the Okanagan is absorbed there. To facilitate the shipment of fruit, the C.P.R. is putting car barges on Okanagan lake, and have put in a large ice house, that ice may be had for the refrigerator cars when fruit is shipped east.

Mr. Stirling states that according to expert opinion the tomatoes grown in the Okanagan are equal to, if not superior, to anything grown in Eastern Canada, and the canning factory that has been operating at Kelowna for three years has found that the tomato grown in that district was fine for canning purposes, being heavier in substance and not containing much water.

Bert and Jno. McCallum, Wallaceburg, Ont., have opened a grocery store.

B. Legare, Montreal, has opened a nicely equipped retail grocery store on the corner of Duluth and City Hall Avenues. The store seems to be up-to-date in nearly every respect.

FRED. L. MYERS & SON
ESTABLISHED 1879.
KINGSTON, JAMAICA, B.W.I.
Wholesale Wine and Spirit (Rum, etc.), Sugar, Export and Commission Merchants and Wharf Owners.
Our Specialties:—Sugar and "GENUINE JAMAICA RUM" shipped to all parts of the world.

CUSTOMS HOUSE SALE
The subscribers are instructed by R. S. White, Esq., Collector of Customs for the Port of Montreal, to sell by
PUBLIC AUCTION
at the Examining Warehouse, 65 Common St., Montreal, on Monday, April 25th, 1910, and following days
the following goods, as per catalogue, and contained in the above premises:
1—Duty-paid goods to December 31, 1909.
2—Collector's Order to December 31, 1909.
3—Goods from Store.
4—Express Unclaimed Goods to December 31, 1909.
5—Freight Unclaimed Goods to December 31, 1909.
6—Goods over five years in Bond.
7—Seizures.
TERMS: CASH
A deposit of 10 p.c. will be required on the adjudgment of each lot.
SALE AT 10 O'CLOCK A.M.
MARCOTTE FRERES, Auctioneers.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

SEPTEMBER CHEESE
We can offer the grocery trade *rich full cream* colored cheese, September goods.
Quotations on request
Fisher Produce Co.
76 Colborne St., Toronto

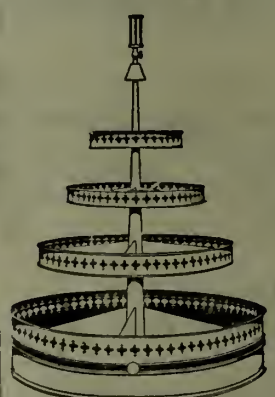
Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

BASKETS
You can make money as well as oblige your customers if you handle our
Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.
We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.
The Oakville Basket Co.,
OAKVILLE, ONT.

Lemon Bros.
Owen Sound, Ont., and Sault Ste. Marie
Wholesale FRUIT, FISH and PRODUCE
Commission Merchants, and
Dealers in HIDES, WOOL and RAW FURS

TRY LEARD'S LOBSTERS and CANNED CHICKEN
Write for Prices
W. A. LEARD
Summerside, - P.E.I.



Increase Your Sales and Profits on Vegetables
¶ You can do both with our **Vegetable Display Stand**, because it not only reduces spoilage of vegetables and green truck, but makes them look so attractive they almost sell themselves. When writing to us state whether you have a city water supply.
GALESBURG CORNICE WORKS
93 Cox Street, Galesburg, Illinois

NAVELS

ARE NOW AT THEIR BEST

You can buy freely of Independent packs of Oranges and be sure of having the Orange that will tickle your customers' palate. Get some spoons, too—they help the sale and are a bargain in silverware. They'll please your trade immensely. Write to-day to your Jobber or

The Independent California Orange Brokers of Toronto

32 CHURCH STREET - - TORONTO

Your Customer's Confidence

is your strongest business asset. But you can only expect to hold it by handling goods of merit.

HEINZ
57 VARIETIES
Pure Food Products

(The kind that contain no preservatives)

are recognized as the standards of purity and excellence in food quality. They meet the requirements of all pure food laws and are guaranteed to suit. Money back to your customers if they fail to please. That's why the **57 Varieties** are such good business-builders.

Anything that's HEINZ is safe to sell.

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

BRUNSWICK BRAND
BREAKEAST DELICACY
HERRINGS in TOMATO SAUCE
CONNORS BROS
BLACK'S HARBOUR, N.B. CANADA
DIPLOMA AWARDED at ST JOHN EXHIBITION 1913
THEY SHOULD NOT BE LEFT IN THE TIN AFTER IT IS OPENED

It's knowledge that directs the successful grocer in stocking up with

Brunswick Brand Sea Foods

—a knowledge born of experience that it only pays to handle canned fish that has "made good."

You will always be on the safe side if you sell "Brunswick Brand," because it is the "Quality" brand, and we leave no stone unturned to maintain the high standard we have reached. Order to-day.

CONNORS BROS., Limited
Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

Canada, the Seat of Empire

A Great American's Fifty-Year-Old Prophecy, Which Has a Marked Significance at the Present Day.

The Busy Man's Magazine has unearthed a remarkable prophecy about Canada, dealing particularly with its relations to the United States, which was made fifty-three years ago by the Hon. W. H. Seward, Lincoln's famous Secretary of State. The prophecy was made ten years before Confederation, thirty years before the Canadian Pacific Railway was built, and at a time when Canada was merely an infant in arms. The story of how the prophecy came to be made and the prophecy itself will appear in the May number of Busy Man's Magazine, but The Canadian Grocer is able to reproduce an advance sheet, as follows:

Fifty-three years ago, in the month of July, 1857, a small party of three Americans, consisting of a middle-aged gentleman, his son and his son's wife, landed in the City of Quebec, having journeyed thither by boat from Niagara. After a short stay in the quaint old city, they chartered a small fishing schooner, with the odd name of "Emerence," and, having shipped a competent crew, set sail down the river for a month's pleasure cruise to the Gulf of Labrador.

The gentleman was the Hon. W. H. Seward, at that time one of the members of the Senate from the State of New York, destined in a few years to become Abraham Lincoln's Secretary of State, and after his death, the exponent of his policy during the succeeding four years.

Even in 1857 Seward was a striking personality, not alone in his own country, but throughout the civilized world. He had not yet, it is true, made those famous journeys of his to the capitals of Europe and around the world, when, though holding no official position in the Government of his country, he was received by monarchs and ministers as an ambassador extraordinary, but it was only two years later that he visited England and was welcomed by Disraeli, Gladstone, Bright and other British statesmen, as the most notable American of the day.

The voyage to Labrador on the "Emerence" was typical of Seward. No public man of that period delighted so much as h did in travel and in the opportunities of observation which travel afforded, and in his journeyings he always adopted the more of conveyance best calculated to enable him to understand the country, which he was visiting. Social and political questions everywhere interested him keenly and, while he was first and foremost an American politician, he had eyes and ears and tastes for almost everything.

From July 31 to August 27, while aboard the schooner, Mr. Seward kept what he jokingly called "The Log of the Emerence," a most entertaining diary, intended merely for the eyes of the members of the family, including Mrs. Seward, who were left at home at Auburn, but which, after earnest solicitation on the part of the editor, he permitted to appear in the New York Tribune.

Towards the end of the log, when nearing home, Mr. Seward took the opportunity to refer seriously to Canada, and his words, written on the deck of the Emerence, "ten watches of the day and night—since we left Anticosti," and fifty-three years ago, are in reality the occasion for this short article, for they are full of significance at the present time, when relations between Canada and the United States have been the subject of so much discussion.

In weighing them it is well to remember that Seward was unrivalled in his day and generation in his genius for politics, and the wide range of his abilities. As his biographer says, "He was not the father of the Republican party, but he, more than any other, was its master. He was not the first of the Anti-slavery champions, but of the great anti-slavery north he was the directing intellect." The man, who as Secretary of State under Lincoln and Johnson, filled a post somewhat analogous to Canada's Premier, can only be listened to with confidence and respect.

"Hitherto, in common with most of my countrymen, as I suppose, I have thought Canada, or to speak more accurately, British America, a mere strip lying north of the United States, easily detachable from the parent state, but incapable of sustaining itself, and therefore ultimately, nay, right soon, to be taken on by the Federal Union, without materially changing or affecting its own condition or development. I have dropped the opinion as a national conceit. I see in the British North America, stretching as it does across the continent from the shores of Labrador and Newfoundland to the Pacific, and occupying a considerable belt of the Temperate Zone, traversed equally with the United States by the lakes, and enjoying the magnificent shores of the St. Lawrence, with its thousands of islands in the river and gulf—a region grand enough for the seat of a great empire. In its wheatfields in the west, its broad ranges of the chase at the north, its inexhaustible lumber lands—the most extensive now remaining on the globe—its valuable fisheries and its yet undisturbed mineral deposits, I see the elements of wealth. I find its inhabitants vigorous, hardy, energetic, perfected by the Protestant religion and British constitutional liberty. I find them jealous of the United States and of Great Britain, as they ought to be; and therefore when I look at their extent and resources, I know they can neither be conquered by the former nor permanently held by the latter. They will be independent, as they are already self maintaining. Having happily escaped the curse of slavery, they will never submit themselves to the domination of slaveholders, which prevails in and determines the character of the United States. They will be a Russia behind the United States, which to them will be France and England. But they will be a Russia civilized and Protestant, and that will be a very different Russia from that which fills all southern Europe with terror, and by reason of that superiority they will be the more trrible to the dwellers in the southern latitudes.

"The policy of the United States is to propitiate and secure the alliance of Canada while it is yet young and incurious of its future. But on the other hand the policy which the United States actually pursues is the infatuated one of rejecting and spurning vigorous, perennial and ever-growing Canada, while seeking to establish feeble states out of decaying Spanish provinces, on the coast and in the islands of the Gulf of Mexico.

"I shall not live to see it, but the man is already born who will see the United States mourn over its stupendous folly, which is only preparing the way for ultimate danger and downfall. All southern political stars must set, though many times they rise again with diminished splendor. But those which illuminate the pole remain for ever shining, forever increasing in splendor."

THE BUSY MERCHANT.

The merchant who is too busy to read a good trade paper is usually a poor manager, and poor managers usually fail in business, sooner or later. The success of nearly every business depends upon good management. Every department of the business should be properly organized and conducted with reference to the other departments, so that all departments will work together harmoniously and to the best possible advantage, and the business as a whole should be adapted to the external conditions that control or materially modify its destiny. The doing of these things requires the expenditure of much time and the use of a large quantity and variety of information that no merchant can acquire without reading a good trade paper.

Market conditions are continually changing, the art of dislaying and otherwise advertising goods is subject to frequent improvement, the art of salesmanship is steadily progressing, and the art of bookkeeping is improving occasionally. The successful merchant must keep himself thoroughly posted on these changes in order to be able to profit by favorable market conditions and important improvements in business methods made by his progressive and successful competitors.—Trade Register.

ABSOLUTE PERFECTION

is difficult of attainment. This applies to everything, the packing of lobsters among other things. But we have been so many years engaged in the business, and have always taken such care to put the very best package of lobsters on the market, that we have come as near to perfection as possible. The brands we feel proud of are:

Golden Crown Lobsters
and
Golden Key Lobsters

Each and every tin is reliable. You can always guaranteee these brands to your most particular customers, because *We* will stand behind *Your* guaranteee.

SOLE PACKERS

W. S. LOGGIE CO., LIMITED
Chatham - - New Brunswick

Good Condition

is indispensable if your biscuit trade is going to be a live business. Carr's biscuits, whose unexcelled quality is well known, reach you in a crisp, fresh condition, because they are packed right.

These are the kind to handle.

Carr & Co., Carlisle, Eng.

Order from Agents—Wm. H. Dunn, Montreal & Toronto; Hamblin & Brereton, Winnipeg; L. T. Mewburn & Co., Ltd., Calgary; Standard Brokerage Co., Ltd., Vancouver, B.C.; T. A. McNab & Co., St. John's, Newfoundland.

THEY STAND ALONE

Goodwillie's Pure Fruits

In Glass are highest quality packed

Agents:

Rose & Laflamme Limited

Montreal and Toronto

FOREST CITY BAKING POWDER

THE STANDARD FOR 25 YEARS

6 oz. tins, 75c. doz.
12 oz. " $1.25 "
16 oz. " $1.50 "

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GORMAN ECKERT & CO., Limited

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Classified Advertising

ADDING MACHINE.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

AGENTS WANTED.

A LONDON HOUSE of first rate importance is desirous of introducing their widely celebrated Teas and other Goods throughout the Dominion. Responsible firms with sound connections, employing good staff of travelers covering the whole of Canada and British Columbia are requested in first instance to communicate with W. 243, c/o T. B. Browne's Advertising Offices, 163 Queen Victoria Street, London, E.C., England. (17p)

AGENCIES WANTED.

A FIRM OF COMMISSION AGENTS in Jamaica are desirous of representing Canadian firms manufacturing groceries, biscuits, condensed milk, etc. Can influence large turnover in these lines. Highest references given. Box 343, CANADIAN GROCER, Toronto. (tf)

BUSINESS CHANCES.

FOR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover $20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

COUNTER CHECK BOOKS.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crsin, Ltd., Toronto and Ottawa. (tf)

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

FOR SALE. Well established Grocery, Provision and Crockery business in one of the best towns in Eastern Ontario, population over 5,000, large corner brick store, splendid location, turnover last year over $22,000 and business growing. Excellent farming country, controls several good agencies for the town, stock in first-class condition and bought right, stock being kept up and business going on as usual, expenses light, building can be purchased or rented. No cutting of prices but all goods sold at a reasonable profit. Good reasons for selling. If you contemplate buying, address Box 340. CANADIAN GROCER, Toronto, at once and receive full information. (17)

FOR SALE—Grocery store, well located in one of the best Quebec cities. Only one competitor in the neighborhood. Established 14 years. Have good thriving, high class trade. Terms cash, or cash for stock and time for store and good will. Address A.V.L., care CANADIAN GROCER, Montreal. (18p)

FOR SALE in the city of Windsor, Ontario, large corner grocery store. Good business reasons for selling. Address 23 Pitt St. West, Windsor, Ont.

CASH REGISTER, Nickel-plated, registers one cent to $20, perfect condition. Bargain price, $50. The R. O. Smith Co., Orillia. (17)

MALE HELP WANTED

WANTED—At once, first-class catsup maker. Give references and full particulars. Box 64, Hamilton, Ont. (tf)

MISCELLANEOUS.

ATTRACTIVE fixtures sell your goods. Walker Bin Fixtures and Show Cases prove invaluable in economising store space, and by compelling custom, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. Walker Bin and Store Fixture Company, Ltd., Berlin, Ont.

MISCELLANEOUS.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

FOR FILING PAPERS, LETTERS and Vouchers, fastening bulky envelopes or backing statements, the ACME No. 2 Binder is indispensable in every store. Penetrates the thickest paper and perforates and binds in one operation. For sale by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

MISCELLANEOUS.

SAVE 50% OF THE COST OF HANDLING merchandise by Installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S" The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

YOU DON'T BUY a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge St., Toronto.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

TECHNICAL BOOKS.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—	
1-lb tins, 2 doz. to case	$2 00
½-lb tins, 5 " "	1 25
¼-lb tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-dozen	10c.	$0 85
3-dozen	6-oz.	1 75
1-dozen	12-oz.	3 50
3-dozen	12-oz.	3 40
½-dozen	2½-lb.	10 50
¼-dozen	5-lb.	19 80

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 dozen	5c.	$0 50
4 "	4-oz	0 75
4 "	6 "	1 00
4 "	8 "	1 30
4 "	12 "	1 80
2 "	12 "	1 85
4 "	16 "	2 25
2 "	16 "	2 30
1 "	2½-lb	5 00
1 "	5-lb	9 50
2 "	6-oz }	Per case
1 "	12 " }	$6 00
1 "	16 " }	

ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 50

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams	Per doz	Peach	1 80
Strawberry	1 90	Pear	1 70
Raspberry	1 90	Jellies	
Black currant	1 80	Red currant	2 40
Red currant	1 80	Black currant	2 40
Raspberry & red currant	1 80	Crabapple	1 70
Raspberry and gooseberry	1 80	Plum	1 70
Damson plum, stoneless	1 70	Grape	1 70
Greengage plum, stoneless	1 70	Marmalade	
Gooseberry	1 80	Scotch	1 40
		Orange Jelly	1 75
		Green Fig	2 25
		Lemon	1 80
		Pineapple	2 25
		Ginger	2 25

Pure Preserves—Bulk

	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	
¼-lb. " " "	0

Cook's Friend Baking Powder

Cartoons—	Per doz	No. 12, 4-oz., 6 dz	0 70
No. 1, 1-lb., 4 doz	2 40	No. 12, 4-oz., 3 dz.	0 75
No. 1, 1-lb., 2 doz	2 50	In Tin Boxes—	
No. 2, 5-oz., 6 doz	0 80	No. 13, 1-lb., 2 dz.	3 00
No. 2, 5-oz., 3 doz	0 85	No. 14, 8-oz., 3 dz	1 75
No. 3, 2½-oz., 4 dz	0 45	No. 15, 4-oz., 4 dz.	1 10
No. 10, 12-oz., 4 dz	2 10	No. 16, 2½-lbs.	7 25
No. 10, 12-oz., 2 dz	2 20	No. 17, 5-lbs.	14 00

Cereals

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case $3.00.
The King's Food, 2-doz. in case, per case $4.80.
White Swan Barley Crisps, per doz. $1.
White Swan Self-rising Buckwheat Flour, per doz. $1.
White Swan Self-rising Pancake Flour, per doz. $1.

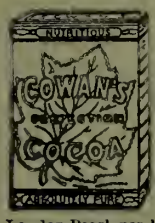
White Swan Wheat Kernels, per doz.	$1 40
White Swan Flaked Rice, per doz.	1 00
White Swan Flaked Peas, per doz.	1 00

Blue

Keen's Oxford, per lb.	0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼-gross box	2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED



Cocoa—	
Perfection, 1-lb. tins, per doz.	$4 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz.	1 30
Perfection, 10c size 5-lb. tins per lb.	0 90
Soluble, bulk, No. 1, per lb.	0 37
Soluble, bulk, No. 2, per lb.	0 20
London Pearl, per lb.	0 18
Special quotations or Cocoa in bbls. kegs, etc.	0 22
Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb.	$0 [illegible]
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" ¼'s " " "	0 28
Icings for cake—	
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90
Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz	0 90

Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 35
Breakfast cocoa, ½, ¼, ⅛ & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 32
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 32
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases.	Per lb
1-lb. packages	0 26
½-lb. packages	0 27
¼-lb. packages	0 28
½ and ¼ lb. packages, assorted	0 26½
½ and ¼ lb. packages, assorted	0 27½
½ lb. packages, assorted, in 5 lb. boxes.	0 28
¼ lb. packages, assorted, in 5 lb. boxes.	0 29
¼ lb. packages, assorted, 5,10,15 lb. cas.	0 30
Bulk—	

In 15 lb. tins, 15 lb. pails and 10, 25 and 50 lb. boxes.

	Pails.	Tins.	Bbls.
White moss, fine strip	0 12	0 21	0 17
Best Shredded	0 18	....	0 1
Special Shred	0 17	....	0 16
Ribbon	0 19	.. .	0 15
Macaroon	0 17	....	0 17
Desiccated	16	....	0
White Moss in 5 and 10 lb. square tins, 31c.			

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 25

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 50	1 15
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in amp proof bags and tins

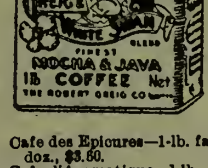
Club House	$0 32	Ambrosia	0 25
Nectar	0 30	Plantation	0 22
Empress	0 28	Fancy Bourbon	0 20
Duchess	0 26	Bourbon	0 18
Crushed Java and Mocha, whole			0 17½
" " " ground			0 17½
Golden Rio			0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars. per doz., $4.
Presentation, with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 35
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, doz.. 8 25

Medium size jars, per doz	4 50
Small size jars, per doz	2 40
Individual size jars per doz	1 00
Imperial holder—	
Large size, doz.	18 00
Med. size, doz.	17 00
Small size, doz.	12 00
Roquefort—	
Large size, doz.	2 40
Small size, doz.	1 40

Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40

	W.S.P.	Ret. P.
Ground or bean,	0 32	0 50
"	0 33	0 50
"	0 29	0 40
"	0 30	0 40
"	0 22	0 30
"	0 23	0 30

Packed in 30s and 50-lb. cases. Terms—Net 30 days prepaid.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 [illegible]
Milk Chocolate Sticks, 36 in box, "	1 [illegible]
" " 10c cakes, 36 in box "	2 [illegible]
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 [illegible]
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95 dozen
Medium, cases 2 dozen	1 80 "
Large, cases 1 dozen	2 75 "
Tumblers, cases 2 dozen	1 35 "
25-lb. pails	0 15 lb.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemin & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Infants' Food

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

Flavoring Extracts

SHERIFFS

1 oz. (all flavors), doz.	1 00
4 " "	1 75
2½ " "	2 00
4 " "	3 00
5 " "	3 75
8 " "	5 50
16 " "	10 00
[illegible] " "	15 00

Discounts to applicants.

CRESCENT MFG. CO.

	Per doz
2 oz. bottles (retail at 50c.)	4 20
4 oz. bottles (retail at 90c.)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	14 50

Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz.	$2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7 lb. tin pails, 8 and 6 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails, per lb.	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails	0 06½

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds per dozen. $1.20. Chicken soup, $1.25 per dozen. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. $1.40. Tomato Ketchup—Bottles (10c. size only) doz. $1.40. Tabasco-Ketchup—Bottles (10c size only) doz. $1.40 Chili Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (new) doz. $1.40; No. 80 jars. doz. $1.40.

W. CLARK'S SPECIALTIES

S.S. Beef (Inglass Brand), 3 sizes—1s, $1.50; 2s, $2.25; 3s, $3.35 dozen. Ox Tongue (Paragon), 4 sizes—1s, $7.50; 2s, $3.50; 2½s, $9.50; 3s, $12 doz. Stewed Ox Tail—1s, $1.60 dozen. Stewed Kidney—1s, $1.50; 2s, $2.65 dozen. Minced Collops—1s, $1.40; 2s, $2.50 dozen.

FRIENDS—NOT GROWLERS

RISING SUN Stove Polish in Cakes never comes back to you with growls from the housekeeper. It is always up to the same high standard maintained for forty years, and is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere. Grocers don't wish to run the risk of losing a good customer by passing out an inferior stove polish, which is wrong more often than it is right. RISING SUN makes friends for you and for us in every household where you put it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

$3.00

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of Canada

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The Financial Post

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R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

HAVE YOU TRIED

MOLASSINE DOG and PUPPY CAKES?

MARVELLOUS FOR ERADICATING WORMS and Keeping Dogs in Splendid General Health

The "MOLASSINE" Dog Foods are the only Foods on the market which besides feeding, keep dogs healthy and improve their coats.

QUOTATIONS AND SAMPLES FROM

ANDREW WATSON, - Sole Importer

91 PLACE YOUVILLE MONTREAL

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants,

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

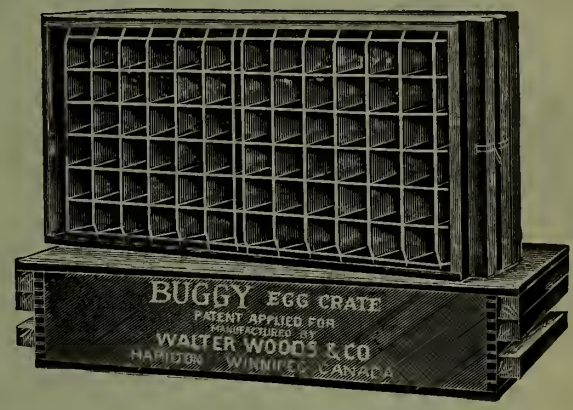
LAMBE & MacDOUGAL, London
H. & A. B. LAMBE, Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax

GREEK CURRANT CO.

95 Broad Street - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

BUGGY EGG CRATE



The most satisfactory Egg Carrier yet invented.

YOU should have them in stock.

5,000 sold first season.

Walter Woods & Co.

Hamilton and Winnipeg

OCEAN MILLS
Montreal

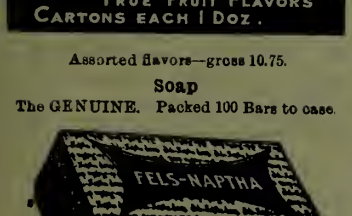
Chinese starch, 48 1-lb., per case $4.00; Ocean Baking Powder, 48 3-oz., $1.40; 48 4-oz., $1.80; 60 8-oz., $4.50; 36 1-lb.-$3.75; 48 1-lb. pkg., $4; 10 1-lb. tins, $5; loose 25 lbs., $1.75; Ocean blancmange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-ounce, $7.20; Ocean corn starch, 48 1-lb. $3.60.

Jam

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

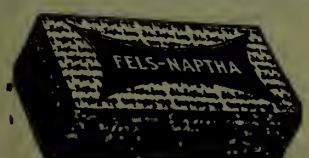
IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95

List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 12½
½-bbls.	0 13½
Tubs, 60 lbs.	0 13½
20-lb. Pails	2 65
20-lb. tins	2 55
Cases 3-lb	0 13½
" 5-lb.	0 13½
" 10-lb.	0 13½

F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12½
Tubs	0 12¾
20-lb. pails	0 13
20-lb. tins	0 12½
10-lb. "	0 14
5-lb. "	0 13⅝
3-lb. "	0 13½
1-lb. cartons	13¾

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and toln wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED LYE

Per case

1 case of 4 doz	$3 50
3 cases of 4 doz	3 40
5 cases or more	3 35

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 dozen case, per doz. $1; 16-oz. glass jars, 2 doz. in case, per doz. $1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 7½c.; pint sealers (24 oz.), 1 doz. in case, per dozen $2.25.

SHIRRIFF BRAND

"Imperial Scotch"—

1-lb. glass, doz	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35

"Shredded"—

1-lb. glass, doz	1 90
2-lb. "	3 10
7-lb. tins, "	8 25

SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross, net ... $12 00
" per case of 5 dozen, net ....

ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream, family size, per case	$3.50
Baby size, per case	2.00
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

OOLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb. tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen	0 45	dozen
Medium, cases 2 dozen	0 90	"
Large, cases 1 dozen	1 35	"

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz	1 75

Soda

COW BRAND

Case of 1-lb. containing 60 packages, per box, $3.00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$2 60
No. 2, " 120 ½-lb. "	2 60
No. 3, " {30 1-lb. " / {60 ½-lb. "	2 60
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 65
5 cases	2 55

TRADE MARK BRAND

REGISTERED

WOOD'S HOLLANDER COFFEE

Fragrant, Pungent, Delicious!

The Choicest of the Choice.

Imported and Roasted by

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. **Montreal**

Soap and Washing Powders

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	$10 20
Maypole soap, black, per gross	15 30
Oriole soap, per gross	10 20
Gloriola soap, per gross	12 00
Straw hat polish, per gross	18 20

3 doz. to box..... $3 60

6 doz. to box $7 20

30 days.

1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lot

Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	Per lb
No. 1 white or blue, 4-lb. carton	$0 07
No. 1 white or blue, 2-lb. carton	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada white gloss, 1-lb. pkgs	0 06½
Benson's enamel, per box	1 50 to 3 00
Culinary Starch—	
Benson & Co's. Prepared Corn	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue	0

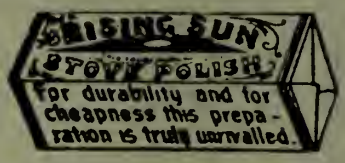
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lb	0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. canisters, cases of 48 lb.	0 07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 3 in case	0 08
6-lb. toy drums, with drumsticks in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 35 lb.	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish

	Per gross
Rising Sun, No. 1 cakes, ¼ & ½ grs. bxs.	$3 50
Rising Sun, No. 3 cakes, gross boxes	4 50
No. 5 Sun Paste, ½ gross boxes	5 40
No. 10 Sun Paste, ½ gross boxes	9 00



JAMES DOME BLACK LEAD

6a size, gross, $2.40. 2a size, gross, $2.50

Boot Polish

PACKARD'S BOOT AND SHOE POLISHES

Mon-Ami, $9 gross; Black "O," $9 gross; Large Combination, $20 per gross; Pony Combination, $10; French Glycerine, $9; Ladies' Special, $20; Pat. Lea. Cream $20 per gross.

Syrup.

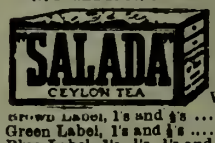
EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
¼-barrels, 175 lbs.	0 03¾ "
Pails 25 lbs.	1 30 each
" 38½ lbs.	1 80 "
	Per case.
Plain tins, with label—	
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 65
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas



THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

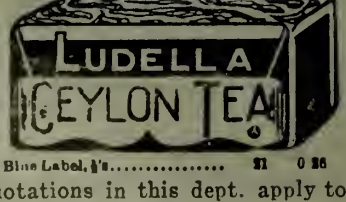
GEO. E. BRISTOL & CO., Hamilton, Ont.

EMPIRE PACKAGE TEA CO.

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c. ..... 1s, 20c.; ⅛s, 21c.
30c. ..... 1s and ⅛s, 23c.
40c. ..... 1s and ⅛s, 28c.
50c. ..... 1s and ⅛s, 35c.
75c. ..... 1s and ⅛s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s	$1	0	26
Orange Label, 1's and ½'s	0	23	0 40
Blue Label, 1's	0	20	0 25
Brown Label, 1's and ½'s	0	28	0 40
Brown Label, ½'s			0 [illegible]
Green Label, 1's and ½'s	0	36	0 50
Red Label, ½'s	0	40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.

MELAGAMA TEA

MINTO BROS., 45 Front St. East

	Wholesale	Retail
Black, green, mixed. ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ¼s	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 20
Black Label, ½-lb., retail at 25c.	0 21
Blue Label, retail at 0c.	0 23
Green Label, retail at 40c.	0 30
Red Label, retail at 50c.	0 35
Orange Label, retail at 60c.	0 42
Gold Label, retail at 80c.	0 55

Pure Gold Jelly Powder } 90 cents per doz.
Pure Gold Salad Dressing Powder }
Discounts on application.

THOMAS WOOD & CO. LTD

Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

OILLETT'S CREAM TARTAR

	Per doz
½-lb. paper pkgs., 4 doz. in case	$0 90
½-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ½-lb. paper pkgs. } assorted	$7 20
2 doz. ½-lb. paper pkgs. }	
	Per doz
½-lb. cans with screw covers, 4 doz. in case	$2 00
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ½ doz. in case	0 30
10-lb. wooden boxes	0 27½
25-lb. wooden pails	0 27½
100-lb. kegs	0 25½
360-lb. barrels	0 25

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 6 2-5s	46
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s., plug or bar.	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	52

Veterinary Remedies

W. F. YOUNG

Absorbine, per dozen	$18 00
Absorbine Jr., per dozen	9 00

Yeast

Royal Yeast, 3 doz. 5 cent pkgs.	$1 15
Gillett's Cream Yeast, 3 doz. in case.	1 15

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

The West Indies

If you have anything to ship to the West Indies we will handle it promptly and get you the top price.

If you are a manufacturer and wish to place your goods on the West Indian markets our travellers will do it for you.

If you want information of any kind about the West Indies do not hesitate to write us for it.

T. Geddes Grant

Port of Spain - Trinidad

Strength — Purity

Your Guarantee

for profit lies in

"COW BRAND" Baking Soda

because of its popularity with the housewife!

Order from your jobber

Church & Dwight

Manufacturers MONTREAL

Uniformity — Reliability

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

The Beardwood Agency

313 New York Life Building - MONTREAL

SALT:

Complete list of laid-down prices gladly submitted.

Write

VERRET, STEWART & CO.

LIMITED

No. 12 Port St.

MONTREAL

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

WETHEY'S CONDENSED MINCE MEAT

Wrapped and packed in sanitary packages

SOLVES THIS QUESTION

Quality Unexcelled.

Three dozen to a case.

Absolutely Dust-proof.

All jobbers.

J. H. Wethey, Ltd.

ST. CATHARINES, ONT.

Your Rush Orders—

Phone at our expense. 4 Free Phones.

Our Position in Teas

OUR great endeavor is to get you to try our *EMPIRE TEA*. It is put up in bulk and packages. It retails at 25c, 30c, 40c, 50c, and 75c.

We are doing all in our power to offer you Extra Quality Teas at right prices. But all we may be able to do in quality and price avails nothing unless you actually set about giving the tea a trial. Will you let us have a chance to show you what we can do?

After you have tried the *EMPIRE TEAS* and made comparisons we won't solicit you any more We are more than willing to let you be the judge then.

Will you give us the chance to "make good" with *you?*

Geo. E. Bristol & Co.

Wholesale Grocers

HAMILTON, - ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building
London, Eng.: 88 Fleet St., E.C. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV. PUBLICATION OFFICE: TORONTO, APRIL 29, 1910. NO. 17.

A WORLD-WIDE WINNER

KEEN'S OXFORD BLUE

"Keen's" is a household word in every civilized country, and there's a regular demand for it that is unequalled by any other blue.

See to Your Stocks

For Sale by all the Canadian Jobbing Trade.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

BENSON'S "Prepared" Corn **STARCH**

and

EDWARDSBURG "Silver Gloss" **STARCH**

THE LEADING LAUNDRY and COOKING STARCHES in Canada.
Pure and easy to handle. Always in demand.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works: Cardinal, Ont. 164 St. James St, Montreal

UPTON'S

Pure

Jams and Marmalades

In Bulletin No. 194, issued by the Canadian Government, the chief analyst declares Upton's Pure Jams and Marmalades absolutely pure . In addition to this we give you our guarantee that these preserves are put up in season from clean, sound fruit and granulated sugar, and are the finest preserves that can be produced.

Look at these prices and place your order at once, if you want high-grade preserves:

UPTON'S PURE JAMS AND MARMALADES

GUARANTEED FINEST QUALITY

	16 oz. Glass 2 doz. in Case.	5 lb. Pails 8 Pails in Case.
Raspberry Jam	$1.90 per doz.	50c. per pail.
Strawberry Jam	1.90 "	50c. "
Black Currant Jam.	1.90 "	50c. "
Red Currant Jam	1.70 "	45c. "
Gooseberry Jam	1.70 "	45c. "

	16 oz. Glass 2 doz. in Case.	5 lb. Pails 8 Pails in Case.
Peach Jam	$1.70 per doz.	45c. per pail.
Plum Jam	1.60 "	40c. "
Assorted Jam	1.75 "	48c. "
Grape-fruit Mar'lade	1.60 "	40c. "
Orange Marmalade	1.45 "	37½c. "

Freight prepaid on five cases or more shipped direct from factory to Windsor, Owen Sound, Collingwood, Gravenhurst, Ottawa, Montreal, and to all intervening points in Ontario. To all other points a freight allowance of 25c. per cwt. will be made.

TERMS: Net, No Discount

The T. UPTON CO., Limited,

HAMILTON, : CANADA

A remedy for—

The high cost of living

Seedless
Not
Seeded

GRIFFIN'S "SEEDLESS" RAISINS

Seedless
Not
Seeded

Fruit and nuts furnish lots of nourishment.
The best fruit for general use is the raisin.
The best Raisin you can get is

GRIFFIN'S SEEDLESS

A distinctive variety of the finest quality and flavor—grown only in California and packed by Griffin & Skelley.

No effort is wasted in pushing the sale of a good article, it's like a permanent investment and both grateful and comforting to both seller and buyer.

Be right up to date and sell

GRIFFIN'S SEEDLESS

For sale by all the best dealers.

Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

Winnipeg Office

R. B. Colwell

BROKER HALIFAX, N.S.

REPRESENTING LEADING MANUFACTURERS, SUCH AS

E. D. Smith Lowneys Toblers

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

Representing Morris Packing Co.

Pork and Lard—Finest Quality

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.

52 Nicholas Street, - Ottawa

J. R. Routh, Manager.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON, Western Canada

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is

The Irish Grocer, Drug, Provision and General Trades' Journal.

10, Garfield Chambers, Belfast, Ireland

Live Representation !

Do not neglect the Eastern Townships. Am open for another good agency. Know the trade. Have three travelers.

E. H. BOWEN, SHERBROOKE, QUE.

Manufacturers' Agent and Broker.

E. T. BUSINESS.

You, Mr. Manufacturer, can do a good deal larger business in the Eastern Townships, if your lines are pushed by a live representative right on the ground. You want someone who thoroughly knows the field and to whom grocery business is not a Chinese puzzle.

15 Years on the Ground

S. ROBITAILLE & CO., Sherbrooke

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

If you are looking for some nice large or twin cheese, write us at once.

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

Trade Established 12 Years.

Domestic and Foreign Agencies Solicited.

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

77 York Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

ON SPOT

Spanish and French Shelled Peanuts. Two and three Crown Shelled Almonds. Whole, Halves and Broken Shelled Walnuts. Shelled Filberts.

Quotations gladly furnished.

Lind Brokerage Company

73 Front St. E., Toronto

MANUFACTURERS:—Kindly open that other eye and take notice if your Toronto Representative is energetic and pushing your goods to the front; if not, communicate with the new firm, who have excellent selling facilities.

THE HARRY HORNE CO.

Wholesale Grocery Brokers and Manufacturers' Agents.

309-311 King St. West. - - Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

Prout, Simpson & Co.

Wholesale Produce Merchants

We are open to act as Selling Agents and Distributors for few suitable lines.

GROCERS BUTCHERS BAKERS

Canvassed Twice Weekly.

Splendid Trackage Warehouse. Low Insurance Rates.

WINNIPEG - - MAN.

This Space Costs 77 Cents For One Insertion.

Cigars well displayed sell themselves

Which means just so much additional profit on a small investment.

You'll be interested in

MARY ANN, 10c.

UNO, 5c.

Put up in glass HUMIDORS

This applies particularly to

ANCHOR BRAND TRADE MARK REGISTERED

CIGARS

the best 5c. straight on the market.

Send us your orders NOW and be the first in your locality to be selling the new line in HUMIDORS.

EBY-BLAIN, LIMITED

Wholesale Grocers - - TORONTO

1 Every Packet Sells Another

Four Telling Reasons!

Blue Ribbon Tea a Leader for Many Years

2 Exceptional Quality

A tea that stands up against competition during many successive years with ever increasing sales must have great merit.

That's how this well-known brand wears the "Blue Ribbon" honourably.

In addition to quality—compare prices, and you will find other good reasons for handling "BLUE RIBBON TEA."

3 Dependable in Flavour

The Blue Ribbon Tea Co., Ltd.

Montreal, Canada

4 And Good Profits

UNSWEETENED

Borden's Brands Do Build Trade—

Merchants who follow the policy of reserving the choice locations on shelves and counters, and in their windows, for such standard goods as Borden's are those who win and hold the largest measure of public confidence.

Always keep Borden's Brands to the front.

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE
BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Mason & Hickey, Winnipeg, Man.

Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

PERRIN'S

Our latest delicacy

ORANGE NECTAR

BISCUITS

LONDON Ask traveler for sample CANADA

¶ The present is said to be an age of specialization.

¶ This idea has been applied to the making of "Aylmer" Jams and Marmalades.

¶ They are made by experts. They are toothsome and delicious and at once convince your customers that they are made from pure fruits and by cleanly and sanitary methods.

¶ That is why "Aylmer" Jams and Marmalades are so desirable a stock for retail dealers. They please buyers who know "What's what."

¶ If you have stocked these lines in the past you know; if not, you should try their effect on your trade this season.

¶ Our modern facilities and our determination to use only best materials have enabled "Aylmer" goods to capture the better class of trade.

ORDER FROM YOUR JOBBER.

DOMINION CANNERS

Limited

HAMILTON, - CANADA

Special reduced price for a few days more:

$1.35 a dozen

Diamond Brand

Tomato Ketchup

Pint decanters—2 dozen to case

Order to-day!

PACKED BY

Sugars & Canners, Ltd.

MONTREAL

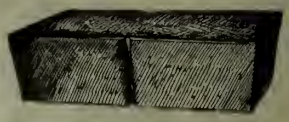
and sold by all leading jobbers

Twin Block Pure Maple Sugar

as reliable as ever, and selling at

$3.00 a case

How much do you want?



Retailers are advised to place orders with their jobbers at once, as spring importations are about to be received in Canada, and live grocers will want prompt deliveries.

PROPRIETORS:

ROWAT & CO.

GLASGOW, - SCOTLAND

CANADIAN DISTRIBUTORS:—Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the North-west; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

The Line That Satisfies

CANE'S WASHDAY WOODENWARE

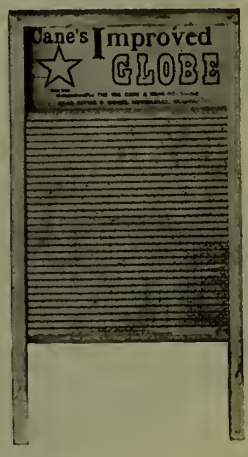
Is the Line Worth Pushing

You make no mistake in handling Cane's Woodenware. Cane's Washtubs, Pails, Washboards, Clothes Pegs, etc., have been the leaders for over 40 years. They're still leading, too!

Every Cane Tub, Pail and Washboard is built to withstand hard wear and tear and to give your customers long-lasting satisfaction.

The Cane line of Washboards includes our ten well-known brands. Every one of them substantially built and nicely finished.

Make sure of quality by asking your wholesaler for Cane's Washboards.



The Wm. Cane & Sons Co., Limited, - Newmarket, Ontario

A MONEY MAKER FOR YOU

PACKARD'S MON-AMI WATER-PROOF BOOT POLISH

IT GIVES YOU 104% PROFIT

Mon-Ami

gives the quickest, brightest most lasting and waterproof SHINE to all leathers.

List Price, $9.00 per gross.

Discount in 1 gross lots, 25%. Less quantities, list price.

Terms 5% 30 days.

Mon-Ami

But three months old ; yet sold by almost the entire grocery trade of Canada.

Are you in line ?

If not—get busy !

MON-AMI is only one of our complete line of Boot and Shoe Polishes. Write us for complete price list.

EVERY PACKAGE GUARANTEED

L. H. Packard & Co., Limited Packard Building, **Montreal**

Manufacturers of High Grade Boot and Shoe Polishes
Also Makers of the Famous Rapid Metal Polishes

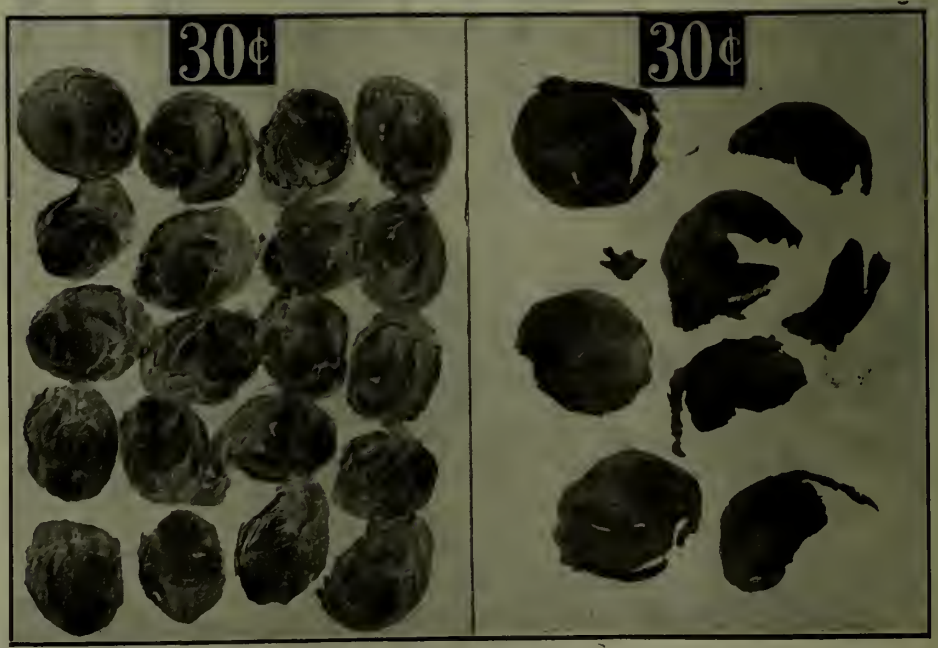
Berkel's Improved Slicing Machine

BERKEL'S Latest Improvement **Patent Knife Guard** to protect operators from accidents by thoughtlessly getting their hands against the circular knife. The only slicing machine in the world that has this protection.

BERKEL'S is the machine with the **Patent Automatic Sharpener,** by means of which the keen cutting edge on the knife is constantly maintained. The only machine with an automatic sharpening device. Simply press the Carborundum wheel shown in the cut above the knife downward and it strikes the knife edge at just the proper angle, a few turns of the wheel and your knife has an edge like a razor.

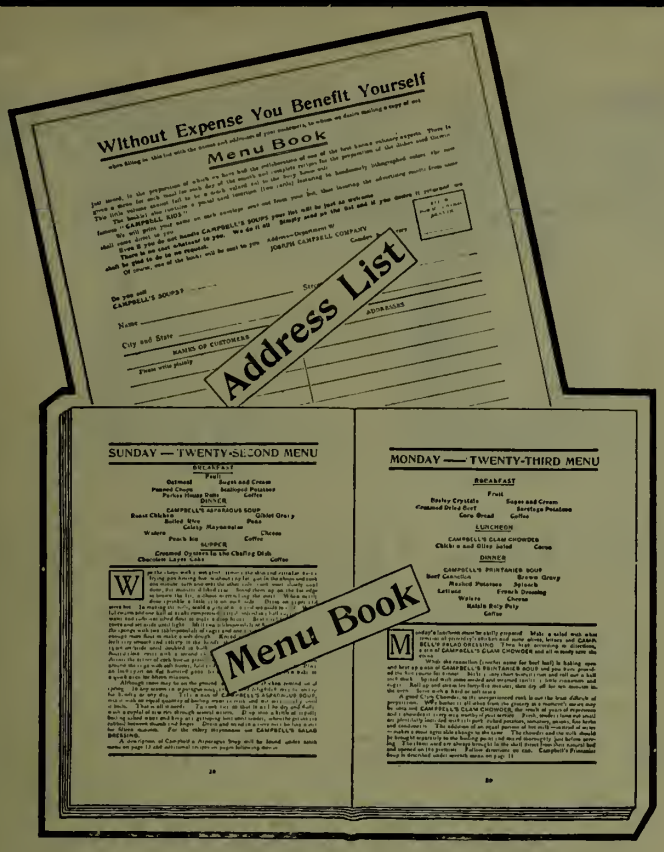
Will Slice Boiled Ham and Bacon Down to the Last Ounce

We call attention to the photographic production of two plates of boiled ham, there is just **one pound** of ham on each plate, it was all cut from the same piece, the **eight** slices on the right hand plate were cut with an ordinary knife, while the **twenty** uniform **slices** on the left hand plate were **sliced** on a slicing machine. This is an average result. The difference can be more or less marked according to the skill and time given the hand cutting, however the machine **never can vary,** the customer is **always protected** by dealing where there is a **BERKEL'S Improved Slicing Machine.** Dried Beef can be sliced thinner, quicker and better on **BERKEL'S** than any other made. The **BERKEL'S Improved Slicing Machine** is now used by Grocers, Butchers, Department stores, Delicatessens, Hotels, Restaurants, Hospitals, Educational Institutions, Steamship and Railway Companies, Charitable Institutions, Penal Institutions, the Army and Navy, Soldiers' Homes, etc. **BERKEL'S Improved Slicing Machine** can be set to cut **automatically** (14) different thicknesses, from 1-40 of an inch up to ¾ of an inch, "it cuts **bread** or **meat** equally well," requires no skill to operate and will slice **perfectly** more meat or bread in **twelve** minutes than the most expert cutter can slice by hand in an **hour.** While it is a hand machine, for several years many packers, as well as grocers and marketmen who do a large sliced meat business, have been running their **BERKEL'S Improved Slicing Machines** by mechanical power. Enough pieces of bacon can be put on this machine to cut 300 slices a minute. This should be of interest to those who put up bacon in boxes, glass or tin cans.



PLEASE WRITE FOR CATALOGUE

CANADIAN SALES AGENT: **The W. A. FREEMAN CO., Limited, Hamilton, Ont.**



"21 KINDS—LOOK FOR THE RED AND WHITE LABEL"

HOW WE HELP YOU TO SELL

Campbells' SOUPS

Besides the big, strong, convincing advertisements we are constantly publishing in magazines and newspapers carefully selected to penetrate every section, and sure to reach and influence YOUR customers to buy CAMPBELL'S SOUPS, we'll gladly HELP YOU to get the benefit of the demand we are creating. This is one of our plans,—we'll send you an "Address List"—fill it with the names of your customers, and return it to us, and we'll mail to each of them a copy of our Menu Book with YOUR name printed on the envelope. The Menu Book is full of suggestions the busy housewife will welcome. It will increase your trade on CAMPBELL'S SOUPS—and they pay a splendid profit. We guarantee CAMPBELL'S SOUPS will please your customers or we'll refund the purchase money. OUR guarantee of satisfaction to your customers amounts to a guarantee of lasting trade for you. We have other plans to draw trade to you, such as free electrotypes to use in your advertising and we'll send you the materials for an attractive window display that will increase and facilitate sales. WE WANT you to sell CAMPBELL'S SOUPS and we'll HELP you.

The Joseph Campbell Company
Camden, - N.J.

ROSE & LAFLAMME, LIMITED, 400 ST. PAUL STREET, MONTREAL
Sales Agency for Provinces of Quebec and Ontario

"Nugget" Furniture Polish

shows you a margin of 50 per cent.

In Paste Form Sells at 10c

In Paste Form Sells at 10c

Retails at a popular price, shows a big margin of profit, no loss from breakage. Guaranteed absolutely free from acids and all injurious ingredients. SIMPLE — CLEAN — QUICK — "A CHILD CAN USE IT."

Write for Samples and Prices.

The Nugget Polish Co., Limited

22 Bedford Row, Halifax — 67 Adelaide St. East, Toronto

How a McCray Refrigerator Advertises You

WITH a **McCray Refrigerator** in your store you can *GUARANTEE THE CONDITION* of cheese, butter, berries, delicatessen, etc., because it will *preserve* such perishable articles *perfectly*. It will also *display* them so *attractively* that it will *increase sales*. We have letters from hundreds of grocers to prove these statements. Some of them have doubled sales of delicatessen, etc., by displaying them in **McCray Refrigerators**. Besides this, **McCray Refrigerators** use less ice and give more efficient refrigeration than any other kind. We have a special catalog describing **McCray Grocers' Refrigerators** and explaining *how they refrigerate*, and *why* they *use less ice*. We call it "Catalog No. 66," ask for it on a postal card—we'll gladly send it FREE.

McCray Refrigerator Company

131 Lake Street, Kendallville, Indiana.

A 1 SAUCE

This sauce has been delighting the palate for 100 years, and is still giving a zest and relish to the plainest and richest fare.

As a merchant you are interested both in quality and profit. You'll find both satisfactory.

A1 Sauce will repay you well for any trouble you may go to in giving it prominent display and asking your customers to try it. Sample it yourself, though, first.

GENERAL AGENTS:

THOS. O. BAXTER, 27 Front St. E., Toronto **H. HUBBARD, 27 Common St., Montreal**
R. T. TINN, 337 Hastings St. W., Vancouver

We also make a full line of Meat Extracts, Essences, Soups and Potted Meats

BRAND & CO., Limited, Purveyors to H.M. the King **London, England**

FLAVORS

FLAVORS for material that will not permit of added moisture—such as Jelly Powders.

FLAVORS that mix clear with preparations containing little or no alcohol.

FLAVORS highly concentrated, that will mix clear with any oil.

FLAVORS concentrated, that can be added to water without causing turbidity.

FLORAL and other aromatic waters, so highly concentrated that they can be advanced to the extract class by addition of alcohol.

FLAVORS for all purposes and which can be satisfactorily used under any and every conceivable condition.

STUART BROTHERS

Niagara Falls, - - Canada

E. & T. PINK

London England

STAND FIRST FOR PURE FOOD PRODUCTS

Jams
Marmalade
Candied Peel
Confectionery
Pickles Pepper Spices

FOR PRICE LISTS APPLY TO THE FOLLOWING AGENTS:

EDGAR J. FRANKLIN care Montreal Star **MONTREAL**

FRED COWARD
1 Grandview Ave.
TORONTO

HERBERT J. CAVE
1220 Alberni St.
VANCOUVER, B.C.

J. W. SNOWDON
413 St Paul St.
MONTREAL

JAS. H. MYLES
P. O. Box 262. St. John
NEW BRUNSWICK

COOK'S FRIEND BAKING POWDER

For fifty years the recognized standard of Baking Powders in Canada. Conforms to Pure Food Laws the world over, because it is made from Pure Grape Cream of Tartar and contains no alum or other dangerous or questionable acids. The BEST ought to be good enough for your customers, especially when it costs no more than other brands of unknown quality, and is equal to imported powders at double the price. Made in Canada, and Not by a Foreign Trust.

No Alum **Always Uniform**
No Premiums **All Quality**

W. D. McLaren, Limited
Montreal

WANTED THE YEAR ROUND

PATERSON'S
CAMP COFFEE

Owing to particularly strong demand there will be during the outdoor season, we would suggest to retail grocers the advisability of early placing their orders with wholesalers---to ensure prompt delivery.

We would appreciate wholesale houses---those who have not yet ordered---letting us know their requirements as quickly as possible.

ROSE & LAFLAMME, LIMITED.

AGENTS

MONTREAL and TORONTO.

Wanted in Summer for the Home—because it's convenient also for Fishing, Sailing, Shooting, Camping.

KEEP YOUR STOCK UP.

Beans that are put up in scientific fashion by people who know are bound to be of superior quality.

That's why **Balaklava Brand Baked Beans** always please—even most exacting customers.

Are you featuring this line at present?

The Eastern Canning Co.

PORT CANADA, : N.B.

CANADIAN AGENTS—C. A. Chouillou & Cie., Montreal; Green & Co., John Street, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.; Martin & Robertson, Vancouver, B.C.

NO SPRINGS

MADE IN CANADA

70,000 Now in Use

After 9 Years' Test and Its Adoption by the World's Greatest Merchants

The Toledo Scale

Is Now the Recognized Standard.

1. It is Automatic.
2. It contains No Springs.
3. It is always reliable—not affected by temperature.
4. Guarantees Honest Weight.
5. Pleases Customers and Brings Trade.
6. Saves Money, Time and Labor.
7. Is Most Beautiful and Attractive.

105 Styles and Sizes for all kinds of Stores
PRICES $40 UP.

The Great Fair Store, Chicago, uses 100 Toledo Scales, and say:

"The 100 Scales you sold us are very satisfactory. They are certainly money-savers on overweight.

"We satisfied ourselves the Toledo Scale was superior to all others."

E. J. Lehmann, Vice-Pres.

Scales of all makes taken in exchange rebuilt and for sale cheap

Send for Catalogue, Free

Toledo Computing Scale Co.

Makers of Honest Scales
TOLEDO - - OHIO

OFFICES:
Toronto, 335 Yonge St.
Winnipeg. Edmonton, Calgary

MADE IN CANADA

NO SPRINGS

Meadow Cream Sodas

Why are they in such demand all over the Dominion? Because they are made from the choicest Winter Wheat Flour by highly skilled bakers. From the trough to the shipping room the best and most scientific methods are used.

You should stock Meadow Cream Sodas. Their goodness and flavor will please your customers, and you'll find the profit satisfactory.

The W. J. CROTHERS CO., : Kingston, Ont.

PURE
TOMATO CATSUP

You can work up a steady and profitable demand for this line if you handle an extra good quality. We are making a pure Tomato Catsup packed in

Bottles, Jugs and Kegs

that has proved an exceptionally good seller. It would certainly pay you to get our quotations, as we are offering splendid value. Write us about it. Write us to-day.

TAYLOR & PRINGLE CO., LIMITED

OWEN SOUND - ONTARIO

Redpath

Extra Granulated and other grades of Refined Sugar represent perfection in Sugar refining and are the result of experience and modern machinery.

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

HAVE A CARE

that your stocks of a staple article like marmalade are right. Be on the safe side by handling

Shirriff's Imperial Scotch Orange Marmalade

It is made solely of luscious Seville Oranges and highest grade sugar, and in flavor is unapproachable. *See to your stocks.*

Order from Your Jobber or Direct

Imperial Extract Co., 8, 10, 12 Matilda St., Toronto

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR

LONDON, ENGLAND
Commands a Preference over all others.

IS THE BEST
Made from the finest malted barley.

AGENTS
W. S. Clawson & Co., South Wharf, St. John, N.B.
W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto. R. Robertson & Co., 912-913 Dominion Trust Bldg., Vancouver, B.C.
J. W. Snowdon, 413 St. Paul St., Montreal

We are open to do business on easy consignment terms *Write our Agents for Particulars*

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott
Wholesale Grocery Broker
141 Bannatyne Ave., East

HOUSE CLEANING

becomes a pleasure instead of being a monotonous drudgery when the housewife has the helping hand of

ASEPTO
SOAP POWDER

(The enemy of dirt)

The housewife will be indeed friendly disposed toward your store if you can only get her to use ASEPTO—the housewife's friend.

STOCK UP AT ONCE—
There's Money in It For You

Agents: Rose & Laflamme, Ltd., Montreal

ASEPTO MFG. CO.
ST. JOHN, N.B.

Repeat Orders is the story of all Grocers who handle

Canada First Evaporated Cream

There is nothing to equal it as a pure, healthful substitute for fresh cow's milk. Every can guaranteed absolutely pure and thoroughly sterilized. Order from your wholesaler.

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

Tartan BRAND

MAPLE SYRUP

1910 Run, Guaranteed Pure. Straight from the Sugar Bush. Nothing Finer

SEE OUR TRAVELLERS OR 'PHONE 596, FREE TO BUYERS

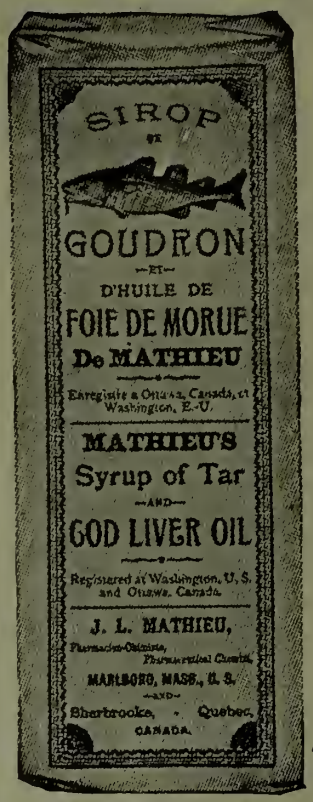
BALFOUR, SMYE & CO. WHOLESALE GROCERS... **HAMILTON**

St. Lawrence

GRANULATED and GOLDEN YELLOWS

Made only from Pure Cane Sugar

The St. Lawrence Sugar Refining Co., Ltd., Montreal



MATHIEU'S SYRUP

of Tar and Cod Liver Oil

has a more certain sale than most remedies. It is largely advertised, so that every one is familiar with the name.

It has been so successful in effecting cures that every user is a publisher of its excellent qualities.

Its sales have increased wonderfully everywhere. It is a sure seller.

MATHIEU'S NERVINE POWDERS

are needed wherever colds are attended with pains and fever.

See that you are well supplied with both, as the season of Colds is now on.

J. L. MATHIEU CO., Props.

SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

Get a Big Slice of Spice Business

This you can do by selling **absolutely pure** spices. **Ewing's Prince of Wales** Brand spices represent highest quality and their purity is undoubted.

Send for Samples and Prices

S. H. EWING & SONS, Montreal and Toronto

EMPRESS BRAND JAMS

20-oz. Glass Jars—1909 Fruit

The attractive appearance sells them. Their delicious taste brings the customers back for more.
TRY THEM. That's all we want. We are sure of your future orders once you have had the

Empress Brand

WRITE US FOR PRICES

Empress Manufacturing Co.
Limited
VANCOUVER, B.C.

The "QUALITY" SARDINE

You can enhance your reputation and add to your profit by handling

KING OSCAR BRAND SARDINES

the line which is uniformly pure, sweet and well packed.

They are a trade-winning line and never fail to satisfy.

CANADIAN AGENTS
J. W. Bickle & Greening
(J. A. Henderson)
Hamilton, - - Ont.

We Are Like The Quakers

in the matter of "Particularity."

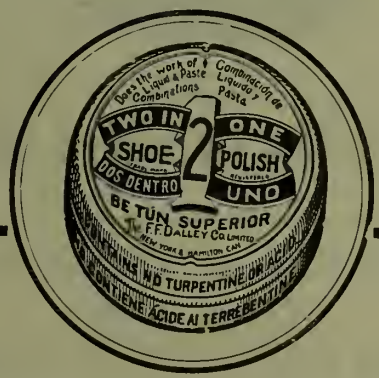
We want our Salmon to be

QUAKER SALMON

in the matter of quality, and we see that it is.

You Can Depend Upon It.

Mathewson's Sons
Wholesale Grocers
202 McGill Street - - Montreal



Fortify Your Position

as a grocer by adding to your shelves the world's Best Shoe Polish

2 in 1

It produces a brilliant lasting polish and is moreover waterproof.

"2 in 1" is a popular favorite and sells all the time.

See to Your Stocks.

The F. F. Dalley Co., Limited
HAMILTON, CANADA, - AND - BUFFALO, N.Y.

YOU

have a fine profit-making proposition right within your grasp if you will follow the lead of the wise grocers and feature

RICHARDS PURE SOAP

HERE'S THE COMPLETE LINE:

Quick Naptha Soap Snowflake Soap Chips
Ammonia Powder 100% Pure Lye Toilet Soaps

Agent for Toronto and Hamilton: Mr. Hutchinson, Omand Mfg. Co., 76 Colborne St., Toronto.

Effective Economical

The Effective Preservation— —of your Perishables

No Grocer or Butcher can afford to do business without a EUREKA REFRIGERATOR.

The Eureka Patented System

is an absolute guarantee against **dampness** and **foul air.** Goods will keep fresh in a Eureka longer than in anything else made. This Refrigerator is used by the leading merchants in all parts of the Dominion.

Write for Catalogue

Eureka Refrigerator Co., Limited

56 Noble St., (Near Queen St. Subway) Toronto

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

JAPAN TEAS

Actual operations in New Crop will commence about May 5th. We shall be constantly in touch by cable with our Mr. Nishimura in Japan.

S. T. NISHIMURA & COMPANY

MONTREAL & JAPAN

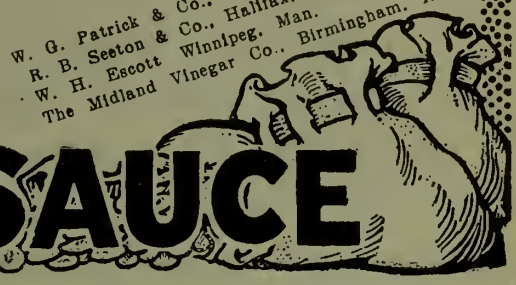
If it's CUSTOMERS you want, Sir—

You certainly want H.P. SAUCE to bring them in

In many ways H.P. is unique, its flavor is unique, its deliciousness is unique, its value is unique—it makes customers—it makes business—it makes profits—

Why not sell it?

W. G. Patrick & Co., Toronto and Montreal.
R. B. Seeton & Co., Halifax, N. S.
W. H. Escott Winnipeg, Man.
The Midland Vinegar Co., Birmingham, Eng.



H.P. SAUCE

BAIRD'S "Second-to-None" Pickles

So called because they are second to none for value.

No other manufacturer has produced a better pickle at the price, and there are few as good.

GOOD, SOUND VEGETABLES and PURE VINEGAR

Low Price
High Quality

JOHNSTON, BAIRD & CO.
GLASGOW, SCOTLAND

GINGERBREAD
BRAND
MOLASSES

A Molasses that increases your sales.

THREE reasons for it:

No. 1—A Strong Baker
No. 2—Body
No. 3—Flavor

Packed in tins—2's, 3's, 5's, 10's and 20's; pails—1's, 2's, 3's, 5's gals. and in barrels and halves.

A trial order from your wholesaler will convince you that Gingerbread Brand is

TH BEST THERE IS

Be convinced now.

The Dominion Molasses Co., Limited

HALIFAX - NOVA SCOTIA

What's the use of your tongue, Mr. Grocer?

AURORA

yourself, and then to tell your customers how good it is! The best that money can buy.

W. H. GILLARD & CO.

Why! For just two things, First to try it on

COFFEE

Retails at 40c. and leaves you a real good profit. Don't miss this chance.

HAMILTON, Branch: Sault Ste. Marie

75,000 Gallon Pickles in Brine

This is at least one of the largest stocks held in Canada.

Kegs—1, 5 and 10 Gallon.
Bottles—Malt lever tops,and 40 oz. square.

Write for prices before placing orders elsewhere.

Thos. McCready & Son, Ltd., St. John, N.B.

Bonded Vinegar, Pickle and Spice Manufacturers.

Is there any reason why

Kandy Kid

Should not have attained the largest sale of any five-cent Pop Corn Confection in Canada?

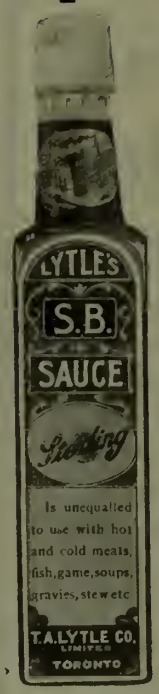
The More You Eat
The More You Want

Made only by

Clyde Fuller & Bro.

WINDSOR : : : ONTARIO

CONNOISSEURS



of sauces and relishes agree that

S.B. SAUCE

is pre-eminent for delicacy and piquancy of flavor. For the better-class family trade S.B. Sauce can be confidently recommended, and it will prove a specially good seller now the weather is getting warmer.

See to your stocks.

The T. A. LYTLE CO., Ltd.

TORONTO

BRITAIN'S BEST JAMS.

£250 CHALLENGE

Issued in "The Grocer" (London), August 14 1909, (repeated October 2, 1909), which did not elicit a single response.

"We are prepared to deposit £250 against a like amount that our New Season's Vacuum-Bottled Jams, as sold by grocers to the public, will surpass in excellence of quality and flavor any Jams made by any other firm in the United Kingdom, as sold by grocers to the public, which are free from Chemical Preservatives, artificial flavoring or coloring matters.

"Samples to be drawn from actual stocks held by grocers.

"This challenge remains open until Saturday, October 9th, 1909."

First British Vacuum Jam Factory.

Duerr & Sons, Old Trafford, Manchester, Eng.

McLean's

A package of first-class cocoanut—the kind the housewife can depend upon—is always obtainable under the name **McLean.** Such packages the best grocers make their leaders.

THE CANADIAN COCOANUT COMPANY

MONTREAL

CAWTHRA MULOCK & CO.

OWN AND OFFER FOR SALE **At Par, $100 Per Share.**

$2,000,000 of the 7% Cumulative Preferred Stock, with a bonus of 25% Common Stock, of

Maple Leaf Milling Co., Limited

(Incorporated under the laws of the Province of Ontario) **Head Office: Toronto, Can.**

CAPITAL STOCK, Issued and Fully Paid Up.	Preferred (7 per cent. Cumulative)	$2,500,000
	Common	2,500,000
THE COMPANY HAS NO BONDS ISSUED OR AUTHORIZED.		$5,000,000

Guardian Trust Company, Limited

is prepared to receive subscriptions for $2,000,000 of the above seven per cent. cumulative preferred stock at the price of $100 for each share, with a bonus of common stock equal in par value to 25 per cent. of the par value of the preferred stock allotted, to be delivered on payment of subscription in full.

The dividends on the preferred stock accrue from April 5th, 1910.

Subscriptions will be payable as follows:—

10 per cent. on application, and
90 per cent. on Allotment.

100 per cent.

or

In Installments as follows, in which case interest at the rate of 6 per cent. will be charged:

10 per cent. on Application.
15 per cent. on allotment.
25 per cent. on 1st June, 1910.
25 per cent. on 1st July, 1910, and
25 per cent. on 1st August, 1910.

100 per cent.

The right is reserved to allot only such subscriptions and for such amounts as may be approved and to close the subscription book without notice.

Application will be made for the listing of the securities of the Company on the Toronto Stock Exchange.

The subscription list was opened at the office of the Guardian Trust Company, Ltd., Toronto, on Monday, April 25th, 1910, and will be closed on or before Monday, the 9th day of May, 1910, at 3 p.m.

Bankers of Company: Imperial Bank of Canada and Bank of Montreal.

Board of Directors:

D. C. CAMERON, Winnipeg, President.
President Rat Portage Lumber Company, Limited.

CAWTHRA MULOCK, Toronto, Vice-President. Director Imperial Bank of Canada, Director Confederation Life Association.

HEDLEY SHAW, Toronto, Managing Director. Vice-President and Managing Director The Maple Leaf Flour Mills Co., Limited.

CHARLES W. BAND, Toronto. Vice-President James Carruthers Company, Limited, Grain Exporters.

John I. A. HUNT, London. President Goderich Elevator & Transit Company, Vice-President Hunt Bros., Limited, Millers.

CHARLES WURTELE, Toronto. Vice-President National Iron Works, Limited.

JOHN CARRICK, Toronto, Secretary The Maple Leaf Flour Mills Company, Limited.

NEW COMPANY A GOING CONCERN

Maple Leaf Milling Company, Limited, is a new Company which has taken over the whole undertaking as a going concern of The Maple Leaf Flour Mills Company Limited, including therein that of the Hedley Shaw Milling Company Limited. The company has mills at Kenora, Thorold, St. Catharines, Welland, and Port Colborne (the last named in course of construction) in the Province of Ontario and at Brandon in the Province of Manitoba. When the construction at present under way at Port Colborne is completed the company will have a total milling capacity of 12,800 barrels per day.

MARKET FOR OUTPUT

The rapid growth of the business of the two companies taken over has long made apparent the necessity of additional milling capacity. Further, the tremendous increase in the total output from the Western Wheat Belt makes it absolutely necessary to have more mills in Canada to handle it. Last year this output amounted to about 125,000,000 bushels, and experienced men estimate that by the end of the year 1920 Canada will be producing fully 500,000,000 bushels annually.

Security and Earning Power

The assets of the old Companies taken over as above stand in excess of all liabilities and without any allowance for good-will, trade marks, etc., at $3,770,524.11, this amount being ascertained on the basis of an appraisal by the Canadian American Appraisal Company, Limited, as of March 17th, 1910, of the capital assets taken over, and the certificate of Messrs. Price, Waterhouse & Company, as of February 28th, 1910, as to current assets and current liabilities, with a liberal allowance for all contingencies. There has also been placed in the Treasury $1,000,000 of additional cash, which, besides permitting of the completion of a 6,000 barrel mill and a million bushel elevator and storage warehouse at Port Colborne, and of fifteen additional elevators in the West, will provide the new Company with further working capital.

As per certificate of Messrs. Price, Waterhouse & Co., of London, the earnings of the old Company on the present plant amounted from September 25th, 1908, to August 20th, 1909, to..... $218,843.38

And from August 21st, 1909, to February 28th, 1910, to $166,793.29

being for the latter period at a rate equal to over 13 per cent. on the preferred stock of the Company.

Prospectuses and forms of application may be obtained at any branch of the Imperial Bank of Canada or The Royal Bank of Canada, from Guardian Trust Company, Limited, Toronto, and from Cawthra Mulock & Company, Toronto.

Applications for shares should be made upon the form accompanying the prospectus and should be sent, together with the remittance due on application, to

Any Branch of The Imperial Bank of Canada,
or
The Royal Bank of Canada

Guardian Trust Co., Limited, Toronto,
or to Cawthra Mulock & Company,
Members Toronto Stock Exchange
Royal Bank Building, - - Toronto

IF BUILDING A NEW STORE

or re-modeling old store consult us about modern Fixture Equipment

We are specialists in that line and can save you money. We submit plans and estimates free.

Write for Illustrated Catslogue.

Walker Bin & Store Fixture Co.
LIMITED
BERLIN, ONTARIO

DUST IS A GENERAL NUISANCE

BUT IT CAN BE AVOIDED BY USING

DUSTBANE

on sweeping day. "Dustbane," moreover, disinfects the room and restores carpets and rugs to their original freshness. The women swear by "Dustbane" when once they have used it. Get them on your side by selling "Dustbane." There's money in it for you.

Dustbane Manufacturing Co.
Boston, - Mass.

Canadian Factories: Winnipeg, Manitoba, St. John, N.B

Ask Your Wholesaler for These Goods

TEA LEAD

Best Incorrodible

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London.
A.B.C. Codes used 4th and 5th Editions.

LIMEHOUSE,
LONDON, E., ENG.

Canadian Agents

ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

ARCTIC Refrigerator

It does not matter a great deal what kind of a refrigerator you use. For they don't all refrigerate alike.

There are many good reasons why your refrigerator should be an ARCTIC.

These reasons have to do with the profits you make from butter, eggs and other perishables, and the degree with which you are able to satisfy your customers.

Arctic Refrigerators for All Purposes.

JOHN HILLOCK & CO.
Queen and George Sts., TORONTO

Agents for Western Provinces: Ryan Bros., 147 Bannatyne Ave., Winnipeg

The White Mop Wringer

always proves a splendid seller, because it does all we claim for it.

It never disappoints. Wrings drier and easier than any other device.

Each one sold is YOUR advertisement, creating more sales.

Watch for TRADE MARK below; it stands for excellence.

Write for Details. Made in Canada.

White Mop Wringer Co.,
FULTONVILLE, : N.Y.

Saves time,
Saves money,
Saves you bags.

McGregor's Patent Bag Holder

Should be in every grocer's store.

KILGOUR BROS.
Wellington St. West TORONTO

Moving Time!

When people are moving and spring-housecleaning they use much polish. Royal Metal Polishes can be recommended for a variety of uses. They yield YOU a large profit.

Royal Polishes Company
Montreal

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

SELL AND RECOMMEND

PYRAMID-FLY-CATCHER

Will cause no annoyance and catch more flies than any other device

A Great Improvement on Flat Fly Paper

Hang it up anywhere **Never drips**

Made in Germany
Sold Everywhere

THE PYRAMID does not interfere with flat fly paper, because it appeals to the medium and better classes of your trade. They do not like fly paper because of its annoying features. The Pyramid is just what they want.

Price, $3.50 per Hundred

Cases contain 40 Cartons of 50 Pyramids each

TO DEALERS—If you want to test the most satisfactory Fly Catcher on the market, write for Free Sample and state who is your wholesaler.

For Sale by NA-DRU-CO.

Montreal,	Ottawa
Halifax,	St. John
Toronto,	Hamilton
Winnipeg,	London
Regina,	Vancouver

Montreal.
Hudon, Hebert & Co., Ltd.
L. Chaput Fils & Cie.
Caverhill, Learmont & Co.
Laporte, Martin & Co.
Granger Freres, Ltd.
Forbes Bros.
S. J. Carter & Co.
Hudon & Orsali
Larue & Cloutier.
Bergeron, Whissell & Co.
Birks, Corner & Co.

Toronto.
T. Kinnear & Co.
Warren Bros. & Co.
Parsons, Brown & Co.
Groceries, Ltd.

Hamilton.
Lumsden Bros.

Quebec.
J. B. Renaud & Co.

Sherbrooke, Que.
C. O. Genest & Fils.

Glace Bay, N.S.
Ropers, Ltd.

Hull, Que.
P. H. Durocher.

Ottawa.
H. N. Bate & Sons.
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Provost & Allard.

Port Arthur.
Marks-Clavet-Dobie Co., Ltd.

St. Catharines.
The W. H. Merriman Co.

Stratford.
Stratford Wholesale Gro. Co.

Windsor,
J. F. Smythe & Co.

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Ed. Adams & Co.
Canada Spice & Gro. Co.
M. Masuret & Co.

Brantford.
Geo. Foster & Sons, Ltd.

Belleville.
J. E. Walmsley Co., Ltd.

Chatham.
H. Malcolmson.

Kingston.
W. G. Craig & Co.

Yarmouth.
L. G. Gardner & Co.

Sydney.
G. L. Murphy & Co.
Cape Breton W. Gro. Co.

WM. H. DUNN,

— Importer and — Wholesale Distributor

Montreal and Toronto

Selling Agents:

MASON & HICKEY, - Winnipeg
STANDARD BROKERAGE CO., Vancouver
J. LESLIE LOVITT, - Yarmouth
C. E. MacMICHAEL, - St. John, N.B.
E. H. BOWEN, - - Sherbrooke
J. B. RENAUD & CO., - Quebec

Place your order now to ensure early delivery.

ST. CHARLES EVAPORATED CREAM

The Purest and Best

Retailers make no mistake in pushing the sale of ST. CHARLES BRAND, as orders always repeat. A quick seller and trade-builder. Every can guaranteed.

Manufactured by

St. Charles Condensing Co.

"Manufacturers of quality CREAM"

INGERSOLL, ONTARIO
CANADA

In the sections where the choicest Canadian Butter is made, you will go a long way before you find any but

WINDSOR BUTTER SALT

Practically every pound of prize-winning butter at the Dairy Exhibitions is made with "Windsor" Salt.

No other salt is good enough. No other salt sells.

The Canadian Salt Co.
Limited
WINDSOR ONTARIO

MADE IN CANADA

"Superfine Linen Record"

There is no feature of advertising that pays so well as a Ledger made from a good paper.

"Superfine Linen Record" is a first-class ledger paper

Made by

THE ROLLAND PAPER COMPANY, LIMITED
MONTREAL, CANADA

SAMPLES SENT ON REQUEST

BRANDS

"BANNER" & "PRINCESS"

CONDENSED MILK

are prepared from the purest and richest country milk, with no addition but that of pure sugar.

St. George Evaporated Cream

(Unsweetened)

The most sanitary conditions are observed in the canning and handling of the milk. The reputation of these brands as genuine satisfaction-givers is unsurpassed.

Lines that mean much in profit and reputation to every grocer who handles them.

J. MALCOLM & SON
ST. GEORGE, ONT.

"Epicure" Brand Lobsters

please particular customers because of that peculiar delicate flavor found in every tin. For this reason alone you can profitably feature "Epicure" brand.

Order early to ensure delivery; pack likely to be short.

C. H. Mitton, - Sole Packer, - Port Elgin, N.B.

Agents: Toronto, MacLaren Imperial Cheese Co.; Winnipeg, G. B. Thompson; Calgary, E. D. Stone; Vancouver, Geo. A. Stone.

THE COMMERCIAL

That's the Name!
Don't Forget it!

THE ONE WRITING ACCOUNT REGISTER SYSTEM – that cuts out Bookkeeping, makes your collections; pleases your customers and increases your trade. Thousands in use on the American Continent. Send postal for catalogue and testimonials of Canadian merchants that YOU KNOW.

COMMERCIAL REGISTER CO.

178-180 Victoria Street - - Toronto, Ont.

Say, Brother Grocer, are you carrying

SNAP?

We claim that SNAP is absolutely without a rival for chasing grease, paint, dirt and tar from soiled hands.

SNAP SELLS AT SIGHT

and leaves you a good margin of profit.

Order from your jobber

Snap Co., Limited

MONTREAL, : : CANADA

DOME LEAD

There is no better stove polish to be had in the world than

James Dome Black Lead

Pays both Jobber and Retailer a Good Profit.

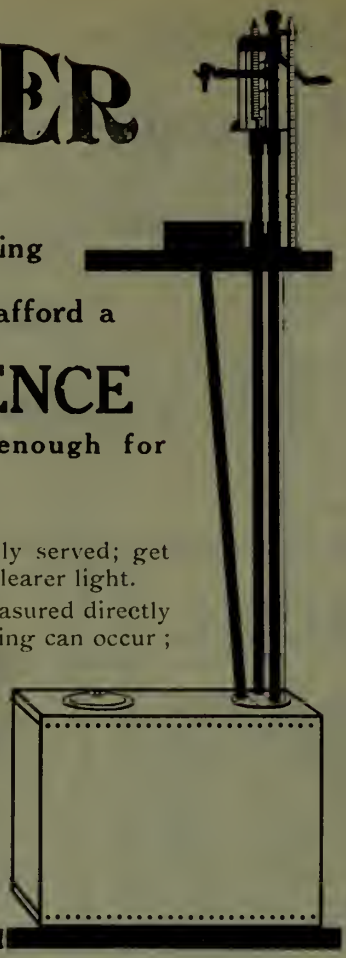
BOWSER

Self-Measuring

OIL TANKS afford a

CONVENIENCE

that alone is reason enough for installing the system.



"The convenience is mutual

My customers are better and more quickly served; get clean oil of better quality that give a firmer, clearer light.

The barrels are easily emptied; the oil is measured directly into the consumer's can; no slopping nor spilling can occur; the odor of oil is not found in the store.

Modern CONVENIENCES mean time and money. They draw and hold trade."

Catalog 5-K contains full information regarding Bowser Outfits.

S. F. Bowser & Co., Ltd.

66-68 Fraser Ave., Toronto, Can.

DOWNEY'S

White Dove Brands

would not be famous if they were not absolutely the best made.

W. P. DOWNEY
Maker
MONTREAL

O·K

ENGLAND'S LEADING FRUIT SAUCE

25 years' reputation, and the only sauce backed up by a purity guarantee of

1000 GUINEAS

Sells at 15 cents and 25 cents

BE WARY OF IMITATIONS

SAUCE

George Mason & Co., Limited

Sole Manufacturers - - - LONDON, ENG.

Sole Canadian Agents

S. T. NISHIMURA & CO.

MONTREAL

SUB-AGENTS:

Toronto, Ont. Geo. Stanway & Co.
Hamilton, Ont. James Somerville
Ottawa, Ont. H. D. Marceau
London, Ont. Wm G. Coles & Co.
Quebec, Que. The F. Abel Co.
Kingston, Ont. James Craig

FOREST CITY BAKING POWDER

THE STANDARD FOR 25 YEARS

6 oz. tins, 75c. doz.
12 oz. " $1.25 "
16 oz. " $1.50 "

Manufactured By

GORMAN ECKERT & CO., Limited

London & Winnipeg

No matter what section of the country you live in you will find some PROGRESSIVE MERCHANT using a

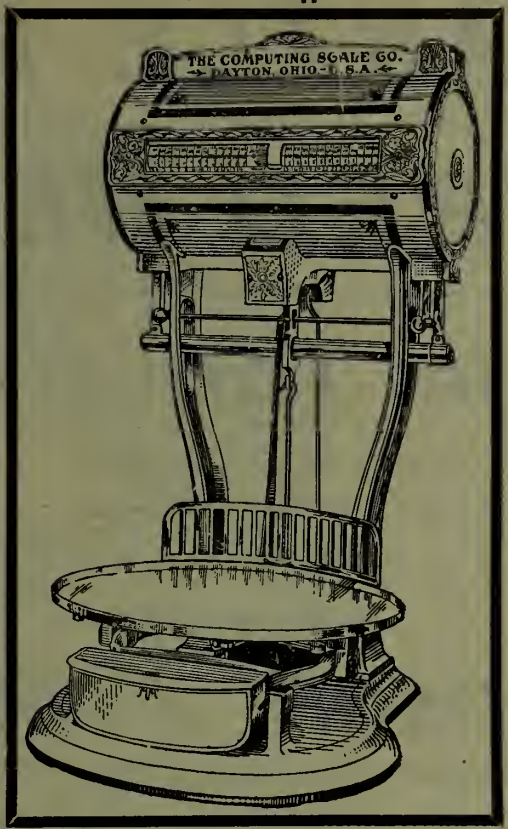
Dayton Computing Scale

WHY DOES HE USE A DAYTON? BECAUSE IT SAVES HIM MONEY OVER THE OLD SYSTEM OF WEIGHING.

WHAT IT DOES FOR HIM IT WILL DO FOR YOU.

It does not cost you much to PROTECT YOUR BUSINESS AGAINST LOSS THROUGH WEIGHING, as we sell FAMOUS DAYTON SCALES FROM $30 UP.

EVERY merchant who is anxious to stop the loss through over-weight should have this AUTOMATIC DAYTON SCALE demonstrated to him. It will be a revelation as OVERWEIGHT IS IMPOSSIBLE with this



Scale. SOLD ON EASY MONTHLY PAYMENTS.

NO INTEREST CHARGED.

Drop us a card and have a demonstration on this scale. You will be under no obligation to buy.

We make very liberal allowances for old COMPUTING SCALES of any manufacture, if traded into us on the price of one of our improved scales, so if you have an old Computing Scale get our figure for an allowance.

Made in Canada by Canadian Workmen

Patronize Canadian factories.

EVERY SCALE WE SELL IS FULLY COVERED BY GUARANTEE.

Send us your card for a demonstration.

THE COMPUTING SCALE CO.
of Canada, Limited.
164 King St. West, - TORONTO, ONT

THIS TIN CONTAINS

100%

PERFUMED-POWDERED

LYE

THE QUESTION OF QUALITY BEING SETTLED, WHAT ELSE INTERESTS YOU?

A MUCH LARGER PROFIT THAN YOU HAVE BEEN RECEIVING ON SIMILAR GOODS.

A TIN CONTAINING ABOUT A QUARTER POUND MORE LYE THAN IS USUALLY GIVEN.

A TIN WITH ROTATING COVER AND SIFTING TOP

YOU WANT MORE PROFIT
YOUR CUSTOMERS MORE PURE GOODS

OPPORTUNITY OFFERS TAKE IT TO-DAY

WHITE SWAN SPICES & CEREALS, LIMITED
TORONTO

WALKER PATENTED BINS — THE "WALKER BIN" SYSTEM — WALKER PATENTED BINS

Provides for the Complete Equipment of the Modern Grocery.

Write for Illustrated Catalogue showing some of the stores we have fitted up.

Walker Bin & Store Fixture Co. LIMITED
BERLIN : ONTARIO

QUALITY

When anyone wants a high-class household refrigerator they always buy the Ham & Nott make. Our grocer refrigerators are made on the same principle. That means the best.

Sold by leading hardware dealers, or write to us.

HAM & NOTT CO.
Limited
BRANTFORD CANADA

ICE CASTLE BRAND

OF

KIPPERED HERRING

AND

Herring in Tomato Sauce

now being packed. Same high quality as in the past and sure to go quickly once ready for shipment.

Forward order to your wholesaler without delay.

SOLE PACKER

J. W. WINDSOR - MONTREAL

Packer of the Largest Variety of Canned Goods in Canada.

Western Representative - - - W. H. ESCOTT, WINNIPEG

Goodwillie's Pure Fruits

In Glass

There is nothing to be gained by your experimenting with a dozen and one different packs of Pure Fruits.

So why not begin correctly by ordering, and featuring, **Goodwillie's**, the brand that always leads.

You will find it to your own advantage to handle **Goodwillie's**, and you will greatly please your customers.

Your wholesaler will gladly furnish prices.

AGENTS:

Rose & Laflamme, Ltd., Montreal and Toronto

GEO. KEMP., LTD.

LONDON, ENGLAND

BISCUITS

FOR QUALITY

Do not miss these good selling lines.

Satisfaction on all points.

Repeat orders with every mail.

$ $ $ $

in these dainty goods.

Export Agents:

H. COLLINGS & CO.

16 Philpot Lane London, England

Four O'clock Tea

About four o'clock, when the physical forces are at an ebb, tired people pay tribute to the refreshing qualities of "Salada" Ceylon Tea. This hour is the English "tea time" when everybody stops work or play to take a cup of tea.

Four o'clock tea in England is not a national fad. It is a time-proven method of recuperation. Tea properly brewed and of the right quality takes away fatigue. It invigorates as does no other beverage.

"Salada" Tea is most refreshing and delicious. The odorous buds and tender leaves of this hill-grown tea from the Island of Ceylon, with all their flavor and fragrance, are carried straight from plantation to purchasers in air-tight lead packages.

"SALADA" TEA

Ask your grocer for **"Salada"** Tea or send for a free trial package. We mail it without charge. Say whether you use Black, Mixed or Green Tea and the price you pay per pound.

The "SALADA" TEA CO.
Yonge Street, Toronto

☞THIS IS ONE ADVERTISEMENT FROM A SERIES RUNNING IN THE ILLUSTRATED WEEKLY PAPERS THROUGHOUT CANADA, WE ARE TALKING TO *YOUR* CUSTOMERS *THIS* WAY *EVERY* WEEK.

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The Three Great Trade Interests Talk Business

Most Unique Grocery Trade Convention in Canadian History—Wholesalers Introduce New Methods for Maintaining Prices—Contract Selling Plan and Secret Commissions Act Provoke Much Discussion—Relations Among Retailers, Wholesalers and Manufacturers—Some Interesting Repartee Between Wholesaler and Manufacturer.

Toronto, April 28.—By virtue of the fact that manufacturers and retailers were present, the convention of the Ontario Wholesale Grocers' Exchange, which opened on Monday morning at the King Edward Hotel, was unique in the history of the trade in Canada.

In practically all the questions discussed the conditions existing in the retail trade were referred to as well as those in the wholesale and manufacturing departments. Free discussion was invited, the convention partaking solely of an educational character. The big questions on the slate were existing conditions in the trade, the wholesaler's relation to the manufacturer, declarations and the Contract Selling Plan, the Secret Commission Act, discrimination of manufacturers in favor of certain retailers, quantity price, relations between the retailers, wholesalers and manufacturers, etc.

Out of 52 Ontario wholesalers invited there were some 45 accepted and out of 71 invitations sent to manufacturers there were more than 60 acceptances. President W. G. Craig, Kingston, occupied the chair.

Thos. Kinnear, Toronto, welcomed the guests to Toronto.

This was the age of conventions and conferences, said Mr. Kinnear. Fifty years ago men went on from year to year doing business in their leisurely way without much thought or care about what their neighbors were doing. Today, owing to the pressure of competition, it was found necessary to meet and discuss the best methods of doing business.

"Everyone will, I think, recognize the legitimacy, as well as the necessity of such conferences, and the advantage to all who are engaged in the trade, whether wholesale or retail, because the better and more modern methods the better for all concerned.

"These meetings have not been held for two years, owing to the unfortunate litigation into which we were forced and the delay in getting judgment. That judgment was entirely in favor of the Wholesale Grocers' Exchange, and stated in plainest terms that we had done nothing contrary to law. I would like to say here, that it seems unjust that one or two men should be able to bring about such a litigation and force into heavy costs men who are carrying on business in a legitimate way. I need not say anything about the merits of our case beyond this, that so far from 'unduly restricting and hurting trade,' what we aim at in the Exchange is to act only in the best interests of the wholesale merchants and of the retail as well. So long as the wholesaler is a necessity as a distributing agent—and he is a necessity—so long will it be to the advantage of the retail trade that he remains strictly a wholesaler. I believe that the intelligent retail merchant will recognize this, too."

Profits of the Wholesaler.

Mr. Kinnear intimated that wholesalers were not an army of autocrats, and said that so far as profits were concerned, there was no class of men engaged in the pursuit of commerce that has a more meagre return for the amount of capital invested, the amount of risk undertaken, and the amount of energy expended; and that were it not for the strictest attention to business and the employment of the most economical methods, the wholesale grocery business at the present time would not be worth while.

F. T. Smye, Hamilton, read letters and telegrams of acceptance of invitations and regrets at not being able to attend, from all over Canada, and from New York. Practically all of these were in sympathy with the idea of carrying on an educational campaign in trade matters.

President Craig, in addressing the convention, called attention to the important matters to be discussed and reviewed the situation as it existed during the last two years, when the Grocers' Exchange was 'under a cloud' on account of the suit brought against it in 1906. The judgment of Justice Falconbridge given out in March last had 'lifted the cloud'—the defendants were found not guilty as charged. Had the verdict been adverse the situation would have been deplorable.

In view of the favorable settlement he predicted a new era for the trade with progress and profitable advancement. As observed from the programme, the convention was arranged on a broad basis, so as to admit of every feature and branch of the grocery trade being considered.

He referred to the recent new tariff agreement with the United States, and to the reduction in duty, which, though small, would result, in his opinion, in favor of the consumer in Canada. But it averted a probable tariff war, which would have been demoralizing. Then there was the prospect of a reciprocity measure, an agitation for which already existed in the northern States.

High Customs and Trusts.

"There seems to be the growing conviction," he said, "that high customs duties encourage trusts and mergers, and this lends strength to the reciprocity propaganda."

The speaker dealt at length with the new Combines Bill, illustrating one of its purposes by pointing to the Grocers' Guild litigation. This bill was introduced into the House of Commons by Hon. Mackenzie King. The cost of living, the influx of people from the country to the cities, and the productive capacity of the country were also touched upon. He had prepared a tabulated statement comparing prices of staple groceries of 45 years ago with those of the present day and this showed that present prices were lower.

Referring to the cutting of prices, he deplored the practice of some travelers in this respect. It should be stamped out, he maintained, by the firms who are members of the Exchange. The buyer, however, too, was often to blame for misrepresenting prices quoted them by other travelers and houses.

Enjoyment Without Paying.

"The Conditions of Trade and the Educational Advantages of Trade Meetings," was the subject introduced by F. T. Smye.

MR. SMYE'S ADDRESS.

While appreciating to the limit the honor of being permitted to address this convention, I feel that a subject of such vast importance at this particular time cannot be much more than introduced by any one member of the trade, and hope that the subjects and conditions brought out in this paper will be fully discussed by all the trade, and that some good will result.

We have just emerged from a period of doubts and uncertainties, and are now entering upon a dawn of a new era. The trade has been in such disorder, and so much out of sympathy with each other that the wonder is that conditions are not much worse than they are, but we are thankful that our course is now clear to start over again and build our houses on the solid rocks by honest and profitable co-operation—by eliminating all personal animosity and grievances—and by banding together with a determination to raise, by educational and social methods, the moral tone of the great

grocery business. and in righting the illegal practices and long-standing abuses, under which we have suffered so long and so patiently.

We can correct all these evils if we stand together, and they never would have existed had we been united, as the manufacturer has taken advantage of our being at sixes and sevens, and has permitted and allowed certain classes of trade to carry on their businesses by these questionable methods; and it is for this convention to adopt ways and means of putting an end to these commercial pirates and secret rebaters.

We have a straight course to pursue —the court says we are right, and have always been so, and that the modern way of conducting a business is by fair and honorable methods; so let us put into action the machinery to raise our business out of the mire—let our motto be from this convention, "Co-operation," and let everyone make up his mind to do his share.

There has been a lot of hard work done by the faithful few to preserve the profits on numerous lines, which you are now enjoying, and some of us have stood aside and silently accepted these profits without paying our share of the expense of association work, or even a word of appreciation.

We will have many papers and addresses at this meeting, all of which will be on educational lines, and pointing us to the higher plane of business morals. Let us take heed and profit by them for our own sake—for our children's sake—and for the sake of our country, and let us hand down to history a period of high ideals in business.

The grocery trade is an important factor in the business community, and as it has often been said—there is no class of business where so much capital is invested, and where so much hard work and thought is required, that has such a small reward—and the question is, how long are we going to allow ourselves to be the slaves of the manufacturer and producer? The answer is—just as long as we remain divided on the subject of united effort.

We have it within ourselves to demand a fair compensation for services rendered, and we all know we are handling 50 per cent. of our turnover below the cost of doing business, and have been doing so for thirty years or more. Is it right that this state of affairs should continue, and what are going to do about it with our expense account increasing annually? We seem to forget that trade conditions have changed in the last twenty years. We are now confronted with innumerable specialty houses, who have extracted the cream and left us to do the banking for the trade of the country with the skim milk of profit to do it with. We find that the accounts we are financing are the ones who generally give us the trade on which there is the least profit, and we will find that these evils will grow if not attended to. We will eventually find ourselves in the rut, but we can cure those evils, and thereby benefit the retailer, manufacturer and ourselves—by association and co-operation.

It would pay every firm represented here to-day to resolve to appoint one member of his firm, or the brightest men in his employ, to do nothing else but attend trade meetings and to co-operate to remedy trade evils, and it is certain the result of his efforts would be more money for his firm than he could make in any other capacity, and is the only way that large results can be obtained. The man who stays at home and gloats or mopes over his own troubles, who regards his competitor and neighbor with suspicion, will never get out of his rut. If he is content to absorb benefits others have paid for, or take everything and give

F. T. SMYE, HAMILTON,
Vice-president of The Ontario Wholesale Grocers' Exchange.

nothing and never lend a hand in the work, he will never be counted as a part of the Army of Progress. Co-operation is the theme of the advancing—march and individuality its key-note. Let us do it now, and a year hence we will see the magical result. Fancy what a change of ½ of 1 per cent. would mean on your turnover, and it does not look impossible to accomplish that by standing together and positively refusing to handle any manufacturer's line that does not pay us a fair profit.

In opening subjects for discussion we hope that every member will state his views, and that our consolidated views will result in resolutions that will not be merely ideals of our thoughts and ideas, but practical resolutions, which will be put into action, and for the sake of opening up discussions would suggest the following subjects:

1st.—Elimination of Illegal Practices and Long-standing Trade Abuses.

(A) Secret rebating on tobacco, sugar, cereals, starch and soap.

(B) The abuse of giving discount on lines where Selling Contract says "30 days net" and general discount abuses.

2nd—Justice of Supporting Manufacturers Who are Loyal.

Manufacturers complain that the trade insist on their profits and terms, but that the trade do not in return help them to create a demand. Would suggest a manufacturing committee—one or two members of the trade in each section—who would advise their district of the manufacturers who were loyal or disloyal, and would be of great service to the retailer as well as by insisting on the jobber as the only source of distribution, thereby treating all retailers alike.

Anather grievance that this committee could remedy is that manufacturers adopting the Contract Selling Plan have not in the past carried out their part of the agreement, and have not treated all jobbers alike.

3rd—Uniform Plan of Making up Costs.

Would suggest a committee taking up this matter, as feel it is very important, and if followed out would, to a certain extent, curtail price-cutting.

4th—Brokers Who Sell the Retailer Direct.

A great annoyance to the trade, and also to the legitimate broker, and steps should be taken towards co-operation. The legitimate broker is to the jobber what the traveler is to the retailer.

5th—Prepayment of Freight to Non-Competing Points.

This evil is growing rapidly and should be dealt with.

Gentlemen, I thank you for your patient hearing to these few thoughts which are contained in this paper, and hope sincerely that much good will come out of this convention, and also that at no distant date to see a convention of not only ourselves, but our travelers, who act and carry out our ideas. The honest traveler has had a hard road to hoe for some years past, and many have laid down their sample cases completely discouraged by their inability to earn their living in an honorable way. and that important body of men look to us now to put things right, as they also have been long-suffering and full of patience.

In conclusion will give you a newspaper clipping from Walt Mason, which seems appropriate:

When the sun of your life's going down in the west,
You'll try to recall all your deeds that were best,
For soon at the seat of your Judge you'll appear
To give an account of your stewardship here.

Each day you are doing something that may seem
As smart and as brilliant as any man's scheme;
Perhaps it will gain the applause of the town,
But how will it look when the sun's going down?

Each day you are striving to build up your pile,
And may be resorting to systems of guile,
And when you are asked if you think it is straight,
You have your defence and begin to orate.

There's fierce competition, and men who would win,
Mustn't be too afraid of the shadow of sin,
That logic may do in the loud bustling town,
But how will it do when the sun's going down?

You'd like to be good if you only had time,
But you are so busy pursuing the dime,
That helping your brother or trying to cheer
The grief-stricken pilgrims now journeying there
Is merely an impulse that comes but to fade,
There's only one temple whose idol is "Trade"
And there you may grovel for wealth and renown,
"But how will it seem when the sun's going down?"

Manufacturer and Wholesaler.

Mr. Smye supplemented his address by referring to the trade abuses and by maintaining that the Government should take a hand in enforcing the laws protecting honest business.

"Manufacturers should protect us or we should refuse to handle their goods."

He read an account of an address given in Pennsylvania at a wholesale grocers' convention, showing that the two great troubles in the United States were the cash discount and the cutting of prices or rebating.

Conditions were becoming better over there, due to education more so than from the "big stick." Yet they haven't the laws over there that we enjoy here.

"I hope, gentlemen, you have come here with the idea that things are rotten that that we are to better the existing conditions," concluded Mr. Smye.

W. P. Riley, of Riley, Ramsey Co., Port Arthur, said that all were in favor of better trade conditions, but all should be doers, instead of mere sayers. Prices were being cut in his territory, and he was in favor of not handling any article which did not pay a legitimate profit. The manufacturer realizes that the wholesaler is the legitimate channel to the retailer. He cannot afford to carry accounts such as wholesalers carried, and he hasn't got the selling force. Mr. Riley strongly advised co-operation.

Discrimination of Manufacturers.

R. J. Carson, Kingston, agreed with Mr. Smye that there should be co-operation. Wholesalers were badly paid when expenses were considered such as cost of travelers, losses in bad accounts, etc. They have considerable capital in their businesses and they have to carry customers, while the manufacturer is practically immune from that. Yet many manufacturers do business direct with large retailers and then come round to the wholesaler with all their small orders, which they are afraid to send to the small retailers for fear of loss.

"The manufacturer has no trouble when he sells through the wholesale trade and I cannot see why it is not possible for us to get fair and better profits from him. We should appoint a committee to talk to these manufacturers when they come."

"We have no fault to find with the consumer and retailer," said Hugh Blain, Toronto, "the manufacturing interests are becoming wealthy at the expense of the distributor. We distribute in some cases for nothing or less than nothing. The manufacturer, of course, has a right to distribute his product as he chooses, but if he doesn't chose to place the distribution of his goods on a fair, honest basis, it is our right to refuse to handle them."

Co-operation, he maintained, was necessary; it was not possible for one to refuse.

Should Interest Retail Trade.

When a manufacturer makes an article he considers the price to the consumer. It is important that it should be an article of quality to insure permanent consumption.

"But he should interest the retail trade in its distribution, and therefore should give the retail man a reasonable profit, as well as the wholesaler. If he doesn't he cannot hope to have the interest of the retailer and wholesaler, and therefore the manufacturer has to create an interest in the consumer, retailer and wholesaler.

"The manufacturer has not given the careful consideration to us which we think he should. If he lays down his goods under certain conditions he should enforce them.

Mr. Blain referred to demoralization in the trade through secret rebating. There were honorable wholesale houses who, as well as their travelers, did not deviate from the conditions set down by manufacturers, but the trade was injured by those who allow to be given or give secret rebates. The rebater, of course, suffered injury, as his profits at the end of the year would be less, but there should be some method of enforcing an honest method.

"If we cannot place business on such a basis that we cannot carry it on honestly, we should get out of it," declared Mr. Blain.

The following resolution was then presented, moved by Wm. Logan, Davidson & Hay, Toronto, and seconded by W. Ince, Toronto: That the meeting recognizes the conditions of trade so clearly expressed in this splendid paper by Mr. Smye, and agrees that sound justice should be done by all the trade to the manufacturer who is loyal to both the wholesaler and retailer. It is also the opinion of this meeting that every effort should be put forth by the members of the trade to stop the injurious and dishonest methods all too common in the sale of proprietary lines."

After luncheon at the King Edward Hotel at which the visiting wholesalers were guests of the Toronto section a special paper prepared by H. C. Beckett, Hamilton, was read by F. T. Syme, Hamilton, on account of the former suffering from a cold.

The address which was again read to the manufacturers on Tuesday morning was as follows:

This convention has been promoted and is being conducted for improving the conditions of trade.

First, by making if possible, the retail and wholesale grocers and the manufacturers think logically for the correction of trade evils which exist, and intelligently negotiate for better trade arrangements.

The jobbers and retailers are beginning to think there is something more for them to do than treat their rivals in busias enemies. There never was a time when organization had higher ideals or a stronger desire to elevate business ethics.

You sometimes hear the argument that the fixed price or contract selling plan is bad because it reduces the retailer and wholesaler to dead level—but do not be deceived; people who talk that way are animated by a desire to get the best of somebody. We want to study the situation with a view to benefiting the great majority, not pandering to the selfishness of a few. Good horse sense is what is needed—no use catering to the selfish side of business but let us get down to a foundation that is solid and lasting.

We are making the first attempt when we promote a convention of the three classes of trade—manufacturers, wholesalers and retailers. This kind of a meeting and this kind of educational work suggests possibilities for eliminating

trade evils that has never before been presented.

There has come an awakening. Trade inconsistency — irregular channels — double dealing—unstable prices on proprietory lines—individual loose dealing —are too common, and nothing more than conferences, publicity, and a frank heart to heart show-down will work the correction of these growing evils and ensure a cleaner slate.

There are some who have a yellow streak. Such men have little sense of honor in their make up, they always look with pride at any little advantage they think they can gain over their competitors. These men are the ones who delight in breaking away from the legitimate rules of business—these men are price cutters—they bribe the buyer—they have a degree of dishonesty that does not appeal to right thinking people. This policy of deceit practiced in trade has undoubtedly made money for some who have followed it, but they would not have had such license very long if we had years ago such a gathering of manufacturers and merchants as is taking place at this convention.

Subjects of vital importance, subjects that have received all too little consideration at the hands of the three classes of trade, are on the programme for to-day, and it is to be hoped that careful consideration and study will be given these matters

The Contract Selling Plan.

To-day this is a live issue in all lines of trade. Some of the most profitable specialty lines in recent years have been built up by the contract price protective plan, and this plan is engaging the serious attention of many up-to-date manufacturers who have hitherto let the wholesalers' and retailers' prices take care of themselves.

Price protection if wisely carried out and scrupulously adhered to is a means of safeguarding the manufacturer's goods and his reputation against the evil effects of price cutters.

There is far more danger to the manufacturer in catering to a class of price cutters, who depend for their success upon gulling and deceiving consumers, than there is in the contract selling plan.

The contract selling plan ensures the wages justly due to the merchants (both wholesale and retail) for the part they play in keeping the manufacturer's goods prominently before the consumer.

The price protective plan is an evolution in trade made necessary by changed conditions and because of so many food products being put up in a package and extensively advertised by the makers.

A manufacturer who spends thousands and sometimes millions of dollars to attract the attention of the consumer has no means of reaching the consumer except through the recognized channels of trade. The manufacturer who intends that his distributing agents shall make a fair margin for the service they render cannot be sure of this unless he adopts measures that will safeguard against price-cutting and dishonest practices.

Success in marketing any desirable commodity through the trade must be based on knowledge of mercantile conditions with reference to that particular article.

We are here to-day to tell you that the contract selling plan is the only one that in the opinion of the trade will ensure the honest dealer the margin he is justly entitled to.

May Fix His Own Price.

The law gives the manufacturer the right to fix a price at which his goods shall be sold to the consumer, the retailer, and the wholesaler. A regulation fixing a fair profit is not in restraint of trade, and price cutters are liable if they do not maintain the prices fixed by the maker of the goods. Public welfare is first considered and if it be not involved, and the restraint upon one party

HUGH BLAIN, TORONTO,

Whose Address on Declarations and the Contract Selling Plan Called for Much Discussion.

is not greater than protection to the other party requires, the contract may be sustained.

Next we come to discrimination in favor of certain retailers and the harmful results thereof.

It must be clear that if a manufacturer places a small percentage of, say, five per cent. of retailers in a position to buy on a more favorable basis than the other ninety-five per cent. the five per cent. are in a position to do and will do and have done untold damage to the ninety-five per cent. We go on record on this subject, and say that if a manufacturer wants to sell five per cent. of the retail trade at the same price as he sells the wholesaler. then he should frankly state his position to the trade and sell all retailers on as favorable a basis as he would the five per cent. It is unfair for a manufacturer to supply a small percentage of retailers with ammunition to blow the heads off the big percentage of retailers. Such a policy is suicidal; it is not a policy that will ensure loyal support and interest in the sale of the manufacturer's goods on the part of the great majority of the retail merchants throughout the country. It is a policy that will ultimately react upon the manufacturer in a manner very serious and detrimental to his business.

The Quantity Price.

Next we come to the consideration of quantity prices and their evil effects.

Theoretically a lower price for a greater quantity looks reasonable, but in practice this has worked out to the disadvantage of the trade. It has put a premium on dishonesty—it has encouraged salesmen to devise secret ways and means to sell small quantities at the large quantity price—it has overloaded the trade much beyond the requirements of their business—it has involved the retailers in financial difficulties—it has resulted in deterioration of many lines of food products because of the length of time they are carried in stock, and in this manner has reacted upon the reputation of the goods, the quality of which when it reaches the consumer is of great importance to the manufacturer.

Theories look well and sound well, but we have got to deal with conditions as we find them, and conditions to-day do not warrant quantity prices beyond any arrangements that will place retailers located in the smaller business centres on as favorable a basis as those in the larger centres.

The same reasons and conditions that make the quantity price on proprietary lines of merchandise a menace to the trade are the very reasons that necessitated the appointment of our Railway Board of Canada. Experience proved that it was an evil hurtful to the best interests of the trade of this country to permit a shipper with five cars of freight to get a better rate than a shipper with one car of freight. The same reason against quantity price will account for the Government inflicting a penalty on any dealer in postage stamps who sells a large quantity at a lower price than a smaller quantity. Our customs, our telegraph service, and all branches of public service that concern the welfare of the public are worked out on a fixed price, and no quantity price basis.

See what an advantage it would be to a favored merchant, and what confusion would arise if an importer of $5,000 worth of a line of merchandise got a discount of, say 10 per cent. in duty because of the quantity, when the smaller importer would have to pay the full price. It only requires your imagination to picture the impossibility of any such plan—and so in a modified form the evil effects of a quantity price in merchandising have grown and grown as new schemes were hatched out by the cunning salesman.

We go on record in saying that if the price for a large quantity is less than it is for a smaller quantity, the fairest way would be to make the selling price of the smaller quantity the same as the price for the larger quantity.

If you can do your business to advantage through the wholesaler, then it is necessary that the honest salesman in the employ of the wholesale house should know with absolute certainty that when he quotes a price to a retailer on a proprietary line that that price is the lowest.

Doubt in the mind of a salesman means uncertainty, hesitancy, and lack of faith in the line of goods he has to offer. Doubt in the mind of a salesman unfits him for his important duty.

Confidence is a great essential to successful salesmanship and no effort should be left undone to gain the confidence of the salesman.

If you are satisfactorily working the selling end of your business through the wholesaler do not forget that the grocery traveler of the wholesaler is indirectly your traveler. We are only your selling agents, but if we are to occupy that position then we will never be satisfied if the traveler directly in the employ of the manufacturer on the road watching the manufacturer's interests, is permitted to offer concessions that the traveller for the grocery house cannot offer.

We know we have a valuable distributing machine. We know you will not use it if you can secure a more effective and cheaper service through the medium of your own selling staff. When we get unreasonable in our demands, the alternative is always open to you in doing your own selling, your own distributing, and your own collecting. If we cannot be of service to you do not engage us. If we are of service to you treat us fairly, confer with us, and work along lines of mutual fair dealing between manufacturers, wholesalers, and retailers.

The Cost of Doing Business.

This has an important bearing on the margins we reasonably look for in the distribution and sale of any manufacturer's goods. This is a matter that is receiving much attention from the trade and one with which you should be more familiar so that you might more clearly see the reasonableness of our ideas and efforts to impress upon you our position.

RELATIONS WITH MANUFACTURERS.

The next address was by H. C. Beckett as stated on the program, on "Our relations with manufacturers—what the the judgment teaches." He said:

The benefits to be derived and the results to be accomplished from such an important organization as the wholesale grocers of the Dominion must depend upon the state of development reached by its members in properly appreciating the actual conditions that prevail in the business with which we are identified.

If conditions of the wholesale and retail trade are unsatisfactory—if our business is being destroyed—if our profits are being reduced to the vanishing point —then it must be clear to every one of us that we should "take stock" immediately, analyze the the conditions that prevail, and find out what the trouble is.

In this connection what part of our business is more important than "Our Relations with Manufacturers?"

I feel certain that you will regard the following statement as extraordinary (but I believe it to be a fact nevertheless) viz., That not one manufacturer with whom our relations are satisfactory has taken the initiative in making them so. Everything that has so far been accomplished has been the result of individual and collective effort on the part of the wholesale trade. I refer now particularly to manufacturers of proprietary articles who have been using the wholesale trade for the distributing end of their business.

Gentlemen, you alone must decide how long you are willing to continue handling proprietary lines, the margin upon which is not nearly sufficient to pay the cost of handling, for it is certain the manufacturer is going to use you just as long as you will let him.

If travelers worth two thousand dollars a year each to you were willing to work for one thousand dollars each, the chances are ninety-five per cent. of the trade would accept their services at the lower rate and let the traveler suffer and do the worrying.

That is just about the position in which we find ourselves to-day with many manufacturers. We are rendering them a service that in many cases they could not duplicate at double the present cost to themselves, and so long as the trade quietly accepts the position of salesman and distributor, practically guaranteeing the payment of all accounts (since the wholesaler takes all risk of losses) just so long will advantage be taken to use us. Now, gentlemen, ask yourselves the question, "Has the manufacturer or the consumer any claim upon us that we should perform this service for nothing?"

High Cost of Living.

In the press appear from time to time an article or editorial on the high cost of living, and the matter is considered of sufficient importance for Government investigation. The grocers, both wholesale and retail, are looked upon as having a share in this, but rest assured that no wholesale grocer need feel alarmed that any investigation of his percentage of net profits would show that he had any large part in it. While food is higher in price it is principally in meats, and farm and dairy products, a matter over which neither the manufacturer nor the wholesaler has any control. Rents, fuel, clothing, and everything of that nature have increased largely whilst sugars, teas, and so forth have decreased very much in the last twenty years. A careful investigation of the products handled by the wholesale grocer, covering a period of twenty-five years will show and does show that prices are, on the average, to-day considerably lower than they have been during that period.

This looks like a reasonable argument in favor of our claim that we are the cheapest and most effective medium of distribution, but are we not carrying our good nature too far—is not the manufacturer riding the willing morse to death? It is to be hoped that the day is not far distant when every man in the grocery trade will refuse under normal conditions to handle the product of any manufacturer unless on a basis that will show something at least over the cost of doing business. The wholesaler has a legal right to a fair profit and to have his business protected and no manufacturer can force us to sell his goods at a loss to ourselves by refusing to give us a reasonable profit, or having given it, to place the people we depend on for a living in a position to undersell us or destroy our trade.

What the Judgment Teaches.

The judgment in the Guild suit teaches us that confined to proper limits we have the right to protect our interests, and that efforts in that direction are laudable. In a recent judgment the court made use of these words: "This is the age of association and unions in all departments of labor and business for mutual benefit and protection. Confined to proper limits, both as to ends and means, they are not only lawful but laudable."—"The right of a combination of dealers to advance their own interests by mutually agreeing that they would not deal with any manufacturer who should sell directly to their customers has been broadly upheld."

The court says we have the right to protect ourselves against persons who either openly or by some ingenious device aim to belong to the wholesale trade and at the same time by secret arrangements with retailers or by owning retail stores, injuriously affect and demoralize the trade not only of the wholesaler but of the retailer.

It is perfectly clear that we have a legal and lawful right to protect our own interests, even, if in doing so, some rival trading shall be rendered unprofitable by the more favorable terms we have to offer.

In the case of King vs. Gage the court holds: "That traders may legally organize for the protection and advancement of their own interests, provided the interests of the public are not to be unduly impaired," and that "a regulation fixing a fair price is not a restraint of trade if it appears that such profit is a fair and reasonable one."

This seems to be a common sense view and one that must surely strike any rea-

sonably inclined person or business man as being fair.

Without taking up too much of the valuable time of this meeting I have endeavored to make it clear that if we want to improve conditions in our business we must do something—we must be active in looking after our interests—don't imagine that better profits will come to us if we drift aimlessly upon a sea of indifference—experience has taught us that if we are willing to work for half pay—if we are willing to permit dishonest practices in business—if we are willing to permit discrimination favorable to a few retailers at the expense of the many—these practices that have prevailed in the past will continue.

It is up to the trade to point out to the manufacturer any grievances we may have and endeavor to find a remedy. If we ask anything reasonable and the manufacturer is not prepared to grant our request, then it is up to the trade to take a united stand in discontinuing the sale of a line that will not cover the cost of distribution. If the wholesalers are unable to make a living profit they are entitled to demand better terms from the manufacturer and there is nothing illegal in their doing so. The evil of combinations lies in the injury to trade or business of others by unlawful means, but it is perfectly legal for any class of men to unite for self preservation even if prices are thereby increased.

No manufacturer uses our distributing machinery for any other reason than that it pay him to do so, and if our requests were unreasonable no manufacturer would regard us as the cheapest medium of distribution.

The alternative of the manufacturer employing his own salesmen, taking chances of losses, and all other expenses incidental to dealing in small quantities direct with the retail trade, is always open to the manufacturer—so you see, there can be no restraint of trade—except that it will cost the manufacturer more to deal direct with the retailer and he will make a correspondingly smaller profit on his output, or charge more for his products which will then injuriously affect the consumer.

In this connection an excellent article appeared some time ago in the Los Angeles Commercial Bulletin concerning the advertising and distributing of goods by manufacturers. The writer says: "If a manufacturer expects his products to take a permanent stand upon the market, he must reckon with two elements of trade—the wholesaler and the retailer—as well as the consumer. The manufacturer who is wise will make his peace and friendship with both alike and will share with each a reasonable profit in payment for their share in marketing the manufacturer's wares.

"The wisest students of the art of merchandising to-day have agreed that the true tide of success lies along the logical channel of the wholesaler and retailer. Here and there an eddy which cuts out one or both may reach its goal, but the great, deep, irresistible tide runs smoothly in the recognized channels, and a cargo on such a stream will reach its goal more safely and surely than it will when threatened by rocks of antagonism.

"The manufacturer who can win the co-operation of the wholesaler need have no concern about the fate of his goods. The wholesaler with his corps of salesmen, his economical and co-operative facilities for handling many lines, his knowledge of local conditions, his recognized influence with the retailers, the obligations perhaps which the retailer owes to the wholesaler for past favors, his knowledge of financial circumstances—all these, and more, are the possession of the manufacturer who will win to his cause the wholesaler."

Wholesaler Next to Retailer.

The writer of that article has not only given a correct and clear presentation of our relations with manufacturers, but he

H. C. BECKETT, HAMILTON,

Who Delivered an Address on "Our Relations With Manufacturers—What the Judgment Teaches.

makes it clear that next to the retailer, the friendship of the wholesaler is one of the most valuable assets any manufacturer can have.

Think, gentlemen, what does it mean to a manufacturer to secure the services of over three hundred and seventy-five experienced grocery salesmen personally acquainted with every retail grocer in the Province of Ontario? What does it mean to the manufacturer to be able to cover almost every town in this Province every fourteen days with nearly four hundred salesmen, and only pay for this service on a commission basis? In giving you the figures of the number of grocery salesmen I am not exaggerating; I have personally communicated with nearly every wholesale grocery house in the province and they have kindly furnished me with figures giving the number of their salesmen.

To keep this army of salesmen properly posted there is a manager for at least every ten men; then there are the warehousing facilities of a wholesale firm, the convenience of prompt delivery to the retail merchants, and many other advantages that it would be absolutely impossible for the manufacturer going direct to the retail trade to duplicate. This immense selling machine costs millions of dollars to operate. The average cost of a salesman, including his salary and traveling expenses, is at least six dollars per day, or over twenty-five hundred dollars per day in the aggregate. The money invested by the legitimate wholesale grocery trade in the Province of Ontario exceeds nine million dollars. The good will of this splendidly organized selling agency is worth more to the manufacturer than he cares to admit or perhaps realizes.

To Prevent Trade Abuses.

The abuses in trade can be prevented by the manufacturer because he has the right to attach any conditions he may deem fit or necessary when engaging a wholesaler as his selling agent. All we ask is that the wholesale trade shall be placed on a uniform selling level. The manufacturer can fix his own price at which we shall sell, but the price should be uniform and our customers should not be employed by the manufacturer to destroy our trade.

If he permits the wholesaler and the wholesaler's salemen to destroy or reduce the margin that he, the manufacturer, intends the wholsaler should have, by cutting the price so that the line becomes unprofitable, then it is clear the price cutter is an injury or a stumbling block in the way of the manufacturer's success. We cannot compete with the contract breaker, and the manufacturer should know that we cannot handle his goods if he employs contract breakers and price cutters in direct opposition to our business. The business of the country must stand on an honest basis and the manufacturer who enables dishonest men to compete with us in depriving us of our means of existence and unfairly discriminating against us.

If the manufacturer secretly allows a large retailer a concession or special price that is not enjoyed by all retailers, then the manufacturer is acting unfairly to the large majority of retailers, he is destroying the business of the wholesaler, and the majority of the retailers, and is not entitled to the support of either wholesaler or retailer.

The business of the wholesaler is destroyed because the manufacturer sells at a price the wholesale could not compete with, and the business of the majority of the retailers is destroyed because they cannot successfully compete with those retail merchants who are placed by the manufacturer on a favored basis.

In considering our relations with manufacturers and the unsatisfactory conditions that prevail in handling a large portion of our business, it will not

be surprising to find that comparatively little attention has in the past been given by the trade to this very vital matter.

Co-operation Necessary.

Commerce is growing, trade is ever finding new methods that must be applied to suit the exigencies of the age in which we live. The question for consideration is, are we alive to present day conditions —are we doing all we can to solve the difficulties which we so frequently run across—do we appreciate the necessity of getting more closely in touch with each other and having business talks with manufacturers—can we help the retailer—if so, why don't we make a greater effort.

These results cannot be obtained by individual effort. There must be united action, good faith, and unanimity on our part, else we accomplish nothing. We too have something to say regarding terms, and if we agree to act as agents, the arrangement cannot be one-sided. Every agent has the right to dictate his terms as well as the man who employs him. The actions of this association have always been directed not to the protection of the Guilds, but to the protection of the individual members who act as agents for the producer.

It is true that some retailers do not quite appreciate the value of the work done by this association, but this to a great extent is due to misrepresentation and will continue until the gradual development now taking place in the minds of the ill-informed is more complete. In the meantime, let us work zealously to overcome obstacles and always keep in mind that right is might and will ultimately prevail.

The following resolution moved by J. H. Gilmour, of Gilmour & Co., Brockville, Ont., and seconded by T. B. Escott. of London, was carried unanimously:

> "That this convention heartily endorses the attitude (as set forth in the paper presented at this meeting on "Our Relations with Manufacturers." that the wholesalers should take in dealing with manufacturers who will not reasonably share with the wholesaler a fair remuneration for the service rendered, and that immediate steps be taken at this convention to appoint committees to interview manufacturers (whose goods the members of this Exchange are selling on a margin too small to cover selling expenses) with a view to a more reasonable working margin.
>
> "And that this meeting unanimously endorse the proposal made by Mr. Beckett, that manufacturers be asked to decline any wholesaler which does not keep the selling agreement."

Contract Selling Plan.

"Declarations: Their Uses and Importance," was the question handled by Hugh Blain in the next address. Mr. Blain said:

"In one of the earlier accounts of Creation in the inspired volume we are told that God created the heavens and the earth and all things therein, including our first parents, who were placed in the Garden of Eden and were commanded not to eat of the apple. The serpent induced the weaker of the two to disobey. Adam also yielded to temptation and for their disobedience both were justly punished.

"Ever since, cunning serpents have been actively at work inducing the weak to disobey. The expulsion of Adam and Eve from the garden did not cancel God's right to control and this right has been freely admitted ever since and will continue so as long as we are recognized as his people.

"The same principle has been extended to his creatures. Ownership has always carried with it the right of control. Without such a right, human affairs would fall into chaos. With it, order is established, system is made possible and society is organized and conducted in the interests of the human family, each member admitting the rights of the other.

"In the interests of the public, ownership is variously treated. Some things of their very essence are the property of the individual in common with all others. Some things the individual is permitted to own only upon stipulated conditions. while some things he is permitted to own exclusively and unconditionally. Wherever exclusive and unconditional ownership is admitted, the right to control is fully conceded. There can be no more striking or real instance of absolute ownership than in the case of the producer or manufacturer. The article he makes is his own and he has the undoubted right to adopt the plan he thinks is best in placing it on the market. He has the right to make the conditions upon which it will reach the consumer and therefore has the right, if he deems it to be in his interest, to adopt what is known as the 'Contract Plan' for the sale of goods by which he can compel the wholesale distributor and the retail distributor to sell at stipulated prices and terms. That he has this right is abundantly established by numerous decisions of the courts, with which you are now more or less familiar.

Admitting then, in the first place, that the manufacturer has the right and in view of what I have said, and the decisions of the court, this must be admitted, and in the second place that he has decided to adopt the 'Contract Selling Plan,' let us consider how this contract can be best enforced.

His Authorities for Declarations.

"In the conduct of human affairs a promise has been found to be most binding when made under oath. The King takes his oath of office to rule and govern his people. The Premier and his Cabinet assume office by taking an obligation as to the management of the affairs of the state. The Parliament is formed by the members swearing to a proper performance of their duties. Every official in the service of the empire, from the King down to the humblest in the state, has to promise under oath to properly perform his duties. Each profession requires its members to swear to a correct observance of its rules and regulations. Judges. sheriffs, registrars, lawyers, doctors, preachers and all others who have positions of trust or special privileges conferred upon them yield a ready obedience to their duties and promise under oath to faithfully perform them. Corporations working under legan sanction have to make their reports to the Government and give such details concerning their business as the Government may require, to show that they are not violating the law, and this report is given under oath. Voluntary organizations, when properly constituted, impose the most binding obligations upon their members. Free Masons, Oddfellows, Orangemen, Foresters and other friendly and fraternal societies all find it necessary to have allegiance sworn to under oath. All commissions having important business to do take evidence in the same way under oath. Indeed, to take evidence in any other form would discredit and destroy the usefulness of the commission, no matter how constituted. The most trivial dispute in the affairs of life are settled in accordance with sworn testimony.

Suggestions From a Traveler.

"One of our travelers who has always been anxious to do a clean, honest business, suggested to me that every traveler in any way connected with the carrying out of a business agreement, before going on the road should be required to take an obligation to faithfully observe the conditions imposed, just as an official who has to perform important duties before he is installed in office. takes an obligation to faithfully and honestly discharge the duties required of him.

"I was deeply impressed with this suggestion and persuaded that it would have a deterrent and elevating influence if it were generally known that everyone in any way responsible for carrying out an agreement had taken such an obligation. The buyer would then hesitate before suggesting or accepting any proposal which he knew was contrary to the seller's obligation and the salesman would shrink from proposing or giving what he and the buyer both knew was contrary to the declaration he had taken.

"Where we agree to do business in the ordinary way of trade with stated conditions imposed has been one of the few exceptions to this almost universal practice.

"What then are the inferences we must draw from a proper consideration of these facts? In the first place, that wherever important matters are to be dealt with, they, as a rule, are surrounded with the safeguards of a declaration as to their faithful performance. and in

the second place, that business transactions to be conducted under agreed conditions have not been recognized as of sufficient importance to be upheld with the much-needed declaration for their support. Experience has demonstrated that a solemn obligation commands the greatest degree of care and attention and the fullest measure of observance. Reflect for a moment on what would be the result if these all important concerns of life were not surrounded by the safeguards I have endeavored to explain. What confidence would we have in the everyday affairs of life? We would be appalled with the contemplation of the conditions of human affairs under such circumstances.

Secret Commissions Act.

"The position is emphasized by a recent addition by the Dominion Parliament to the Criminal Code, and it is gratifying to know that our legislators have at last recognized the importance of having business actually conducted as it is openly represented and understood to be conducted by the passage of an Act to prevent the giving or receiving of a secret commission. The Act is as follows:

"'Everyone is guilty of an offence and liable upon conviction on indictment to two years' imprisonment, or to a fine not exceeding two thousand five hundred dollars, or to both, and, upon summary conviction, to imprisonment for six months, with or without hard labor, or to a fine not exceeding one hundred dollars, or to both, who,

"'(a) being an agent. corruptly accepts or obtained, or agrees to accept or attempt to obtain, from any person for himself or for any other person, any gift or consideration as an inducement or reward for doing or forbearing to do, or for having after the passing of this Act done or forborne to do, any act relating to his principal's affairs or business or for showing or forbearing to show favor or disfavor to any person with relation to his prinicipal's affairs or business; or,

"'(b) corruptly gives or agrees to give or offers any gift or consideration to any agent as an inducement or reward or consideration to such agent for doing or forbearing to do, or for having after the passing of this Act done or forborne to do, any act relating to his principal's affairs or business, or for showing or forbearing to show favor or disfavor to any person with relation to his principal's affairs or business: or

"'(c) knowing gives to any agent. or, being an agent, knowingly uses with intent to deceive his principal. any receipt, account, or other document in respect of which the principal is interested and which contains any statement which is false or erroneous or defective in any material particular, and which, to his knowledge, is intended to mislead the principal.

"(d) Every person who is a party or knowingly privy to any offence under this Act shall be guilty of such offence and shall be liable upon conviction to punishment hereinbefore provided for by this section.

"'The last clause was an amendment to the original bill which passed the Senate on March 31st, 1909. After being amended it was sent back to the House of Commons and agreed to on April 21st, and was finally sanctioned by the Senate.'

"This Act is a strong additional safeguard to square business dealings and when taken in connection with the form of declaration I have outlined, should establish a solid foundation on which to build a superstructure of business honesty and integrity. It surely cannot be said in this enlightened period of our history that such a declaration is undignified or improper. It has the highest authority for its adoption and has been dignified with acceptance by the best elements in every walk in life. We

T. B. ESCOTT, LONDON,

One of the Visiting Wholesalers Who Took Part in the Various Discussions.

hold that truth in its purity in a mere statement should be as binding as the most solemn obligation, and it is by the lover of truth.

Not all Lovers of Truth.

"At the same time we must admit that everyone is not a lover of truth, and where an obligation under oath differs from a mere statement is that if false the one is punishable by law while the other is not. Where the possibility of punishment exists even the depraved will hesitate before incurring the danger. How much more then will the recognized respectable person hesitate before swearing falsely when he knows the offence is criminal and subject to punishment, and how much more still will he hesitate when he realizes that others as well as himself know that the declaration is false and that he is liable to punishment? Perjury is a serious crime and I venture to say that there are few in the respectable walks of business life who will deliberately place themselves in this despicable and dangerous position. It must also be borne in mind that the person who accepts a secret rebate or commission is equally liable, and few merchants, either wholesale or retail, when they come to understand the law, will care to put themselves in the criminal classes.

"I am, therefore, firmly persuaded that the declaration, if used wisely, in connection with the 'Contract Selling Plan,' will practically enforce a just and rigid observance of the manufacturer's prices and terms by the wholesale distributors. The judicious use of the declaration is the practical question which demands the best consideration of the manufacturers and wholesaler. It is important that the individual who violates a contract or is supposed to have violated a contract should be required to give an explicit denial under oath and a refusal to do so should be considered an admission of guilt. If the individual who violates the agreement be an agent, then the firm employing him should be required, if considered necessary, to make a declaration applicable to the case.

"The manufacturer should have the right whenever and as often as he may deem it expedient to call upon the distributor or anyone in his employ, or both, or as many as he may determine, to make one or more declarations in such terms as he may require. While it may be advisable to have a general declaration at stated periods covering the general features involved in an agreement it will also be necessary when a complaint is made to have a special declaration dealing in terms sufficiently definite to cover the alleged offence.

Would Improve Business Ethics.

"I am satisfied that with such a system as I have outlined these immoral practices which have been so prevalent in business, will be almost entirely eliminated and the standard of business ethics will be greatly improved. It must be admitted by everyone having even a superficial knowledge of these conditions that business is seriously demoralized and that it is most humiliating to be connected with a line of trade where such methods are practised. It is, therefore, the obvious duty of everyone immediately interested in these transactions to do all they can to abolish this growing evil. We would each continue to do our fair share of trade and competition would be had along healthy business lines.

"A young man going out on the road for the first time as salesman would feel that sterling business ability was necessary instead of secret concessions involving the meanest kind of dishonesty. Does it not bring a blush of shame to the cheek of a wholesale man when he thinks of sending a traveler out on the road to solicit business under such a system of fraudulent deception? The

motive which has caused this lamentable demoralization has been a desire to do more business and make more money, but when analyzed carefully will be found to be mistaken cupidity. Remember that 'corruption wins not more than honesty.' Even those who indulge most freely in the practice do not as a rule profit by it in the end and it is most unfair to the honest houses.

"If, however, such practice did accumulate wealth, there are surely other aims in life beside making money. Let all of us act fairly towards each other and towards our customers. Let us elevate the standard of business morals. To quote from Shakespeare:

" 'By Jove, I am not covetous for gold, nor care I who doth feed upon my cost; it yearns me not if men my garments wear; such outward things dwell not in my desires; but if it be a sin to covet honor, I am the most offending soul alive.'

"Let such inspiring words animate us with higher ideals. Let us decide to be ourselves and keep those in our employ honest men. We will then raise the wholesale grocery business to a position of dignity as well as importance and those connected with it will be an honor to the country in which they live and leave a name behind them that their family and friends can fondly cherish."

Mr. Blaiu read a letter from E. F. B. Johnston, K.C., who had read his paper, and the lawyer stated that the plan outlined by him (Mr. Blain) was the only one feasible.

T. B. Escott, London, thought that a man should conduct a grocery business as honestly as a man preaching the gospel—it should be on just as high a plane.

W. G. Craig lamented the fact that young men when going out to sell goods for a wholesale house are told that those goods can be bought from some one else for less money, when that same young man knows that other houses are not supposed to cut prices or rebate on those goods.

"Your character and my character," he said, "are worth more to us than all the sugar on earth." It was too bad that men in commerce were not all honest.

Thos. Kinnear, Toronto, said that the whole spirit of Mr. Blain's paper was the honest man's sentiment. At one time he had opposed such sentiments, but if men are inclined to do wrong it was better to have the oath which all men in trust are obliged to take. He was surprised to hear of reports, which in view of their source were apparently correct, that some travelers who have been guilty of secret rebating have taken the declaration. It would be a good thing if every man could be kept to the right prices, and he maintained that it was only fools who cut, as there was not an article produced on which wholesalers got much more than running expenses.

Such methods might steal away a customer, but he did not think that that customer would have much faith in a traveler or house who sold him the goods. Cutting was usually done on goods which showed little profits and he advised honest houses to sell the profitable goods and they would come out better in the end than if they cut prices. His experience was that honesty was the best policy, and he would stand always for honesty and the keeping of agreements. The fact that a traveler cut prices was an evidence of his inability to get the business.

"You'll find out at the end of the year," maintained Mr. Kinnear, "that if you keep from cutting prices you'll be in pocket."

A. G. Oliver, Geo. Foster & Sons, Brantford, endorsed the sentiments of Mr. Kinnear. So far as he was concerned, he thought the suggestions made by Mr. Blain should be fallen in with by all members of the Exchange.

Found Charges to be Roorbachs.

John. Sloan, Toronto, thought that Mr. Blain put too much stress on affidavits. If he had a traveler whose word he could not respect he would not respect his oath. He thought highly of the method prevailing in Hamilton. There when a charge against a man was made, a visit was paid to that man and he was talked to. He had himself tried the same thing in Toronto, and in nine times out of ten he found the charges were "roorbachs." He believed in high ideals, but he also believed in coming down to practical facts.

J. H. Gilmour, Brockville, wanted to know if Mr. Blain's method was to cover the whole Dominion, as in eastern Ontario travelers from Quebec come in competition with Ontario salesmen, and would be free from making affidavits, while the Ontario travelers would be forced to make them..

Mr. Blain, in answer, said that likely the matter would be taken up at the Dominion convention, but at present it was before the Ontario convention. If an agreement was made it was only right that some guarantee should be given by wholesalers, and he supposed that Quebec men would also have to make affidavits. We must deal fair with the manufacturers. He would rather see a traveler lose an order and retain his honor than see him, by passing a $5 bill, come away with a big order and thereby place himself under the thumb of any buyer.

R. J. Carson, Kingston, said that the question was a matter for manufacturers to take up with those who sell his goods. There were retail merchants enjoying the same privileges as wholesalers, and there was no method of bringing them to time except through the manufacturer. To make the Contract Selling Plan operative it must be general.

H. C. Beckett, Hamilton, stated that each manufacturer of a proprietary article would have to be dealt with separately. It did not matter then where a manufacturer was situated. If in Montreal, the Contract Selling Plan he made would apply to everybody in all provinces of Canada. It was not the intention to have Quebec manufacturers come into Ontario and sell any differently to what they do in Quebec—it was for each manufacturer to deal the same with all jobbers. Wholesalers can go to the manufacturer and get such a contract. Then if a wholesale house or its representative is alleged to have given a secret rebate, say in tobacco—when the price has been agreed upon by that wholesaler or traveler—the manufacturer is in a position to put the declaration to the traveler, and if necessary to the wholesaler, and thereby clear up the matter.

Geo. E. Bristol, Hamilton, referred to Mr. Kinnear's statement that some travelers had taken a false affidavit. If that were true, it was only what was found in everyday life all the time, he said. Travelers on the road, however, when he was one of them some years ago, wouldn't do it.

"Why is the whole business of the country and in the courts done upon oath?" asked Mr. Bristol. He did not think there were ten men who would agree with Mr. Sloan in his contention. Mr. Sloan had referred to the Hamilton system. It was true wholesalers there were intimate. Nevertheless, they had their own spats, but had always tried to thrash them out and be fair.

Since the passing of the Secret Commissions Act, making secret rebates illegal, there had been some wonderful changes in business in some lines. These improvements were due to this Act. He cited cases where wholesalers had got back customers they had years ago since the passing of this Act.

H. T. Wilson, Groceries Limited, Toronto, thought that wholesalers should agree not to again employ a traveler who was caught cutting.

A. H. Pafford, Davidson & Hay, Toronto, stated that when a manufacturer discovered an alleged breach of the Secret Commissions Act and Contract Selling Plan, he was bound to get an affidavit or cut off the house from his goods. To decide at the convention, however, to cut off a manufacturer who was disloyal to the wholesaler might weaken the stand of those at the convention with that manufacturer, because all the wholesalers were not present.

Mr. Pafford also told of the benficial effects of the Secret Commissions Act, but declared that there were firms in Toronto who had never posted their travelers on the passing of it for weeks and months after it was circulated.

Geo. E. Bristol did not think it would weaken the position of the wholesalers to decide to cut off disloyal manufacturers. The gathering was too large and the Ontario wholesale trade was too well represented for that. A decision from such a number would have a wonderful effect on every manufacturer.

"I agree to say right now," he said, "that I will give an affidavit if nobody else did."

He spoke of the old sugar agreement, which had been broken. But it was because refiners said, and probably rightly, too, they would not agree to it simply because they were not certain of the law. That now is all cleared away.

Col. Smith, London, thought that the affidavit idea was all right, and that it was practically a necessity.

Chas, Parsons, Parsons & Brown, Toronto, considered that the trade would be up against quite a proposition if every traveler, as well as wholesaler, had to sign an agreement to keep to prices and obey the contract. The idea, anyway, of cutting prices on proprietary articles was becoming a thing of the past, and he knew some travelers who rather than take such a declaration would give up their jobs.

Geo. E. Britol pointed out here that the declaration was only to be used when a manufacturer called upon a traveler to take it in order to clear up an accusation against him—it didn't mean that a traveler will always have to take it.

Jno. Sloan remarked that it seemed to him the trade was getting into too many agreements.

F. R. Parnell, of W. H. Merriman & Co., St. Catharines, was in sympathy with Mr. Blain's paper, After the passing of the Secret Commissions Act conditions for a time were much better than in the old period. But recently his travelers had run into rebate cases every week, but not to the same extent as formerly.

Jno. Marr, Elliott, Marr & Co., London, felt that a man's word ought to be sufficient.

J. Medland, Toronto, said that Toronto wholesalers would make more progress by co-operation. If wholesalers could get together and have their travelers present to listen to addresses, something useful could be done. He would be quite willing to co-operate with the rest.

A. D. Lumsden, of Lumsden Bros., Hamilton, stated that he heartily sympathized with the idea of declarations.

J. Howard Simpson, Guelph, endorsed every word of the paper read by Mr. Blain, and speaking for his house, he would agree with any resolutions passed.

Samuel Vila, Jas. Turner & Co., Hamilton, would undertake to promise on his own behalf, as well as other members of his house, and travelers, that affidavits would be made. He did not think anyone should or would object.

W. P. Byrnes, Collingwood, was in hearty accord with Mr. Bristol, as was also Mr. McLaughlin, Owen Sound, for whom Mr. Byrnes spoke as well.

Wm. Turnbull, Adams & Co., London, believed that a good deal could be accomplished by getting the oath. There was a great advantage gained from the Secret Commissions Act, and if there were a punishment under the Act there would be a great improvement in the grocery trade.

A diversion was made from the question for a few minutes, while H. N. Kittson, Hamilton, read his paper on "Cost of Doing Business."

After that Mr. Bristol again took up the matter of a resolution. He wanted, he said, to see something actually done and not merely to see a resolution passed favoring Mr. Blain's paper.

"We want," he said, "to eliminate all the bad features of trade and strengthen the backs of both wholesaler and manufacturer."

He asked H. C. Beckett and T. B. Escott, mover and seconder of a resolution commending Mr. Blain's paper, to allow of the original motion being added to and differently worded, and after a slight debate, participated in by Mr. Beckett, Mr. Bristol and the chairman, the following resolution was put to a standing vote, and carried unanimously:

> "That this convention is under a deep sense of appreciation and gratitude to Hugh Blain for the timely and most thorough manner in which he has set forth to the trade of this country the importance and great value to the trade of declarations in business, and that a universal adoption of the principles laid down in his able paper will do more to uplift the morals of trade than any suggestion so far made. That this meeting unanimously endorse and agree for our respective firms that we will take and have our employes take an affidavit when called on by the manufacturers."

Cost of Doing Business.

In his address on "The Cost of Doing Business," H. N. Kittson, of W. H. Gillard & Co., Hamilton, referred first to a paper on this subject, which had been read in Quebec in June, 1908, by Mr. Wollaston. While a comparatively short time has intervened since that paper was submitted, yet in view of the vital relation in which the cost of doing business stands to the ultimate profit of any business, he thought every opportunity should be taken advantage of to throw as much light as possible on this subject.

It may be assumed that the increased cost of doing business coincides with and keeps pace with the increased cost of living. The serious problem is to devise means to keep down expenses. In 101 items which enter into the cost of doing business in the grocery trade there is scarcely an item that does not show a substantial increase on former outlay. The increased cost of eggs, butter, bacon, beef, rents, traveling expenses, follow as a consequence of the adoption of local option in some sections. Increased insurance rates, more frequent service given by the travelers of wholesale houses to the retail trade also operate to bring up seriously the ratio of the cost of doing business to the volume or turn-over.

It would be calculated to throw light on the cost of doing business if the wholesale trade would agree to appoint some trustworthy accountant who would act in a confidential capacity to obtain from every wholesale house a memorandum, giving its total volume of business and a statement of the various items of expense of such business—the percentage which each item of expense bears to sales of each house respectively could be ascertained. In that way each house could know what was the lowest ratio of expense under any one item or heading any house had reached. House A might get their average charges down to a lower point than any other house. House B might get their ratio of traveling expenses down to a lower point than any other house. and so on. The sum of the lowest ratios would be the ideal minimum cost.

Mr. Kittson then took up the various items of expense, such as cartage, insurance, salaries of principals, losses by bad debts, travelers' expenses, office staffs, telephones, telegraphs, rentals, taxes, water rates, repairs, light bills, subscriptions to benevolent objects, postage, stationery, fuel, advertising, as well as several others, including samples to retailers, shrinkage in weight, etc.

A resolution was passed commending Mr. Kittson for his paper. A. H. Pafford, Geo. E. Bristol, H. C. Beckett and Thos. Kinnear spoke to the motion, Mr. Pafford urging the appointment of a committee to work along the lines suggested by Mr. Kittson's paper and get information on the subject for members of the Exchange.

Other Resolutions Passed.

F. T. Smye read a resolution dealing with the Contract Selling Plan. W. P. Byrnes stood sponsor for the motion, which was seconded by W. P. Riley. The resolution was carried. It reads as follows:

> "That in the opinion of this convention the Contract Selling Plan (or price protective plan as it is sometimes called) on proprietary articles, is the only means of safeguarding a manufacturer's goods against the evil effects of price-cutting and dishonest practices, and that when such selling contracts are adopted by the manufacturers a provision should be made therein for a declaration to be given by any salesman when called upon, as is so admirably set forth in the address by Mr. Blain on "Declarations: Their Uses and Importance."

Another resolution, proposed by Mr. Carson, dealt with quantity prices and

their evil effects. It was worded as follows:

"That years of experience in connection with the quantity price has proved to this convention that the method is hurtful to the best interests of the retail trade, as any method that is calculated to place the buyer of a large quantity in a position to injuriously affect the trade of the great majority of the retailers of this country is not in the interests of the trade in general."

It was carried unanimously.

M. S. Sutherland moved, seconded by Jno. Marr,

"That the action of some manufacturers in discriminating in their prices and discounts on their proprietary articles to favored retailers is a menace and a direct injury to the large majority of the retail trade of this province, and that the manufacturers be requested to give this matter their serious consideration, with a view to treating all of the retail trade in a fair manner."—Carried.

Interest of the Retailer.

The last subject of the afternoon was John Dillon's (of A. M. Smith & Co., London) paper on "How to Preserve the Interest of the Retail Trade." In Mr. Dillon's absence the paper was read by Col. Smith. It was as follows:

"I have been asked to introduce the subject, "How to Preserve the Interests of the Retail Trade." I regret that this subject is not in better hands, as it is most important and I feel that I cannot do it justice, but I hope that the discussion which will follow will bring out good results.

"Self-preservation is one of the first laws of nature, and as the retailer's interests are our interests, he is necessary to us and in fact part of us. How to better the conditions of the retailer should be one of the first considerations of the wholesaler. For some years past the wholesale trade has been working along this line. This meeting is an evidence of that. The natural channel of distribution is from the manufacturer through the wholesaler to the retailer. The retail grocer is the most necessary, the most used and the most abused of all dealers. In the present day, through competition, his expenses have been unavoidably greatly increased. In the cities we find that it is a general practice for him to solicit orders, as well as to deliver the goods, and in towns and villages competition has caused him to pay exorbibant prices for produce.

"The retail grocer is also, through common practice, one of the greatest philanthropists of the day. He distributes more charity than any millionaire. If through sickness or other cause the head of the house loses his position, the grocer is called upon to supply goods on credit. He really feels at the time that he should not do it, but he argues with himself, 'I cannot see these people starve.' I feel quite satisfied that there is not a retail merchant in our province who has not numerous records such as this, and they are costing thousands of dollars. This is another reason why he should be protected and conditions improved.

To Handle Profitable Goods.

"Now, it is an easy matter to criticize, but what we want is to offer some remedies. I think, in the first place, we should start with our travelers, and get them to persuade our customers to buy and handle profitable goods, not to be looking for cheap lines. Invariably my experience has been that the selling of these cheap goods displaces lines on which there would be a profit and in the end there is a certain amount left over, which is often sold at a sacrifice, practically absorbing all the profit, whereas if the merchant had saved his energy and used his newspaper for a little judicious advertising I am satisfied he would have been farther ahead. Cutting prices, especially of proprietary articles or staples, is a very dangerous and unnecessary way of getting business. I think we should post our travelers on legislation respecting trade and commerce, especially the Secret Commissions Act. He should be familiar with this so as to impart the same to his customers. They would not be misled into transacting business along immoral lines. Another thing, every traveler should be familiar with the average cost of doing business, and in conversation with his customer he should be an educating medium in this respect.

"With reference to some of the remedies. We should avoid handling any lines of proprietary articles that do not pay a fair margin and we should get the co-operation of the retailers. If the manufacturer wants to put a line of goods on the market to make himself a good fellow with the consumer at the expense of the trade, let him go to the consumer and pay all the expenses himself.

The Quantity Price Again.

"Another evil is the quantity price. This is invariably abused and it gives a few retailers an advantage over the many. A line of demarkation between the wholesaler and the retailer should be drawn at the retail counter. Merchants buying together in quantities to get the price is a mistake, as it gives perhaps the small man, who is a cutter, the opportunity to cut. We feel that if there was more confidence among the retailers, and if they consulted with one another, a good deal of unnecessary cutting could be avoided. This selling of ten-cent lines at three for a quarter, and buying goods at 50c per dozen to sell at 5c, and $1 to sell at 10c, should be entirely done away with. In talking to several of the retailers I find that a conservative estimate of the cost of doing their business is about twenty per cent. and surely they are entitled to some small profit for their investments and their services. In the present day there is a large demand for package goods. Looking at this from a sanitary standpoint of view I think it is right. It preserves food from dust, not only in the store, but in transit from the retailer to the consumer. But many of these goods do not yield the cost of handling.

"I hope there will be a full discussion."

On the conclusion of the address, F. T. Smye moved, seconded by Geo. E. Bristol,

"That John Dillon's paper, presented by Col. Smith, on "How to Preserve the Interests of the Retail Trade," be gratefully received and thoughtfully considered and placed on record in the minutes of this meeting for reference."

Day With Manufacturers.

President Craig, on business being resumed on Tuesday morning, pointed to the fact that out of 71 manufacturers invited to the convention there were 60 acceptances—a large percentage, which was gratifying.

F. T. Smye then read again the special paper of H. C. Beckett, giving his ideas on the unfair methods which some manufacturers employ and suggesting remedies. The foregoing resolutions were also read to acquaint the manufacturers with what had been done the previous day.

Mr. Smye pointed out that out of 52 Ontario wholesalers invited 45 were represented. "Seven," he said, "have no use for association work. This class of jobber will not be educated and is a menace to the trade. He wants special advantages, and to play to weak retailers who haven't minds of their own. We are here to present an undivided front, for the disloyal manufacturer is going to work a great trouble to the trade. The Contract Selling Plan will correct the evils because it treats everyone alike."

He hoped that all were meeting there as friends in the trade, and that no petty jealousies or trade animosities should enter the convention.

President Craig pointed out that it was not the intention of the Exchange to force any outsider to become a member. We ought to consider them innocent unless they are proven guilty of unfair methods. Some of them have been in business a long time and they have old ideas which are often hard to overcome, particularly if they are Scotchmen. They have done business in the old way like their forefathers and cannot see why the old system should not now succeed. But if they want to be up-to-date, they must keep up with existing conditions. There have been wonderful changes.

"We have no fault to find with those who are not members, but we are surprised that these men who get benefits and privileges from us should allow some person else to pay for the machinery in motion."

"The manufacturer and wholesale grocer should be in accord with each other," said Hugh Blain. "Their interests are identical and unless the one is

prosperous there is not the same opportunity for the prosperity of the other.

"We recognize that the manufacturer is the foundation of business in this country, and that it is a mistake to interfere with his interests. If we are the cheapest and best channel for his goods anything done to benefit us would be good for him as well. The manufacturer has the undoubted right to put his product on the market at the price that will best repay him for his efforts. He can say at what price it shall be sold, and he can apportion profits for handling his product to himself, wholesaler and retailer. It is for him and for us and for the retailer to say along what lines his business can best be conducted. The recommendation in the resolution referring to the Contract Selling Plan points out the only way in which the manufacturer can sell his wares advantageously.

"He spends thousands of dollars on advertising to the consumer for the public must have confidence in his goods.

Power of the Retailer.

"But the retailer can destroy all his chances if he wishes. A half dozen retailers throughout the country can cut the prices so that his goods will soon be shoved behind the counter and their sales will fall off."

Mr. Blain cited a case of this nature which happened in Hamilton. There the retailers killed the sale of a manufactured article which was being sold by what they claimed were improper methods through one wholesaler. The manufacturer had to withdraw his methods and the business came back again.

That went to show what a few retail men could do with a well advertised article. They could destroy all the efforts a manufacturer puts forth and why should the manufacturer therefore not have the right to lay down conditions to keep his goods perpetually before the people? The Contract Selling Plan, after many years of trouble, had been adopted requiring the wholesaler and retailer to sell at fixed prices. Having made those prices every man through which the goods pass should feel it his duty to carry them out.

"But," said Mr. Blain, "we cannot vouch for the integrity of the entire trade. The majority want to distribute goods honestly, but we want the manufacturer to protect us against the others, and to share up with us a portion of the vast fortunes they are acquiring. We poor grocers are losing money and what I'm saying is true.

"When we have such a vast army of agents—some 400 in Ontario—distributing your goods at less than cost, then we think you should consider us and give us a little better profit.

"We want your co-operation—if the manufacturer is loyal to us we will be loyal to him and we are not going to do anything adverse to the interests of the retailer and consumer."

The Manufacturers Talk.

R. J. MacDonald, representing the Quaker Oats Co., Peterborough, was the first of the manufacturers called upon. He referred to the time when three or four years ago his company had tried to do business with the retail trade direct and when it was at loggerheads with the wholesaler.

But the company found this to be a mistake and finally adopted the Contract Selling Plan, but not without opposition from the Chicago head office. Now they have fixed prices on all packages and pay a rebate of 10 p.c. every three months to the wholesale trade.

"To-day," said Mr. MacDonald, there is only one retailer to whom we sell and that is the Robt. Simpson Co. We cut off the T. Eaton Co. because they were cutting our prices."

He cited an instance which happened once in Seattle where the trade had cut his company practically off because it used arbitrary methods.

"The wholesale trade said they would cut us off," he said, "but we thought they couldn't on account of our advertising. They went to the retailers and we found that in spite of our heavy advertising the wholesale and retail trades were too strong for us—we had to give them better profits."

Some wholesalers, he thought, did not take the manufacturer into his confidence enough and vice versa. Some workable agreement should be reached. The great advantage he saw in the agreement plan and Secret Commissions

WM. DOBIE, TORONTO,

President E. W. Gillett Co., Ltd., Who Spoke on Behalf of Manufacturers.

Act, was that although there may be cutting by the wholesaler, it makes the retailer neglect to mention he is getting the better price—if he can buy the goods cheaper nobody knows it. He believed the wholesale grocers to be the cheapest medium and if all goods of manufacturers paid them a fair and uniform profit and that if goods with small profits were eliminated the wholesaler might not complain of high cost of doing business.

"The main point," he added, "is taking the wholesaler into our confidence and interesting him with fair profits."

Undersold by Wholesalers.

A complaint that R. L. Innes, Canadian Canners, Hamilton, made was that he had actually found travelers of wholesale houses selling their goods at less than their own travelers. They give a rebate even on restricted lines and he did not think, therefore, that his company received the co-operation of the wholesaler and retailer to which they were entitled. He thought the only remedy was that the wholesalers as well as travelers should be obliged to make the declaration as suggested by Mr. Blain, that they were not cutting prices.

Referring to the wholesalers' cost of doing business Mr. Innes suggested that traveling expenses be cut down. He thought there were too many travelers on the road in Ontario. In Ontario there were 400 travelers to 52 houses. Each sold probably from $60,000 to $70,000 worth of goods in a year, while in the west every traveler sold about $200,000 worth. If operating expenses could only be cut down $5,000 or $10,000 there would be that much profit found and nobody would be the loser.

He wished the wholesalers to bear in mind the fact that their goods had to be sold at popular prices—10 cents for instance, and if there could be co-operation to reduce our expenses we could give the consumer better prices.

Mr. Innes did not think that the large retailer who buys in car load quantities should be antagonized—such as the large departmental stores—but that some plan should be worked out to hold their favor. He was not advocating quantity prices, he said, but there should be some special method for keeping their interest.

"We realize the wholesale trade to be the legitimate distributing channel and if 95 p.c. of the trade could be controlled all would be in a position to make a fair percentage of profits."

Retailers were now more and more taking advantage of rising markets, they bought right and were not merely selling above cost.

In reply to a question from Wm. Ince, Perkins, Ince & Co., Mr. Innes stated that his company had never sold a case of goods to a department store or to a retailer.

Competition From Wholesalers.

Wm. Dobie, of E. W. Gillett & Co. Ltd., Toronto, then addressed the meeting. He said in part:

"Gentlemen, without intending any flattery, I can truthfully say that during my experience of about 30 years of close connection with the wholesale grocery trade in Canada. I never knew a finer lot of men than those engaged in the business, but I must reluctantly qualify this statement to a moderate extent, by saying that some of you are a rather difficult lot of people to please in some respects. Sometimes we get the notion that some are like the average small boy who is looking for the long end—the biggest half of the stick of candy. We do our best to divide it fairly and in proper proportions, but our efforts we are sorry to say are not always appreciated. Considering the present high prices of all raw material, we are really treating you well. We desire it should be understood that it has always been our aim to get along nicely with our friends in the wholesale grocery business, and we think as a rule, speaking in a general way, that things have been fairly satisfactory to all concerned.

"Of course where interests clash, as they do in many cases, owing to the fact of such a large proportion of wholesale grocers being manufacturers of certain lines as well, it is utterly impossible to avoid all friction. Some

of our actions have been criticised and occasionally criticised quite severely, but notwithstanding such to be the case, we can truthfully say we have made a strong effort to be fair and to favor our friends as much as possible, under all circumstances and conditions, and if we are permitted to carry out the same policy, we will likely do so. We, however, always reserve the right to change our plan of operations and if found necessary, to go direct to the retail trade, although we hope that such a course may not be necessary.

"We are taking this opportunity of answering something that is possibly uppermost in the minds of all, and that is the question of making certain changes in price schedules recently put into effect, with the idea of making the jobber's profit slightly higher. I want to say if you thoroughly understood all the conditions leading up to the changes that were made, I am sure you would feel entirely different about the question. The fact of the matter is we have for some years been too liberal with the wholesale trade, and possibly this makes the difference in profit more noticeable now. When we reach the point where we find the wholesale trade are the real distributors of the product of our plant, we would of course, naturally feel more inclined to allow as large profits as possible, but unfortunately, to-day our records show that the majority of our output, with the exception of one line, is placed by our own salesmen. As to what may be done in the future, in the way of increasing the jobber's profit will depend largely on the showing you make. We will experiment for a few months with the new lists which became effective in March, and you can also do the same. Possibly after we have all had actual, practical experience, we will be in a better position to judge as to what is needed and what should be done.

"We are aiming to manufacture a complete line of pure goods, articles that are better than is required under any pure food law that may be put into effect in Canada or any other country. It is only reasonable to suppose that we cannot give you the same profit on the better quality of goods on which our margin is small, as on less expensive goods on which there is quite a large profit. Although members of your association have used many arguments to show that slightly larger margins should be allowed, we desire to say no change in prices or in your margin, can be made at the present time, and we cannot promise that any will be made very soon, but there is no telling what may be done if the wholesaler and his selling staff get busy and show good results. Work of this kind will be more effective in bringing around a different state of affairs than anything else.

"We strongly urge and advise that you become the real distributors of the product of our plant. By this we mean that you should through your selling force, actually sell the lines that are difficult to sell, as well as the others —the ones that are comparatively easy to dispose of. Under improved conditions such as these, we could no doubt afford to deal a little more liberally with you.

Advocates Co-operation.

"It should be possible for us to work together and get things running in such nice smooth shape that we could rely on you to attend to the selling end, and all that would be required of us would be to have a few good advertising men on the road to do necessary work in that line, of which you would of course reap the benefit. Under such ideal conditions as these, you would be satisfied, we would be satisfied, in fact everybody would be satisfied. Sizing up the whole situation, we desire to say that while the jobbing and retail trades do not make quite as large profits as formerly, yet when the goods are bought in proper quantities the margin is very fair. Should we find it possible to get the cost of manufacture down finer from time to time, it will be a pleasure to see that our friends get their proportion of the saving.

"As all present know, we have a salable line of well advertised goods on which all make a profit. We have been criticized quite harshly for changes made in prices, but these changes were compulsory and there are various reasons for saying this. Since new lists became effective on March 1st, we voluntarily made a concession on one line, in the shape of a rebate which will be paid every six months, to loyal concerns, and we expect to and no doubt will receive the commendation of the wholesale trade for this action. We think the trade understands the whole question fairly well but for fear some do not, we take this opportunity of referring to Magic Baking Powder especially. Realizing that the public demand the best article possible in this line, at a moderate price, we decided to produce it and place it upon the market. This meant a vast amount of work, and a great deal of expense, but having facilities to do the work, we concluded that circumstances justified us in standing the expense. The result is that we have to-day in Magic Baking Powder the very best article in its line that can be made and sold to the consumer for 25c per lb.

Before recent change in prices took effect, a special arrangement was made with Ontario wholesale houses to confine their purchases and sales in the yeast line to Royal Yeast and in the lye line to Gillett's Lye. In this connection we have been accused of deliberately reducing the jobber's profit after this arrangement was made; but viewing the question from the company's standpoint, this is not correct for it is a fact that the changes in prices were contemplated and in fact decided upon before other arrangement was talked of or considered at all. It is out of the question in such a case to make public anything in connection with changes in prices of the goods, for it is necessary that they be put into effect automatically, in all sections. The point of change in price is covered in the arrangement, so we should not be accused of any violation.

"While it is not my wish to interfere in any way with the program of your convention, yet it is hoped by some manufacturers as well as ourselves, that before this meeting adjourns on Thursday, that the question: "Should jobbers be competitors of exclusive manufacturers who favor the wholesale trade?" be gone into and discussed fully, and we would like you to link with that questian the other: "How can a wholesale grocery house who manufacture a similar line of goods to that made by the Gillett Co. honestly push and recommend the goods made by latter concern?"

"If things go on as they are now, and possibly get worse, we fear you are going to drive the legitimate manufacturer who is willing to work with you, to go direct to the retail trade. We have good and sufficient reasons for thinking that a wholesale grocer should be a wholesale grocer, and that he should keep out of the manufacturing line altogether. Of course we know what a good many will say to this, but believe it to be wise that this convention should give these questions very serious consideration.

"In giving consideration to our particular case, we hope you will not be too harsh, for you all know that for a long period we have indirectly been the means of the jobbing trade of the Dominion of Canada making considerable money.

"I thank you for the fair treatment and patient hearing you have given, and I take pleasure in extending a cordial invitation to all delegates to call upon us before leaving Toronto."

F. T. Smye said: "Mr. Dobie says that a complaint has been made that the wholesaler grocer has become a manufacturer and competitor. In reference to that phase of the question I would say that the percentage of wholesalers who are manufacturers is very small. Our firm is one of the guilty ones, but we were driven into the manufacture of goods by the inferiority of some of the goods supplied by some of the manufacturers. Take it in spices, coffees and extracts—for the reason that manufacturing houses were going direct to the retail trade and putting in a superior

MANY MANUFACTURERS INTERESTED.

Among the manufacturers who accepted invitations to be present at the wholesale grocers' exchange convention or to have a representative present were, the American Tobacco Company, Montreal; Walter Baker & Co., Montreal; Brantford Starch Works; Canadian Salt Co., Windsor; Canada Sugar Refining Co., Montreal; Cowan Cocoa Co., Toronto; Cudahy Packing Co., Toronto; Christie Brown & Co., Toronto; Wm. Davies Co., Toronto; Dominion Canners, Ltd., Hamilton; Edwardsburg Starch Co., Montreal; Empire Tobacco Co., Montreal; E. W. Gillett Co., Ltd., Toronto; Imperial Tobacco Co., Montreal; Lever Bros., Toronto; Sir W. C. Macdonald Tobacco Co., Montreal; Malta Vita Co., Toronto; P. McIntosh & Son, Toronto; Pugsley, Dingman & Co., Toronto; Quaker Oats Co., Chicago and Peterborough; St. Lawrence Starch Co., Port Credit; St. Lawrence Sugar Co., Montreal; and John Taylor & Co., Toronto.

Letters of regret were received from such firms as the Acadia Sugar Refining Co., Halifax; Walter Baker & Co., Montreal; Alpha Chemical Co., Berlin; Borden Condensed Milk Co., New York; Bovril Co., Ltd., Montreal; E. B. Eddy Co., Ltd., Hull; Mount Royal Milling Co., Montreal; and the St. Croix Soap Co., St. Stephen, N.B.

quality of the goods to the goods which they supplied to the trade. They supplied cheaper goods to the wholesaler at the same price. A good many of the wholesalers are interested in the spice business. Outside of that I do not think we have sinned very grievously in that direction. The grocers have never gone into the manufacturing business except where the manufacturer would not share a fair profit with them—that is the only reason why the trade has gone into the manufacturing business."

Hugh Blain's remarks on this were: "I think Mr. Smye has overlooked the real reason why the wholesalers have gone into the manufacturing of goods. I think the real reason was the grocery trade did not get sufficient profit on the goods the manufacturer handed to them to distribute. I can tell you this much, that if it were not for the manufacturing branch of our business we would show a loss at the end of the year instead of a profit, and that is the reason why the wholesale grocer has been forced into the manufacture of goods when he did not want to go into it. It just shows that conditions of trade have been wrong. The conditions of trade are responsible for the position outlined by Mr. Innes. We have not had them properly enforced or we would not be manufacturing today. Another reason is that in some lines—I am not referring to Mr. Dobie or any manufacturer in particular—but it is well known among the grocery trade we used to get our manufactured goods from the factories and we had to compete with the manufacturer when it was frequently represented to our customers that the manufacturer specially made our goods for us and that we were simply distributing their goods, and they were not putting in the quality of the goods they were selling direct from the factories. It is a condition our travelers had to meet every day in the month, and in the year, and it was for these causes where we had to compete with inferior goods, because we were not getting sufficient profits to enable us to do our business that we were forced into the manufacturing branch of the trade. I would like to impress that fact on Mr. Dobie, because if the conditions had been satisfactory from the beginning and if we had been getting the profit that as distributors we were entitled to, none of us would have cared to devote part of our institution to a manufacturing branch, and the remainder to the distributing."

E. G. Henderson, Windsor Salt Co., was the next speaker.

"In theory possibly the suggestion of my friends from the wholesale trade are perfectly correct," he said, "but theories do not lead to very much. It is rather a big question—the idea of having such friendly relations between the manufacturer and the wholesale grocers. But there are several things to be considered, especially in regard to the question of fixed prices. We have always been loyal to wholesalers, and I can say without fear of contradiction that no manufacturer in Canada or any other country has been more loyal to the wholesale trade than we have been. When I began business I had to look around for the cheapest and best method of distribution, and found the cheapest method was through the wholesale trade."

But there ought to be some way, he thought, of reaching the large retail buyers and not antagonizing them as suggested by Mr. Innes.

A fair profit was wanted, but wholesalers had said to him why he did not meet competitors' prices and then they would handle his goods. What was to be done?

These were conditions that had to be met.

Some concerns had been accused of holding up consumers, but manufacturers have to have a legitimate profit.

"You never know where you are at when rebates are given," he said, touching on the rebate problem.

"Retailers never know what prices their competitors are getting from houses who cut prices to them.

"Cutting prices is a curse to the country," he emphatically declared yet newspapers were calling for competition. He called attention to the fact that railways fixed prices both in freight and passenger service and asked if there was no way in which prices could be fixed to bring about a more stable condition in trade.

The convention then adjourned for luncheon.

TUESDAY AFTERNOON SESSION.

After the noon adjournment the manufacturers again presented their views, the starch men being given an innings.

Robt. Wallace, of the Battle Creek Toasted Corn Flake Co., said his company was one of the first to take up the matter and adopt a uniform contract selling plan. Inside of a short time fully 75 per cent. of their customers had agreed to the plan, and at present practically every customer on their lists had signed the agreement. There was some little difficulty experienced in inaugurating the system—there always is—but in the main it was found to work admirably. When charges were made the fullest information was asked for. The regulation of quantity price was at first thought to be an imposition, but the system was found to work well, and in the main was indispensable to the trade.

G. H. Benson, managing director of the Edwardsburg Starch Co., Cardinal, Ont., said the starch people stuck as well to the agreement as did other manufacturers. Last July they entered into an agreement, which now is working very well. The trade cannot say they have not been treated generously, and they should not forget that the manufacturer has had to meet changed trade conditions, which were really forced on them. Raw material prices vary as also does the cost of production, and the manufacturer is sometimes forced to ask the wholesalers to put up with inconveniences that he has to suffer. This was the condition of affairs last July, when they were criticized by the trade. Just now they are dealing as fairly as possible with the wholesale trade and he thought the present a good agreement. There was no use denying the fact that the Edwardsburg Company sold to grocers not strictly in the wholesale trade, but since last July the numbers of such accounts was small, and at present there were but one or two such on their list—old friends and old customers, who would not interfere with the agreement. A large number of retailers were cut off. He did not suppose that by holding these one or two old friends they were going to get any more business, but if these names were taken off there might be price-cutting and strong competition in the trade. The agreement had better be left as it is, as their position was a fair one, and he did not see any better way of dealing with the difficulty. So far as the starch men were concerned the agreement was being adhered to. They had cut out the old discount on 100-box lots, and now make a certain specified discount to the trade. After doing that he thought that was about all they could be expected to do.

W. G. Craig said there were one or two Kingston retailers on the manufacturers' list chiefly because of being old friends of the manufacturers.

Few Retailers on List.

Arch. Hutchinson, of the St. Lawrence Starch Co., had a connection with the starch trade for 35 years, and had charge of the Edwardsburg starch sales west of Montreal for many years. He had sold through the wholesale trade and would continue to do so. His relations with them were always amicable. The profits to the wholesale trade had been satisfactory, except on one or two occasions, because of certain reasons. The few retail accounts dealt with on the manufacturers' lists should not make for trouble. It would be a mistake to change these conditions. There are so few of these accounts—about five in the whole province. The conditions of the starch and corn syrup trade is entirely satisfactory and the wholesalers are getting a good profit.

H. S. Bourke, of the Imperial Tobacco Co., did not think that the contract selling plan would work so well with them as with other manufacturers, because of their method of dealing with customers outside as well as inside the grocery trade. In general, though, the contract selling plan had helped to make the tobacco business pay. While realizing that they should sell only to wholesalers, they had been compelled to sell to retailers sometimes. However, when such sales were, or are, made they are not allowed to sell below the rest. If any person breaks this rule he is immediately cut off the list. But you

wholesalers are not always able to control your own members. There is one of your number here to-day who makes our travelers miserable every time they call on him, by insisting that the "30-days net" clause be expunged from the contract.

"Who is it? name him," cried several of those present.

"I do not think I should give his name. I am not here for that."

"Let him stand up," was shouted from the body of the hall.

F. T. Smye, said that Mr. Bourke has made a statement that there is not harmony within our ranks. I think we should have a poll to find out who he means."

W. G. Craig—"Will the member who is accused defend the charge or explain himself?"

A. Hutchinson—"This is not the place to investigate any such charge. I understand that the manufacturers were invited here to address the convention and give their views. If any matter was to be probed then it had better be done in committee."

H. C. Beckett was glad that Mr. Bourke brought up that question. "We want the manufacturers to come here and state their grievances, give their views and get the sentiment of the trade. If any wholesaler made such a statement, he made it unthinkingly."

The matter was then dropped.

Friendship With Retailers.

Mr. Beckett went on to say that the manufacturers should make friends with the retailers. Part of the duty of the wholesale trade is to protect the interests of the retail trade. "We have discussed the cost of doing business with the retailers and find it is about 22 per cent. Some manufacturers have sold goods to the wholesale houses, at a certain price and after tying them up have offered the same goods to the retail trade at from 10 to 20 per cent. lower figures, the manufacturer profiting by the competition between wholesaler and retailer. We have fought this thing out in the courts; we have been misrepresented; but the courts have made things right. Now if the manufacturers can make more money by dealing direct with the retailer he is at liberty to do so, but the wholesaler will not handle his goods. At present the wholesaler is making between 6 and 7 per cent. It costs 9 per cent. to do business. The retailer sells almost at cost, and his charge is 20 per cent for doing business. When a manufacturer compares his profits with those of the wholesaler and retailer he will see things from our standpoint. Sometimes it is enough to make a man go out and——— well take a drink.

Mr. Craig thought the discussion had proceeded far enough to have some resolution passed.

Mr. Blain, therefore, again read his paper presented the day before, and the resolution based on it was put. The terms of the resolution were explained to the manufacturers by Mr. Beckett, as well as the important paragraphs of the proposed contract form.

H. N. Cowan, of the Cowan Chocolate Co., said that it was satisfactory so far as their dealings with the grocery trade was concerned, but they made and sold confectioners' goods as well.

Christie, Brown & Co.'s representative did not wish to take sides because he had no power or authority to do so.

Mr. Rose wanted to know who would enforce the agreements.

Mr. Craig—"The manufacturers."

Mr. Rose—I think the Exchange should do its own police work.

F. T. Smye thought manufacturers should assist.

Mr. Marshall, Canners Ltd., believed that a solicitor should be appointed to look after that matter.

Mr. Beckett—The agreement is between the wholesalers and manufacturers individually.

Mr. Marshall—"But the wholesaler is directly benefited."

Mr. Beckett—"Yes, but if cutting goes on on goods because of the neglect of manufacturers the wholesale trade will lose interest in the goods and eventually that will mean a loss to manufacturers.

Mr. Hutchinson though a committee should be appointed to deal with the details of enforcement.

Not Absolutely Obliged.

Mr. Blain—"This resolution does not mean that manufacturers are absolutely obliged to sign a declaration. If the manufacturers think there are no grounds for the charge, or if the charge is too trivial he need not enforce the declaration. We are not committed to this system. If there is something better then let us have it. But if you cannot see your way to enforce it, or will not enforce it, then we won't handle your goods."

Mr. Rose believed that the manufacturers should first have been allowed to discuss this question among themselves and then—say to-morrow—be allowed to discuss it at the convention.

Mr. Craig thought the suggestion a good one, and if a motion was put along those lines, then it would be satisfactory.

Mr. Hutchinson—"The manufacturers are agreed to the principal of the resolution, but would rather discuss the matter later and allow the details to be worked out."

Mr. Marshall here asked if an outside packer, say, was to sell goods in Ontario would he be required to sign the agreement.

Mr. Blain—"Certainly, and if he didn't his goods would not be handled by the wholesale trade.

Mr. Smye corroborated Mr. Blain, and instanced a case on similar lines with a cereal manufacturer some time ago.

The matter was then dropped, and the convention adjourned.

DAY FOR THE RETAILER.

On Wednesday morning there were many retailers present from various parts of the province. The meeting was opened by President Craig who welcomed the retailers.

Vice-president F. T. Smye, reviewed the business that had been done during the past two days, and read the various resolutions on which he invited discussion. He outlined also the movement to advance an educational campaign to acquaint the trade with existing conditions and to correct evils existing.

E. M. Trowern, secretary of the Retail Merchants' Association of Canada, then read an address on the "Relations between the retailers, wholesalers and manufacturers." This address will be published in next week's issue of The Grocer.

A resolution moved by F. T. Smye and Jas. Vair, was carried tendering to Mr. Trowern the thanks of the trade.

Mr. Vair commended the action of the wholesalers in getting together the various branches of the trade. It was a step in the right direction.

Retailers and wholesalers have their difficulties, but he thought they could be smoothed out by convening on business matters.

"It is an undisputed fact," he said, "that we are not making the money in the retail trade to-day that we used to do 25 years ago in the small towns and cities."

Overhead expenses was the trouble. Retails hadn't the buying power they had 25 years ago. "We used to buy teas then from the wholesale houses for 14½c and 16c per lb., which we sold for 40c or 3 for a dollar. We were commended for doing it and looked up to, but now we are mere ordinary grocers.

"I attribute the difficulty to the fact that there are 32 grocers in Barrie to a population of 6,800. There were too many in the trade and he thought the wholesale trade had been fostering too many small grocers in the small towns in Canada.

"If a man buys a carload of sugar in Barrie he has to pay the same amount as the man who buys five bags; the same is true of a car of can goods. Retailers do not now have the buying power they used to have."

He hoped the wholesale trade would not countenance too many small grocers in a small town, as this only was en-

SEE NEXT WEEK'S GROCER.

Readers of The Grocer are requested to read carefully in next week's issue the address of E. F. B. Johnson, K.C., on the Secret Commissions Act. This will appear in full and as this act is one of the most important before the trade at the present time, it deserves the attention of every retailer, traveler and wholesaler in Canada.

couraging the small trader to cut prices and injure business.

The contract selling plan was a step in the right direction, but still he considered a grocer should get a better price when he buys in quantity in view of his buying power.

In order to have prices maintained he advised manufacturers to have their goods invoiced to the trade at the prices at which retailers should sell to the consumer. The retailer should then get a discount off, which would represent his profits.

He said that retailers had been working for a certain company all their lives instead of for themselves.

"The wholesaler claims it costs him 9 per cent. to do business; it costs us from 14 to 15 per cent., and yet we do not make a gross profit of more than 16 per cent. We should get at least 20 per cent. The large departmental stores make 25 per cent., because they have a buying power behind them. New wholesalers starting up with $5,000 or $10,000 capital are selling cheaper than wholesalers who have been in the business for years with capital of some $400,000. We cannot make money and we are forced to do things we wouldn't think of doing 25 years ago."

M. Moyer, Toronto, chairman of the retail grocers section of the Retail Merchants' Association, supported organization work, which would be in the interests of consumers as well as retailers.

Consumers are now finding out that the retailers are not making the profits they thought they were—this was brought out by the recent discussion on the high cost of living question. Organization work with a view to educating the people was what he advocated.

Position of the Retailers.

Mr. Moyer then read a number of resolutions, which the retailers had drawn up at their meeting on Tuesday afternoon and these formed the basis of the discussion until the hour of adjournment. These resolutions were as follows:—

"That it is the opinion of this meeting that it is not in the best interests of the grocery trade that some few retail houses should have the right to purchase in large quantities direct from the manufacturer and that this privilege be not allowed to all."

"That we think that it is not fair to the retail trade that wholesalers and manufacturers should sell direct to consumers, including hotels, boats, restaurants and public or private institutions."

"That it is the opinion of this meeting that the Wholesale Grocers Exchange is an advantage to the Retail Trade if properly conducted, and providing that what is done is done in the best interests of trade and not against the welfare of the public."

"That we are as strongly as ever convinced that the contract plan of selling goods is the right and proper one."

"That we consider that it is the opinion of this meeting that price cutting on all goods should as far as possible be stopped, as it demoralizes all branches of the retail grocery trade."

"That it is the opinion of this meeting that all biscuits should be sold on the contract plan and invoiced at retail prices less the discount, and that this meeting desire that this subject be taken up by the proper committe of this section with the manufacturers and dealt with."

"That we consider it not in the interest of the retail trade that manufacturers and wholesalers should agree and fix prices among themselves and not consider the retail trade, as price cutting injures the retail trade and wholesalers and manufacturers are not affected."

"That it is the opinion of this meeting that all manufacturers should have their cases properly marked specifying the exact quantity and weight in them."

"That it is the opinion of this meeting that all goods which are to be sold by the retailer at 10 cents should not cost more than 90 cents a dozen."

"That it is the opinion of this meeting that all package goods should be sold on the contract plan."

"That it is the opinion of this meeting that immediate steps should be taken by the retailers to act with the wholesalers and manufacturers to prevent price cutting."

"That it is the opinion of this meeting that we should consult with the wholesale dealers and point out to them that it is not fair for them to encourage people going into the trade who have no knowledge of it, and who have very little capital, and the experience and knowledge not have had in business should count for something. In our opinion discretion should be used when persons who go into the grocery trade as to where they are located, and this could be done for the betterment of the trade by wholesale houses when persons apply to them to open accounts."

"Should retailers be placed on the jobbers' list and thus have advantages over ordinary retailers?"

"That it is the opinion of this meeting that it is unfair for the wholesalers, when a man fails, to compromise with him at 50 or 60 cents or even less on the dollar and thus put him in a better position than those who pay 100 p.c., and they should take steps to remedy said evil."

"That it is the opinion of this meeting that the wholesalers should restore the cash discounts."

Jas. Staples, Lindsay, spoke to the first resolution. "Is it right for the manufacturer," he asked, "to sell to a few of the retailers and then hand over the bulk of the goods to be sold through the wholesale trade?

"If it is fair to sell to one retailer in a town is it right not to sell to another, for the one is then in a position to offer baits to customers and undersell the others?

"If you are agreed that the right channel is through from manufacturer, to wholesaler, to retailer, why not do it?"

These were questions which he asked the manufacturers and wholesalers to consider.

It was not fair to the retail trade, maintained Alex. Fisher, of Lindsay, who spoke on the second resolution, for the manufacturers and wholesalers to sell to consumers, hotels, etc.

He referred to cases where Toronto wholesalers had come into Lindsay and sold direct to hotels and he knew of other cases where consumer had bought tea from a wholesaler 10 cents cheaper than she should have paid to the retailer.

"If you gentlemen think that is right say so," he added.

Profit Question Again.

"The majority of the retail men," said J. F. Holloway, "do not consider the wholesale men thieves, but they have not protected the retail trade as they should have done. It is not fair that a traveler should sell an article the profit on which he says will be 20 p.c. to the retailer when he knows it will not be more than 16 1-3 per cent. Our running expenses are 15 p.c. leaving a profit that is absurd. The wholesale men are handling articles at 15 p.c. gross profit, with only 8 p.c. working expenses. The proper channel for trade is from the manufacturer to the wholesaler, and from the wholesaler to the retailer. Manufacturers have ignored the retailer in every respect. They have acted with the idea that 'If I advertise my goods the retailer must carry them.' He should first find out if the retail grocers are in sympathy with them and and are not substituting others for them. The question should be 'does the grocer get sufficient to warrant his pushing a manufactured article?' We have to increase our profits. Matches have gone up 15 cents a case. Who pays that increase? It is not the consumer. The money is coming out of our pockets. Baking powders and other lines show similar conditions. The wholesaler does not lose."

Mr. Holloway suggested that wholesalers meet the grocers and let them consider whether the goods are being handled with a proper profit.

"I do not see," he said, "wholesalers or manufacturers putting their sons to learn the retail business.

"Would you put your boy in a business which after years would only yield him $8 a week?" he asked.

"We will soon have to put women behind the counters unless you give us more profits. We should have a profit of 20 p.c. on the majority of articles. Our working expenses of 15 p.c. cannot be cut down. You are spending thousands in advertising only to get kicked at the counter.

"You may think it all right to sell a car load of goods to the T. Eaton Co., but who sells it broadcast throughout the country? It is the small man and you should look after him."

"The stopping of price-cutting is a matter of concern to all retailers," said F. W. Forde, of Ottawa. "We have had considerable trouble from a department store continually cutting."

Mr. Forde read a list of goods advertised by this store, showing the extent

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FLOUR GOES DOWN.

A drop of 20 cents a barrel in the price of flour was announced this week in Toronto. The best quality has been reduced from $5.70 to $5.50 and second grades to $5. This was announced just before going to press.

of the cut rates, and stated that every few days the list is changed.

"Some time ago," he continued, "they advertised breakfast bacon at 20 cents a pound, when we were selling it much higher. They were really offering the customers green bacon, using this questionable method. I hope the convention will consider this," Mr. Forde concluded.

J. McCorvie, Chatham, in speaking on the selling of biscuits on the contract plan, stated that retail grocers have no particular fault to find with biscuit manufacturers. The principal difficulty was with retailers themselves, who cut prices on fancy biscuits as an advertisement.

"There are merchants in every town," he said, "who do not know what it costs them to do business. They cut prices and demoralize the trade in various places. The others must suffer, but if prices were not cut a fair profit could be made. What was wanted was a legitimate profit to cover expenses and a little for our own hard labors."

Jno. O. Carpenter, Hamilton, thought that some adequate system should be worked out to see that the retailer gets a fair show with wholesaler and manufacturer. He considered that cutting prices injured the manufacturer as well as the retailer, because competitors of the price-cutters would not have any reason to push the goods that were cut upon.

Retailers' Cost of Doing Business.

D. Bell, Ottawa, (Bryson-Graham & Co.), stated that he was in a department store that had never been a price-cutter.

"I've never," he said, "sold sugar or anything else but at a legitimate profit. Treat your customers right, get your profits and they'll come back to you."

He presented some interesting figures on the cost of doing business. In 1907 his gross profits were 23.13 per cent., while the expense element was 14.97 per cent.; in 1908 gross profits were 23.25 per cent., and expenses 15.67 per cent.; in 1909 the figures were 21.44 per cent. and 15.71 per cent.; and 1910 they were 21.40 per cent. and 16.72 per cent. This showed that in 1907 the net profits was 8.6 per cent., while in 1910 they were 4.69 per cent. The increase in business was in four years $35,000, thus making a greater aggregate of profit.

It was very difficult now to get good help unless good money was paid.

"During the last two weeks four of our good men have left us and gone west, so it is difficult to get the help we want."

Mr. Bell paid a high tribute to service in the store.

"We give the service over the phone that customers get at the counter if not better. We pay no attention to other department stores who cut prices—we give good service and trust to our customers to recognize it."

J. Staples, Lindsay, said: "The 10 cent article is a popular one in the grocery. In charging the retailer $1 per doz. we are not getting living profit. The merchant must consider ways of loss such as breakage and freight to be added on. There is not a 20 per cent. profit. You should consider this and see that all articles now sold at $1 a doz. should be dropped to 90 cents. It has been noticed that articles that were 75 and 80 cents when introduced were raised to $1 when they became established."

"It is a case of the dog wagging the tail now, but before long the tail will be wagging the dog," was J. A. McIntosh's (Hamilton) manner of illustrating the future ahead of the retail grocers. He was speaking in reference to the resolution that package goods should be sold on the contract plan.

"All proprietary goods should be sold under the contract system," he said. "One or two have been sold that way and have proved most satisfactory. No person is as well acquainted with the needs of the people as the grocer and it is his desire to keep prices as low as possible. In the most cases he cannot do so. The retail grocer should have a say in the price of goods. Biscuits went up in price a short time ago because flour went up. Flour came down again but the price of biscuits remained at the higher figure. One grocer cuts on one line, another on some other line, and so on with the result that the small profits are being lost."

"If a man wants to be a wholesaler let him get out of the retail trade," was Wm. Potter's (Chatham) terse comment. "It is impossible to be a negro and a white man, and the same applies to this matter. If the cap fits anyone they will have to wear it."

"If a man fails and wants to compromise with the wholesaler it is not fair to the other retailers. Let it be referred to the retailers," was J. Staples' suggestion regarding the last resolution to be presented.

Cutting Out of Discounts.

M. Moyer asked that there be a restoration of cash discounts and reasons why they were cut off. It was fair and honorable to get the discounts but dishonest if done on a secret rebate basis. Some have good reason to believe that others were getting discounts on the sly and there was a lot of dissatisfaction on that account.

"Something can and ought to be done now," said E. M. Trowern in regard to his resolution dealing with the prevention of price cutting. "Let the wholesalers appoint five representatives to meet with retailers and manufacturers.

"Forget the past," he advised and expressed his faith in the wholesalers lending their support.

"If any manufacturer decides to overlook us and declares that he will run his own business, we will tell him to run his business, we will tell him to run go. All we want is that which is right, decent and fair."

R. J. MacDonald, Quaker Oats Co., Peterboro in referring to discriminations in favor of certain retailers recalled the statements of some manufacturers made the day before, that it was necessary.

"My experience," he said, "was that it was harmful to do so; we used to but we sell to only one retail counter today. I think that every manufacturer should cut out every retail counter—not to sell at retail prices.

"I don't think the T. Eaton Co. in cutting prices on our goods do others any harm. I hardly think any person would spend 10 cents car fare in order to buy a 10 cent article for 5 cents."

J. F. Halloway—"Doesn't it though; haven't they got a phone?"

Mr. MacDonald—"We would be very glad to stop it."

Mr. Holloway—"Why don't you?"

Mr. MacDonald—"We never had a complaint."

Mr. Holloway—"As president of the retail grocers' section of the R.M.A. I'll see that you get one."

Regarding a statement made by F. W. Forde, Ottawa, that a department store there cut prices on a product of the Quaker Oats Co., Mr. MacDonald said he would do all in his power to see that it would be stopped.

If the retailer, he said, was not getting a fair profit it was up to him to handle some other goods that gave a fair profit.

He thought, in connection with treatment of travelers, that the retailer should be more considerate in giving him a hearing. Travelers too often got discouraging receptions.

Mr. Holloway maintained that there was a depreciation in the stamp of man with the traveling bag during recent years.

"Educate your travelers to figure profits," he said, "then we'll talk business and give them a good reception."

President Craig smoothed out the ripples at this point, however, and ended the little repartee.

Mr. MacDonald claimed that the action of T. Eaton Co. in cutting prices was done intentionally to injure his company because they could not be placed on a favorable buying basis. They did not sell direct to them.

"Of course, we will do everything in our power to stop it," he added.

Predicted Good Results.

In reply to what the retailers said, Hugh Blain remarked that it was admitted there was room for improvement. Efforts have been put forth in the past to aid retailers in getting legitimate profits and there had been a gradual development towards the attainment of better business standards. It was only through organization work that anything of a vital character could be done. Disturbances could be smoothed away by proper discussion.

It was not in the interests of the public that any article should be sold at

(Continued on page 52.)

The Canadian Grocer

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ACCOMPLISHED MUCH GOOD.

During the discussion on trade questions and conditions at the convention of wholesale grocers in Toronto on Monday, there were many references to the part which has been played by the Secret Commissions Act.

Various wholesalers testified to its efficiency in placing business transactions between the traveler and retailer on a higher moral plane since it came into effect about a year ago.

As one of the speakers stated, the giving of a rebate or the cutting of fixed prices emphasized the inability of the salesmen to sell goods.

If he could sell them without giving it, he would do it and it also stands to reason that any man could do business on the rebate plan.

The educational character of the debate on this Act as well as on other trade questions was of great value and a careful perusal of the happenings at the convention should be made by all retailers, travelers, wholesalers and manufacturers.

WHAT TO DO IN MAY.

May is almost a synonym for "moving" and "housecleaning" time. There is seemingly no other month in which so much activity among householders takes place. Brooms, metal polishes, soaps, cleansers, soaps, waterpails and scrubbing brushes are in evidence everywhere.

While many people are supplied beforehand with these necessities, it is still a big element in the May trade. The grocer who has paved the way to handle this class of trade will undoubtedly be a lap ahead of his competitors by the end of the month. There is still time, however, to catch your share of this trade, if you have not already made preparations.

Window displays of soaps, etc., with occasionally some practical demonstration, such as soap manufacturers are always ready to give, as to the cleaning power of a certain brand which you handle will give that portion of your trade the necessary impetus.

Strawberry season practically begins in May. Fresh fruit is much sought after at this season of the year. Of course, there is always the danger with expensive perishables that they will spoil on your hands, but it is a good advertisement to have the first berries in your store. Care must be taken in buying, however, not to overstock, as there are almost daily changes in price.

Fresh dairy and farm products, butter, eggs and cheese, are in great demand. Spring is the season for fresh things to begin to come in and customers are eager to get away from the stored winter goods. It pays to push what the customer wants. Therefore do not let your competitor get the pick of the new products. You must have as good as, or better than the next man to hold your customers.

May is a month for the live, wide-awake grocer. It is at such a time that the way is paved for a good year's trade.

PROFITS IN CONFECTIONERY.

That there is money in confectionery is exemplified by the various moves a Toronto merchant made before he became satisfied with the profits his business was producing.

Some time ago he opened a grocery store in a good business district. The profits, however, were not sufficient to satisfy him and a few months later he sold the business to open a fruit and vegetable store.

He worked in this line for quite a while, but the profits in it were not what he would like.

A short time ago he became a confectioner and sells fancy chocolates, cold drinks, ice cream, etc.—and he is now satisfied.

He says his profits are much better than those in fruit and groceries.

WATCH PERISHABLE GOODS.

Considerable loss is incurred by many retail grocers on account of the fact that they do no use sufficient care in handling perishable goods, particularly in the summer season, which will soon be at hand.

During the summer months, goods that are at all perishable should be kept in a place where they are not subjected to the heat. Such goods as cheese, fish, molasses, syrups, pickles, etc., should be kept in a moderately cool place, and even canned goods should not be allowed to become too warm.

Refrigerators with glass fronts are excellent containers for cheese, pickles and the like. Some grocers who have such refrigerators keep them near the show window. The goods are kept cool and at the same time are well displayed.

Salt fish should be watched carefully and kept continually covered with brine.

Corn meal and like goods should be kept only in small quantities and not allowed to accumulate, as in warm weather worms begin to work on them if allowed to stand too long.

Keep a watchful eye on all goods of the above character from now on. If you find you have too large a supply of a certain kind on hand, do something to reduce it.

DELAYED PAYMENTS.

A reprehensive custom, quite contrary to honest business ethics, has grown up of delaying the sending of cheques in settlement of an account from one to two weeks after the first of the month, although the cheque itself is signed the first. Naturally the cash discount is taken, although by the delay in sending the cheque all right the rebate is lost.

It cannot be admitted that this is fair dealing with the firm awaiting payment. The cash discount is given on a perfectly plain agreement, and there is no excuse for this little trick. Of course, it is easy to see where comes the benefit to the senders of the cheque. They have time to get their own cheques in before the one sent out is presented.

The question of holding the cheque is their business, but the fact of taking a discount that is lost by the delay in receipt is a breach of agreement, and is a different matter altogether.

The signers of the cheque may not be responsible for the delay. We will put it that the bookkeeper, with his eye on his banking account, keeps back the cheque for a few days. But a firm is responsible for the acts of its servant.

Let business be done fairly and squarely. Let one firm feel that it can rely upon the business morality of another, and that no tricks can possibly make their appearance. We are all in business to make money, but let it be done without resorting to ways that make us lose the respect of those with whom we are doing that business.

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See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—

Raw Sugars—Firm.
"Choice" Molasses—Firm at advance.
Canned Pumpkins—Up 15c.

Montreal, April 28th.

Trade has improved during the last week, partly as a result of a general weakness in prices. Also the roads are drying up and country buyers can get in more readily. Collections are greatly improved, showing that trade generally is better.

One of the fruit boats, the Tortona, arrived recently with a cargo of green fruits, and improved matters materially in this line.

Sugar is somewhat at a standstill of late, partly owing to the present high price and partly to the lack of any incentive to buy, dealers seeming to be well stocked up on this article.

The recent incorporation of a new refinery, the Atlantic Sugar Refining Co., Ltd., has caused considerable talk.

Local strawberries are on the market.

The weather has been against trade the last few days, a constant drizzle and mist causing buyers to stay in as much as possible. It is to be hoped that conditions will improve soon, as far as the weather is concerned.

Sugar—Although last week saw a considerable weakening in raw sugars, the past few days have restored prices to their former level and the local situation is practically unchanged.

Owing to the temporary shutdown of the Canada refinery, due to the water being withdrawn from the canal, a lull in refining has taken place, but stocks are ample for any requirements.

Granulated, bags	5 05
" 20-lb. bags	5 15
" Imperial	4 80
" Beaver	4 80
Paris lump, boxes, 100 lbs.	5 85
" " 50 lbs.	5 95
" " 25 lbs.	6 15
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 75
" " 100 lb. boxes	5 85
" " 50 lb. "	5 95
" " 25 lb. "	6 15
" " 5 lb. cartons, each	0 37½
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37½
Extra ground, bbls.	5 50
" " 50-lb. boxes	5 70
" " 25-lb. boxes	5 90
Powdered, bbls.	5 30
" 50-lb. boxes	5 50
Phoenix	5 50
Bright coffee	5 00
No. 3 yellow	4 90
No. 2 "	4 80
No. 1 " bags	4 65

Bbls. granulated and yellow may be had at 5c. above bag prices.

Syrup and Molasses—Offerings from the West Indies and Demerara have been large, but the exporter is holding them too high for the local market at present. Local men are holding off for a reduction. At present it is somewhat doubtful whether the expected reduction will take place.

Syrups are quiet at former quotations.

Evaporated Apples—There is too much low grade stock on the market this year. Dealers ascribe the present dullness to this cause. Consumers have become tired of this commodity, and buying has been extremely light. It is to be hoped that producers will take the lesson to heart in preparing the fall supply.

Evaporated apples, prime	0 08

Dried Fruits—Buying is mostly being done for immediate requirements and as a result trade is well distributed in all lines, though the volume is none too large. Seeded raisins are having a somewhat slow sale at present. Currants are firm with a fair demand. This year's date crop promises to be exceptionally good according to a recent cable.

Currants, fine filiatras, per lb., not cleaned	0 05½
" " " cleaned	0 06½
" Patras, per lb	0 07½ 0 08
" Vostizzas, per lb	0 08 0 09
Prunes—	
40-50	0 09
50-60	0 08
60-70	0 07
70-80	0 06½
80-90	0 06
90-100	0 05½
Raisins—	
Australian, per lb., (to arrive)	0 08½ 0 09
Old seeded raisins	0 06
California, choice seeded, 1-lb. pkgs	0 07
" fancy seeded, 1-lb. pkgs	0 09
" loose muscatels, 3-crown, per lb	0 07½ 0 08
" " 4-crown, per lb	0 08½ 0 09
" sultana, per lb	0 07½ 0 10
Malaga table raisins, Rideau clusters, per box	2 25
Valencia, fine off stalk, per lb	0 05
" select, per lb	0 06
" 4-crown layers, per lb	0 06½

Nuts—The price of lower grade peanuts is weaker and this has given considerable impetus to trade in those lines. Otherwise nuts are holding firm at former quotations. Stocks of almonds and walnuts are somewhat low and an advance in these lines is to be looked for.

In shell—	
Brazils	0 14½ 0 15½
Filberts, Sicily, per lb	0 12½
" Barcelona, per lb	0 10½
Tarragona Almonds, per lb	0 12½ 0 13½
Walnuts, Grenobles, per lb	0 13 0 14½
" Marbots, per lb	0 12½
" Cornes, per lb	0 11½
Shelled—	
Almonds, 4-crown selected, per lb	0 32½ 0 35
" 3-crown " "	0 31½ 0 33
" 2-crown " "	0 30
" (in bags), standards, per lb	0 26 0 27
Cashews	0 15 0 17
Peanuts—	
Spanish, No. 1	0 12
Virginia, No. 1	0 13 0 15
Pecans, per lb	0 65
Pistachios, per lb	0 75
Walnuts—	
Bordeaux halves	0 28 0 30
Brokens	0 23 0 27

Beans and Peas—Pork is still too high to permit of any increase in demand for beans. Prices are the same, but signs of weakness are in evidence. Peas are in fair demand at unchanged prices.

Ontario prime pea beans, bushel	2 15 2 20
Peas, boiling, bag	2 50

Rice and Tapioca—Tapioca is selling briskly even at the recent advance, and stocks are rapidly becoming depleted. Rice is quiet with steady quotations.

Rice, grade B, bags, 250 pounds	2 75
" " " 100 "	2 75
" " " 50 "	2 75
" " pockets 25 pounds	2 85
" " ½ pockets, 12½ pounds	2 95
" grade c.c., 250 pounds	2 65
" " 100 "	2 65
" " 50 "	2 65
" " pockets, 25 pounds	2 75
" " ½ pockets, 12½ pounds	2 85
Tapioca, medium pearl	0 05½ 0 06

ONTARIO MARKETS

POINTERS—

Sugar—Unsettled market.
Dried Fruits—Quiet.
Evaporated Apples—Slow.

Toronto, April 28th, 1910.

The wholesale business men report fair conditions. In a few lines things are inclined to be quiet, but on the whole the markets are satisfactory. One wholesaler attempted a prediction saying that the coming year would be a poor one for credit. Events alone will prove the accuracy of his statement.

The week has been an epoch making time in the history of the grocery trade of this province. Grocers during the past few days have met and mingled with wholesalers and manufacturers and beneficial results to all three should be experienced in the near future.

Sugar—The sugar market is unsettled. Some wholesale men expect an increase of 10 cents at any time, others feel that the price has gone its highest. Opinion is divided. Willett and Gray one of the best authorities on sugar refer to the market as follows:

"Indications from the raw sugar standpoint all point to an advance in refined almost immediately. The fruit season is now near enough at hand to help along a new demand."

St. Lawrence "Crystal Diamonds," barrels	5 85
" " " ½ barrels	5 95
" " " 100 lb. boxes	6 05
" " " 50 lb. boxes	6 15
" " " 25 lb. boxes	6 35
" " " cases, 20-5 boxes	7 60
" " Dominos, cases, 20-5 boxes	7 60
Paris lumps, in 100-lb. boxes	6 05
" in 50-lb. "	6 15
" in 25-lb. "	6 35
Red Seal	7 10
St. Lawrence granulated, barrels	5 20
Beaver granulated, bags only	4 90
Redpath extra granulated	5 20
Imperial granulated	4 90
Acadia granulated (bags and barrels)	5 10
Wallaceburg	5 10
St. Lawrence golden, bbls.	4 80
Bright coffee	5 10
No. 3 yellow	5 00
No. 2 "	4 90
No. 1 "	4 75

Granulated and yellow, 100-lb. bags 5c. less than bbls.

Dried Fruits—The market in dried fruits is moving, although not stirring up any excitement. Apricots are easy with trade fair. Dried apples require a little stirring for sales and with the

apple trade all but wound up should move more steadily.

	Per lb
Prunes—	
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 09
50 to 60 " "	0 07½
60 to 70 " "	0 07
70 to 80 " "	0 07
80 to 90 " "	0 06
90 to 100 " "	0 05½
Same fruit in 50-lb. boxes ½ cent less.	
Apricots—	
Standard	0 15
Choice, 25 lb boxes	0 15
Fancy, " "	0 17
Candied and Drained Peels—	
Lemon 0 09 0 11 Citron	14 17
Orange 0 11½ 0 12½	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag figs	0 03½ 0 04
Dried peaches	0 08 0 08½
Dried apples	0 07½
Currants—	
Fine Filiatras 0 06 0 07 Vostizzas	0 08½ 0 09
Patras 0 07½ 0 08	
Uncleaned ½c less.	
Raisins—	
Sultana	0 05 0 05½
" fancy	0 06 0 07
" extra fancy	0 08½ 0 09
Valencias, new	0 06 0 06½
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07½
" 12 oz. " "	0 06
Dates—	
Hallowees 0 05 0 05½ Fards choicest	0 10
Sairs 0 05	

Rice and Tapioca—Market is fairly strong. Rice is plentiful and at a low figure.

	Per lb.
Rice, stand. B	0 03 0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03¾
Patna	0 05¼ 0 05¾
Japan	0 04½ 0 05
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed taploca	0 06
Tapioca, medium pearl	0 04½ 0 05½

Beans—The bean market is rather slow. No change has been noted either in demand or prices.

Prime beans, per bushel	2 10
Hand-picked beans, per bushel	2 25

MANITOBA MARKETS

Winnipeg, April 28, 1910.

The local trade is heavy just now, and grocers in the city are ordering freely. It is believed that the large emigration has greatly stimulated the city trade and wholesalers report an exceptionally brisk trade with grocers everywhere in the west. Opening orders are frequent and it is evident that a large number of newcomers are engaging in the merchandising business. At any rate, the opportunities are many, and it is the concern of manufacturers and wholesalers how they are to take care of the rapidly-developing business. The hand-to-mouth trade is altogether too evident in a large number of lines, and shortages are continually being reported. The feature of the week is the scarcity and consequently high price of butter.

Sugar—The decline of last week is maintained and the feeling seems to be that it will be still lower. Some difficulty is experienced in landing the powdered stuff in good condition.

Montreal and B.C. granulated, in bbls	5 60
" " in sacks	5 65
" yellow, in bbls	5 20
" " in sacks	5 15
Icing sugar, in bbls	5 95
" " in boxes	6 15
" " in small quantities	6 20
Powdered sugar, in bbls	5 75
" " in boxes	5 95
" " in small quantities	6 00
Lump, hard, in bbls	6 45
" " in ½-bbls	6 55
" " in 100-lb. cases	6 55

Lard—This market is strong, particularly in the pure. The competition between U. S. and Canadian compound holds prices moderate. The demand is excellent for all sizes and brands.

Pure, 20-lb. pails	3 65
" 3-lb. tins, 60-lb. cases	11 25
" 10-lb. tins, 60-lb. cases	11 05
Compound, 20-lb. pails, per pail	2 80
" 5-lb. tins, 60-lb. cases	8 80

Maple Syrup—There is not a heavy supply of Quebec syrup on the market this spring. The sap run was reported to be poor. It will undoubtedly mean that prices will be firmer before long.

24 quarts, per case	8 50
12½ gallons, per case	7 85
6 gallons, per case	7 25

Butter—Jobbers report the most serious shortage in butter that this province has ever experienced. It is impossible to get supplies from the Eastern Townships and the local production has fallen off, due to the shortage of stock feed. When the grass butter comes on the market prices will go down rapidly. Today retailers pay 38c for No. 1 creamery, and 30 to 35 cents for dairy. These are high prices.

NEW BRUNSWICK MARKETS.

St. John, N.B., April 28.—All grades of Ontario flour declined 20 cents on Tuesday.

NOVA SCOTIA MARKETS.

Halifax, April 28, 1910.

The grocery markets were active this week, and there are several changes in the price list. One of the most important changes is in the price of sugar which has declined ten cents per hundred pound on all grades. The drop in the price was not unlooked for by the trade. There is great activity in the egg market, and the price has fluctuated widely. The receipts last week were heavy and the price was sent down to 17 cents, while a few of the dealers were quoting them at 16 cents. The speculators then got busy and bought up all the available stock, and a car load was shipped off to Montreal. As a result of this cleaning up the price was advanced and eggs are now quoted at 18 cents per dozen. The receipts are not heavy this week and the price remains firm. Some of the dealers say that there is a market in Montreal for all the eggs available.

Jobbers report a good demand for canned goods, and preserved fruits in glass. The sales of these goods have increased greatly this month.

PERSONAL NOTES.

C. W. Summers, president of the R. G.A., London, Ont.; W. J. Mellen, president of the Brantford R.G.A., and F. Harp, also of Brantford, were visitors to the Toronto office of The Canadian Grocer on Wednesday.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

C. F. Fisher, representing J. W. Windsor, packer of Ice Castle Brand lobsters and kippered herring, reports that new pack will be on the market about the middle of May. Advance sales, he says, are heavy, as the supplies on hand are practically nil.

Surprise Soap, the product of the St. Croix Soap manufacturing Co., Saint Stephen, N.B., is now known all over Canada. While Surprise washing powder has not been on the market so long it is an equally good article. A sample of it will be sent to any grocer in Canada on application so that he may give it a trial in his own home and prove its good qualities.

REPRESENTATIVE WANTED.

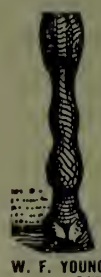
WANTED—Traveling salesman for a leading wholesale grocery house. Must be a first-class man. Give age and reference. Apply Box 346, CANADIAN GROCER, Toronto.

SITUATIONS VACANT.

CITY SALESMAN WANTED for thoroughly reliable and well established specialty house. Splendid opportunity for a first-class man. Box 347, CANADIAN GROCER, Toronto. (18p)

MAPLE SYRUP!

Small's Maple Leaf Brand
is the Standard the world over.
CANADA MAPLE EXCHANGE
Montreal



ABSORBINE

Will reduce inflamed, strained, swollen Tendons, Ligaments, Muscles or Bruises, Cure the Lameness and Stop pain from a Splint, Side Bone or Bone Spavin No blister, no hair gone. Horse can be used. Horse Book 2 D free. $2.00 a bottle at dealers or delivered.
ABSORBINE, JR., for mankind, $1. Reduces Strained Torn Ligaments, Enlarged glands, veins or muscles—heals ulcers—allays pain. Book Free.
W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

WILSON'S
FLY PADS

Owing to the unusually warm weather that prevailed in March the demand will be much larger this season than ever before.

Seize the Opportunity!

A grand chance is now offering to place your goods on the booming Western markets. We are here to tell you of the demand, prospects and opportunities which the West is presenting right now, and we will, if you wish it, handle your goods for you on a reasonable commission basis. We have exceptional facilities in our large track warehouses at Winnipeg, Regina, Calgary and Edmonton.

May we convince you that we can be of r e a l service to you?

Let us hear what your requirements are.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Winnipeg Regina Calgary Edmonton Fort William

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg, Edmonton, Regina and Fort William.

Old-Time Purity

of the contents and manufacture is the outstanding feature of

"E. D. S" BRAND

JAMS and JELLIES

Our claim to ABSOLUTE purity is stronger than mere assertion The Government Analyst has certified "E.D.S." Brand 100 per cent. pure Send for Bulletin 194 from the Department of Inland Revenue, and see how E. D.S. brand outrivals all other brands in purity. We use no preservatives or coloring matter, and never have used them.

Isn't this the line to handle, Mr. Grocer – a 'quality' line that never fails to bring the repeats.

Equally profitable to handle is "E.D.S." GRAPE JUICE —a non-alcoholic, appetising and refreshing drink! It's proving a rare seller. Try a case.

Made by **E. D. SMITH** at his Fruit Farms

WINONA, ONT.

AGENTS—N. A. Hill, 25 Front St. E., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

A Break in Price of Butter is Expected Soon

Reports From Country Indicate Heavy Milk Flow in Short Time—Heavy Production of Eggs in Ontario and Quebec — Substantial Decrease in Price of Live and Dressed Hogs — Maple Syrup Dearer on Account of Searcity.

A break is looked for in the price of butter by those in close touch with the market. The weather has been favorable for growth and from the country reports are received that the meadows and pastures are rich with grass. It is true that there is no change up to the present, but the feeling has grown that it is only a matter of time before a drop in price is experienced.

The receipts of eggs have been unusually large. Prominent provision houses state that they are two weeks ahead of last year in production and it is believed that the present condition will be maintained. The production of eggs has been particularly heavy in Quebec with the result that the receipts at Montreal have been greater than at Toronto.

The new cheese is beginning to arrive but there is no demand for it. The situation remains unchanged.

As anticipated, the easier prices in hogs have been realized but the drop has been greater than expected.

For live hogs at country points the price has fallen from $9.40 to $8.75 and $9.00 is being paid at the central points. The price of dressed hogs declined from $12.75 to $12.25. The receipts continue.

MONTREAL.

Provisions.—There is a general feeling of growing weakness in both live and dressed hogs this week and a few sales are reported at 25c reduction. Prices in general remain unchanged, however, and the volume of trade passing is steady though not all that could be desired.

Pure Lard—	
Boxes, 50 lbs., per lb	0 17½
Cases, tins, each 10 lbs., per lb	0 17½
" " " 5 " "	0 17½
" " " 3 " "	0 17½
Pails, wood, 20 lbs. net, per lb	0 17½
Pails, tin, 20 lbs. gross, per lb	0 17½
Tubs, 50 lbs. net, per lb	0 17
Tierces, 375 lbs., per lb	0 17
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 12½
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12½
" 5 " " " "	0 12½
" 3 " " " "	0 12½
Pails, wood, 20 lbs. net, per lb	0 11½
Pails, tin, 20 lbs. gross, per lb	0 11½
Tubs, 50 lbs. net, per lb	0 12½
Tierces, 375 lbs., per lb	0 12
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	32 00
Bean pork	28 00
Canada short cut back pork, bbl. 45-55 pieces	31 50
Clear fat backs	34 00
Heavy flank pork, bbl	21 00
Plate beef, 100 lb bbls	9 25
" 200 "	18 00
" 300 "	26 50
Dry Salt Meats—	
Green bacon, flanks, lb	0 16½
Long clear bacon, heavy, lb	0 17
Long clear bacon, light, lb	0 17½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 16
Large sizes, 18 to 25 lbs., per lb	0 17½
Medium sizes, 13 to 18 lbs., per lb	0 18
Extra small sizes, 10 to 13 lbs., per lb	0 18½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 18½
" " " small, 9 to 12 lbs., per lb	0 19
Breakfast bacon, English, boneless, per lb	0 20
Windsor bacon, skinned, backs, per lb	0 21
Spiced roll bacon, boneless, short, per lb	0 15
Hogs, live, per cwt	10 00
" dressed, per cwt	14 00

Butter.—Butter is firm at present high quotations, and supplies seem light. Little is available yet for storing, and dealers here fear the effects of the continued low cream tariff to the United States.

Receipts for the week are 1,472 packages as against 2,646 packages same week last year. For the season they are 411,481 packages as against 430,479 packages same season last year.

New milk creamery	0 32
Fall creamery solids	0 30 0 30½
Dairy, tubs, lb	0 22½ 0 23½
Fresh dairy rolls	0 25 0 26

Cheese.—Cheese conditions are practically unchanged since last week. Receipts of new made are larger than last year and are being readily taken up. For the week they are 2,754 boxes as against 2,317 boxes same week last year. For the season they are 1,976,818 boxes as against 1,963,051 boxes same season last year.

Quebec, large	0 13
Western, large	0 13
" twins	0 13½
" small, 20 lbs.	0 13½
Old cheese, large	0 18

Eggs.—Eggs are coming in freely and yet none too freely to suit packers. Prices are still high, though the farmer is getting about 1c. less than last week. The reason that no change in quotations to the retail trade is made is because it is claimed the former margin was barely sufficient to enable a living profit to be made.

Receipts for the week are 15,156 cases as against 9,517 cases same week last year. For the season they are 272,633 cases as against 257,110 cases same season 1909.

New laid	0 22 0 24

Maple Products.—Maple syrup is up 5c on account of scarcity. Dealers report practically a bare market, with no more supplies in view. A further advance is expected. Sugar is scarce also, but the demand, though strong, is not quite up to that for syrup.

Compound maple syrup, per lb	0 04½ 0 05
Pure townships sugar, per lb	0 10 0 11
Pure syrup, 5 lb. tin	0 70
" 10½ lb. tin	0 85

Honey.—Honey is taking a new lease of life, due in part to the scarcity of maple products. Sales this week have been much improved over last week. Prices are unchanged.

White clover comb honey (nominal prices)	0 15 0 17
Buckwheat, extracted	0 08½ 0 09
Clover, strained, bulk, 30 lb. tins	0 11 0 11½
Buckwheat comb	0 12½ 0 13

TORONTO.

Provisions.—A decided decline in the price of live and dressed hogs is a feature of this week's market in view of the high figures that have obtained for weeks past.

Long clear bacon, per lb	0 15 0 15½
Smoked breakfast bacon, per lb	0 18½ 0 19
Roll bacon, per lb	0 15½ 0 16
Light hams, per lb	0 17½ 0 18
Medium hams, per lb	0 17½ 0 18
Large hams, per lb	0 17 0 17½
Shoulder hams, per lb	0 14 0 14½
Backs, plain, per lb	0 20 0 21
" pea meal	0 21 0 21½
Heavy mess pork, per bbl	28 00 29 00
Short cut, per bbl	31 00 31 50
Lard, tierces, per lb	0 16½ 0 16½
" tubs "	0 16½ 0 17
" pails "	0 17 0 17½
" compounds, per lb	0 13
Live hogs, at country points	9 00
Dressed hogs	12 25 12 50

Butter.—There has been an increased output of butter at the factories but not sufficient to affect the market, which still shows but little change. As stated above, the annual break that comes with spring is about due and the conditions are so favourable that it should be experienced at any time now. Reports received by the provision houses are to the effect that the country could not look better and the milk supply should gradually increase to its highest mark.

	Per lb.
Fresh creamery print	0 31 0 33
Stored creamery solids	0 26 0 27
Farmers' separator butter	0 28 0 30
Dairy prints, choice	0 24 0 25
Baking butter	0 18 0 19

Eggs.—The egg market is noticeably easier and indications point to lower prices. The production is all that could be desired and they are being marketed in fairly large quantities.

New laid eggs	0 18 0 20

Poultry.—The poultry market is rather dormant. Spring broilers are coming in but in small numbers and the price is high.

Spring chicken, dressed	0 18 0 20
Hens, per lb. dressed	0 11 0 12
Turkeys, per lb., large	0 18 0 19
Ducks	0 16 0 17

Honey.—No change has been reported in the honey market. The demand is steady and the price has not deviated.

Honey, extracted, 60 lb. cans	0 10½ 0 11
" " 10 lb pails	0 11 0 12
" " 5 lb. pails	0 12 0 12½
" comb, per dozen	2 50 2 75

THERE MAY BE A MERGER.

Toronto, April 28.—The Grocers' Section of the R. M. Association of the Toronto branch, held their annual meeting on Monday night last, and elected the following officers:

J. F. Holloway, chairman.
D. McLean, 1st vice.
D. Clark, 2nd vice.
F. C. Higgins, secretary.
John Bond, treasurer.

The retiring chairman, A. B. Griffin, urged upon the members to give the officers their united support. The association was a necessity, he said, and deserved the moral and financial assistance of every grocer. The two local grocers' associations are growing more friendly and the likelihood of a "merger" is more than probable.

WHOLESALE GROCERS EXCHANGE.

(Continued from page 46.)

less than cost—it was an injury not only to the party who cut the price, but an injury to the trade and commerce of the country.

"We are depending on you for our existence," said Mr. Blain, "and you deserve to get fair profits. I believe that retailers as a rule are the worst paid men in the community, and you have a right to have protection if you do work which is fair and honest in the interests of the public and of yourselves."

Mr. Blain predicted that good results would follow from the convention. They would not be immediate. Perseverance will be required, but ultimately business would be placed on a fair and honorable basis so far as all its branches were concerned, two of which he felt did not get a fair consideration at the present time.

The remaining part of the convention will appear in next week's issue of The Grocer and as this includes E. F. B. Johnston's address on the Secret Commissions Act every grocer should see that he obtains his copy.

OUR
Maple Leaf Brand
Breakfast
Bacon
IS PERFECTION
Our Own Special Cure
Try it for that Particular Customer
There is no other just as good
GUNNS LIMITED Pork and Beef Packers TORONTO

GET THE HABIT

of asking for weekly shipments of cooked hams. This is an excellent custom—it saves you the trouble of thinking of your requirements and the expense of wiring for goods at the last moment—and it enables us to anticipate your wants and see that they are taken care of.

F.W. Fearman Co.
LIMITED
Hamilton

Young Canada is Being Raised on
Reindeer Condensed Milk
The richest and best
HOW IS YOUR STOCK?

The Truro Condensed Milk Co., Limited, Truro, N.S.

MILD CURED
Breakfast Bacon Skinned Backs and Hams

Finest Quality. Made from Selected Hogs. Made under Government Inspection.

The WM. RYAN CO.
LIMITED
PACKING HOUSE:
FERGUS, - - ONT.
HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Have You Any Credit Customers?

Yes. Almost every grocer has. And it's a serious matter to avoid loss. Yet there is a way to make the credit customer just as good an asset and as safe as the cash buyer.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the hook is used up. Then he pays the $10 and gets another book. No pass hooks, no charging, no lost time, no errors, no disputes. Allison Coupon Book are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.
Manufactured by

ALLISON COUPON CO., Indianapolis, Ind.

T. E. CHAREST

Commission Merchant

QUEBEC

My several years' experience makes me a particularly reliable representative for a Canned Goods House. Am open to consider a good proposition in this line at once. Highest references.

Dishes for Eatables

To increase the attractiveness of goods sold in Oval Butter Dishes, they receive particular care in the making. Those employed are working to increase your sales. Write your dealer about them.

Graham Bros. & Co., Kinmount, Ont.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

CHINESE STARCH

Quick Sales.
Satisfaction.
Large Profit.
No Dead Stock.

Get Prices

OCEAN MILLS
MONTREAL

It dries them up **Common Sense KILLS** { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

Turn Your Accounts into Cash

Our Collection System can get the money—that's its big recommendation.

If we don't collect we make no charge.

We make a specialty of getting collateral security.

Write for circular, rates and methods.

References from best dealers and Bank of Hamilton, Winnipeg.

Commercial Union Association

45 Aikins Bldg., McDermott and Albert Sts.

WINNIPEG, MAN.

Service Est. 1903 Satisfaction

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, Co. 138 Front Street, NEW YORK

THE Beverage for ALL Weathers

Epps's Cocoa

A Cup of "Epps's" at breakfast **Warms** and **Sustains** you for hours. As a supper beverage it is perfect.

Grateful ***Comforting***

Special Agents: C. E. COLSON & SON, Montreal

Nova Scotia: E. B. ADAMS, Halifax. **Manitoba: BUCHANAN & GORDON, Winnipeg**

Taking Care of Your Profit

In making prices for our different lines we have always been careful to leave **You** a fair margin of profit. This is a feature to consider when you are ordering your biscuits.

Our O. K. Sodas in pails run from 40 to 44 to the lb.

The Canadian Biscuit Co., - La Perade, Que.

When writing advertisers kindly mention having seen the advertisement in this paper.

QUALITY — COST

NO ALUM

Your customers appreciate your efforts to supply to them goods of the maximum quality at the minimum cost, and by such methods only can you reasonably expect to merit the confidence and continued patronage for which you strive. The use of Magic increases the quality of the food and decreases the cost, thereby meeting the full requirements of discriminating customers.

Magic Baking Powder

CONTAINS NO ALUM

Magic is a medium-priced baking powder and the only well-known one made in Canada that does not contain Alum.

E. W. Gillett Co. Ltd.

Toronto, Ont.

Winnipeg — Montreal

Pays a Profit From the Day It is Installed

Made in Canada

¶ This is THE McCASKEY ACCOUNT REGISTER in which is embodied the SYSTEM of handling ACCOUNTS WITH ONE WRITING.

¶ Sixty thousand merchants are using it.

¶ If it saves them time, labor and money it will do the same for you.

¶ We'll be glad to tell you about it and demonstrate it without any cost to you. Drop us a line saying you are interested.

FIRST AND STILL THE BEST.

Dominion Register Co., Limited

Successor to The McCaskey Register Co. in Canada.

96-104 SPADINA AVE. - TORONTO, CANADA

The Best Meats

are the meats that are made by the man who knows most about meat making and has the equipment to do the best he knows how.

CLARK'S MEATS have a longer experience behind them and better facilities to make them than any other meat in Canada.

Hence their excellence, and this means meat sales to the grocer who carries them.

Wm. Clark - Montreal

Manufacturer of high-grade

—Food Specialties—

As we have entered the field for the manufacture of high-class pepsin chewing-gum under our brand of Y&S, which for forty years has been the leading brand of Stick Licorice sold in the United States and Canada, we beg to call the attention of the trade to the Y&S pepsin gum, a strictly high-class article containing only the finest ingredients. Y&S is the stamp of quality. We put up the following flavors: LICORICE, PEPPERMINT, WINTERGREEN, SPEARMINT. Order a sample box (assorted if required) from your jobber. There is no better gum made. Each piece wrapped singly. 5 pieces to package. 20 packages to box.

National Licorice Co.

MONTREAL

Here's a pointer for you!

If you wish to obviate all trouble with your Biscuit condition and quality, sell

"WHITE LILY" BRAND

Cream Sodas

in Jumbo tins.

It's just the extra care put into the mixing and baking of these biscuits, and the extra skill in choice of materials that make them a little better than the other maker's best.

"Soggy" condition is unknown with WHITE LILY BRAND!

Stock up freely with

WHITE LILY

Jam Jams, Havelock Lunch, Marshmallow and People's Fancy Mixed.

The profit's all right in selling 'White Lily' Brand. In bulk, boxes and tins.

WRITE FOR PRICES

J. A. MARVEN, Ltd., Moncton, N.B.

By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Prices of Flour May Show Decline in Near Future

No Change in Quotations in Either Flour or Cereals — Market Rather Quiet in the Latter—Export Trade Dull.

The flour and cereal markets show no change from a week ago. There is a possibility, however, of lower prices on flour being registered, but no one seems to have any idea when they will materialize.

Cereals show a general weakness, due to the opening of spring, but quotations remain the same. Export trade in cereals is light.

MONTREAL.

Flour.—Flour is quiet in all lines. The situation here does not seem weak, however. It is simply a temporary lull. Export demand is particularly light. Prices are unchanged.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 80
Glenora, bbl	5 30
Manitoba spring wheat patents, bbl	5 80
" strong bakers, bbl	5 30
Five Roses, bbl	5 80
Harvest Queen, bbl	5 30

Oatmeal—There is a fair local demand for fine oatmeal, but nothing to boast of. Export trade is light, and prices are weakening somewhat, but no change has been made to the retail trade as yet.

Fine oatmeal, bags	2 20
Standard oatmeal, bags	2 20
Granulated " "	2 20
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
Rolled oats, bags	2 00
" barrels	4 25

TORONTO.

Flour—While winter wheat is not pressed on the market, Ontario millers are in a position to do without it, as there is no lack of supply of the Manitoba wheat at even lower prices than is asked for the Ontario article. Flour prices showed no change, but a decline is looked for by dealers.

Manitoba Wheat.	
1st Patent	5 60
2nd Patent	5 20
Strong bakers	5 00
Winter Wheat.	
Straight roller	5 10
Patents	5 30
Blended	5 30

Cereals—Although easier prices are expected in the cereal market they have not yet been felt to any appreciable extent.

Rolled oats, small lots, 90 lb. sacks	2 00
" " 25 bags to car lots	1 90
Rolled wheat, small lots, 100 lb. brls	3 10
" " 25 brls. to car lots	2 80
Standard and granulated oatmeal, 98 lb. sacks	2 25

NEW COMPANIES.

The The Dominion Salt Company, Ltd., with head office at Sarnia, Ont., has been granted an Ontario charter to manufacture and deal in salt and its products. It is capitalized at $100,000.

A Dominion charter has been granted the Atlantic Sugar Refining Company, Limited, with head office at Montreal, to manufacture syrup, molasses, sugar and their products. The capital stock is registered at $4,500,000. The incorporators are: A. Chase-Casgrain, J. W. Weldon, E. M. McDougall, J. J. Creelman, and S. J. LeHuray.

C. Robillard & Co., Limited, with capital stock of $75,000 have received a charter to take over and continue the business of C. Robillard & Co., as manufacturers of aerated waters. The head office remains at Montreal.

A COMBINATION FRUIT.

H. Coxwell, grocer, Howard St., Toronto, reports an interesting curiosity which he found among a shipment of California fruit. It is a combination of orange and lemon, the divisions of the two fruits having grown together in alternate sections. The light yellow skin of the lemon and the dark yellow of the orange is pretectly blended, he says.

TRADE NOTES.

A. P. Tippet, Montreal, was in Toronto this week.

J. P. LeBlanc, grocer, Florence, N.S., has assigned.

Trottier & Co., grocers, St. Casimir, Que., have registered.

The Star Dressing Co., soap manufacturers, Montreal, have registered.

M. J. Fleming, general merchant, Marshall, Sask., has sold to Mr. Hodson.

Geo. E. Bristol & Co., Hamilton, are using a motor truck for city delivery.

Ganong Bros., St. Stephen, N.B., are building an addition to the present plant.

H. Laporte, Laporte, Martin & Co., Montreal, has returned from the south.

Frank Hodgson, manager, Montreal Biscuit Co., was in Quebec for a few days last week.

The assets of J. A. Roy, general merchant, St. Philemon, Que., have been sold.

Surprise Soap Co., St. Stephen, N.B., are building an addition to their establishment.

R. C. Roberts & Co., general merchants, Osage, Sask., have sold to C. McDonald.

Edwards & Saunders have recently opened a retail store on Prospect Ave., Sherbrooke, Que. They have a good stock, and are live retailers.

V. McLaren, for many years foreman at the Times office, Port Elgin, Ont., has purchased the grocery and confectionery business of J. H. Brooks, of that place.

J. T. Adamson & Co., Montreal, have been appointed agents for Quebec province for Armour & Co., Chicago. H. F. Tibbs, Jr., Montreal, will represent them in Canada and will have a general supervision of local agencies.

There's a difference in the taste of a "Perfection" Cracker which distinguishes it from every other Soda Biscuit.

The difference begins by the better mixing of the choicest materials, and by the better baking of the biscuit in modern sanitary ovens.

The difference is protected and preserved for your customer by the package of the biscuit, which effectively retains the freshness and excludes all dust and dirt.

Replenish your stocks to-day!

The MOONEY BISCUIT & CANDY CO., LTD. Stratford, Can.

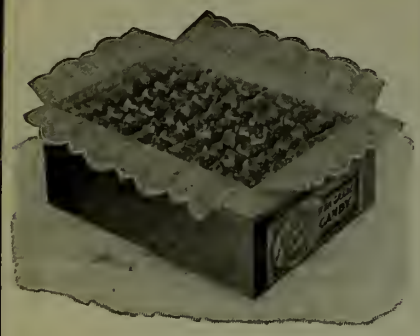
COX'S GELATINE

The Leading Gelatine for more than Sixty Years Foremost in Purity and Manufactured by Messrs Cox as well as PACKED by them.

PURITY GUARANTEED

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co. "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills, EDINBURG H



Reputation !

You know the value of a good reputation.

It is sought by all firms.

And a particular line often wins for a house untold prestige, if it possesses special features, and be aggressively pushed.

We find our famous

"CHOCOLATE BORDO"

has made us known everywhere in Canada as makers of high class chocolate goods.

It has brought us reputation, and business—and consequent profits.

Have you ever considered how handling known high-class brands must bring you reputation—meaning customers and dollars?

By featuring our chocolates in your store you educate the public to associate high-grade goods with your name.

The Montreal Biscuit Company

Manufacturing Confectioners

MONTREAL

TRUMILK

An excellent full cream milk in powder form, suitable for tea, coffee, cereals, etc.

MILKSTOCK

A separated milk in powder form, perfect for all kitchen uses.

Both these products are guaranteed to be absolutely free from all chemicals, preservatives or adulterations of any kind, and are excellent articles for drinking purposes. *Always sweet, safe and pure.* Prices, profit, and any other information required, sent on application to

Canadian Milk Products, Limited

Sole Manufacturers

Head Office : MAIL BUILDING, TORONTO.

The New Flavor

MAPLEINE

Better Than Maple

The Crescent Mfg. Co., Seattle, Wash.

Frederick E. Robson & Co.
Sales Agents
26 Front St. E., TORONTO

W. H. ESCOTT

WHOLESALE

Grocery Broker

141 BANNATYNE AVENUE

WINNIPEG

COVERING

MANITOBA and SASKATCHEWAN

CORRESPONDENCE SOLICITED

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments. Write us for prices. Phone order our expense.

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, MANAGER

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance.

WRITE TO

P. POULIN & CO.

39 Bonsecours Market, - Montreal

WE SELL FEATHERS TOO

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON

Pot and Pearl Barley Split Peas and Feed

John MacKay, Limited

BOWMANVILLE, - ONTARIO

SUCHARD'S OOOOA

This is the season to push SUCHARD'S CO-COA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

THE HODGSON GUM 90.

898 St. Lawrence St. MONTREAL

Makers of High Class Gums at Popular Prices. Write for Samples and Quotations.

We make special brands to order.

When writing advertisers kindly mention having seen the advertisement in this paper.

If One is Enough, Why More?

WHAT'S the use of carrying around a pumpkin when a hazelnut answers the purpose?

What's the use of keeping two salesmen when *one* makes more sales and holds the business?

Brother Grocer, what *is* the use?
Recently our Toronto people wrote us of funny happenings.
Said they:

"We called to-day on Up & Doing "and asked them why they were push-"ing FIVE ROSES *exclusively as a "pastry flour* to the exclusion of bread-"making.

And they replied that they pushed a Manitoba Hard Wheat flour for bread baking, but *always recommended FIVE ROSES for pastry."*

Pretty rich, don't you think.

Because, you see, FIVE ROSES is strictly a pure Manitoba Red Fife product, the immaculate extract from the heart of the berry.

And to think, Brother Grocer, that many praise it exclusively for its fancy cooking proclivities, pastries and "sich."

And, what's more, the pastry folks take to it like unto an hungry kid to the wetnurse.

While the re-orders take care of your profits.

No doubt 'tis due to our advertising in the newspapers far and wide, featuring in detail the pastry possibilities of FIVE ROSES.

Which only goes to prove what a mighty force is good advertising copy, since it has created a prejudice for FIVE ROSES as a pastry raw material.

We tell YOU this, Brother Grocer, lest you think of Manitoba Spring Wheat flours as good *only for bread.*
Why pay two salaries when one delivers the goods—

Why keep so many brands when FIVE ROSES turns the trick—

Why lose time and money talking with a dozen flour mill representatives weekly when *one* flour fills the bill—
Why open separate accounts, make small separate entries, multiply YOUR bookkeeping when it means NOTHING in the till—

Why harbour the *slow seller* when YOU can sell FIVE ROSES—

What's the use, Brother Grocer?

Since one is enough, let YOUR own good judgment dictate.

Act Now and save yourself the work of second thinking.

LAKE OF THE WOODS MILLING COMPANY, LTD.
CANADA

HIS REQUEST WAS LATE.

Got Order Badly Mixed and Missed a Golden Opportunity.

"Here!" called the pretty servant girl as the grocer's man was just starting out of the kitchen door, "where's that can of salmon?"

"Did you order a can of salmon?" he asked, turning round with his basket in his hand.

"'Course I did, and I don't see any raisins, either, nor the eggs. Say, what's the matter with you lately, anyhow? You never seem to get anything right any more."

"I don't remember of you ordering eggs," he said, slowly.

"'Course you don't—you don't remember nothing. Here's summer squash. Who told you to bring a summer squash? You're about the limit."

"Say, Annie," he began, with a pained expression on his face, "please don't talk to me like that; it hurts my feelings."

"Lookey here," snapped the pretty servant girl as she brought her foot down sharply on the oil-cloth, "you don't know me well enough to call me by my first name!"

"Well, I'd like to," he said doggedly.

She blushed and poured some hot water into the dishpan, but did not reply. He stood embarrassed picking at the edge of the basket.

"D'you know why I got that order all balled up this morning?" he asked finally, with an effort.

"No, I don't," she answered.

"Well, I'll tell you," he plunged on desperately; "when I come for it I had my mind all made up to ask you to go for a walk with me next Sunday afternoon, but when I got where you was I lost my nerve and was so rattled I didn't know what I was writin' when you was givin' me the order, and that's the honest truth."

"Well, in that case, I s'pose you can take it over again. Now, listen."

Then she repeated the order while he took it down. He was as calm as a cucumber,

When he had finished he closed his order book and thrust it into his pocket.

"Well," he said, with his hand on the door knob, "will you come?"

"Come—where?" she asked, innocently.

"A walk with me, next Sunday."

"Very sorry," she said, with a face that told she wasn't the least bit sorry, "but the butcher's man asked me if I'd go driving with him next Sunday, and I told him I would."

THE WINDOW TRIMMER.

Speaking from a psychological point of view, the successful window trimmer of to-day should be endowed with the following faculties: Well developed imagination, inspiration, originality, color, balance, constructiveness, individuality and patience.

Imagination enables him to picture in his mind the work he wishes to do.

Inspiration enables him, after that start has been made, to place the various articles to be used in the exhibit where they will show to the best possible advantage. All this comes to the trimmer as he builds up his display, just as new ideas come to the mind of the artist as he paints his picture.

Through originality the trimmer makes a display that is distinctive in design and style and that does not show the earmarks of imitation.

Patience, and lots of it, enables the trimmer to carry to a successful conclusion many a tedious piece of work, that he would otherwise leave out of the display. Patience without doubt is one of the greatest assets a trimmer can possess.

Balance concerns the placing of articles used in the display so that the exhibit will not appear to be one-sided or topheavy at any particular point. A well balanced display is absolutely necessary at all times. A proper interpretation might be, "A place for everything and everything in its place."

The day is not far distant when a window trimmer, as he is now termed, must be something more than a mere trimmer. He must add the qualifications of a decorator. A color scheme of draping the bare walls of a window with either cloth or paper will tend to bring out the beauty of the exhibit and make it more attractive to the general public than the old style of trimming. Harmony in color is another valuable asset to possess.—World-Wide Publicity.

Tell Your Customers That:

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make

D. McDOUGALL & CO., LTD., GLASGOW, SCOTLAND

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

TANGLEFOOT

The Original Fly Paper

For 25 years the Standard in quality

All others are Imitations

JAMAICA CIGARS and CIGARETTES

"La Retreat" Brand

Made from the finest and choicest tobacco.

La Retreat Factory Co.
7 Port Royal St.
Kingston, Jamaica, B. W. I.

Agent required for these Products in Canada.

Special inducement to financially responsible party.

Black Watch

The Big Black Plug Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade

For Steady, Profitable Selling

No line you can stock in your Tobacco Department will equal the

7-20-4 Cigar

A splendidly-made smoke of choice imported leaf only, and sells at a popular price.

Try a few boxes of "7-20-4."

Write for prices.

Sherbrooke Cigar Co.

Sherbrooke, Quebec.

Everything About—

Wonderful Soap

Will show you that it is the Washday Wonder Soap. The Friend of the Household.

The packing, the make-up and the quick sales have made it the friend of the grocer.

We Have a Proposition to Offer You

One that will work to our mutual advantage. It isn't a long story, but it will prove an interesting one. Write for particulars.

The Guelph Soap Co.,

GUELPH, : : ONT.

TORONTO AGENTS:

MacGREEGOR SPECIALTY CO.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

Strawberries

North Carolina arriving in good shape and prices are right.

Lots of new goods coming to hand daily—Tomatoes, Cabbage, Cukes, New Potatoes, Texas Bermuda Onions (they are fine), Pineapples, Asparagus, in fact everything to make windows attractive and increase sales.

McWILLIAM
Mc. AND E.
EVERIST

URCH ST. - TORONTO
Fruit and Importers

When

you hear brands of Lemons spoken about by people who know—you invariably hear that

"St. Nicholas"
and
"Home Guard"

are the most intelligently and honestly packed Fancy Lemons that have yet appeared in Canada. People "who know" say things like that.

J. J. McCABE
AGENT
32 Church Street, Toronto.

Strawberries Coming from Points Farther North

Prices Being Reduced as Supplies Increase—Fresh Vegetables Becoming Easier Also With Advance of the Season — Demand for Smaller Sized Oranges—Prospects for Higher Prices in Lemons—Fresh Fish Attracting Attention.

MONTREAL.

Green Fruits—Local strawberries are now on the market in sufficient quantity to bring down the price to 15c and 18c per quart. A few Floridas were on the market Saturday at 30c, but the end of their season is now reached. Bananas are up to $3 for high-grade stock, some even selling as high as $3.50. Trade has improved in nearly all lines except apples. These are quiet still.

Apples—		
Baldwins, bbl.		3 50
Greenings, bbl.		4 00
Russets	3 50	4 25
Kings, No. 1.		4 00
Spies, per bbl.		5 00
Tallman Sweets.		3 00
Bananas crated, bunch	2 00	3 00
Cranberries, bbl.	6 00	10 00
Cranberries, per bushel box.	1 50	2 00
Cocoanuts, bags.		4 25
Grape fruit—		
Florida, box.		4 75
Grapes, Almeria, per keg	5 00	7 00
Lemons—		
Sicily bitters, box	1 75	2 25
Oranges—		
Floridas		3 00
California navels	3 00	3 25
Porto Ricos		2 50
Mexicans		2 25
Sicily bitters, box	2 25	3 00
Jamaica, bbl		4 50
Pineapples—		
Floridas, case		4 50
Strawberries—		
Florida, qt.	0 15	0 18

Vegetables—New cabbage is on the market at $4 per crate. There is a decided scarcity of both new and old, as is shown by this week's high quotations. California celery is practically done, while Florida is higher. Tomatoes are coming in more freely and are easier. Radishes and beets are cheaper. Trade has improved considerably in the past week. It was needed, as dealers have been worried over it for some time past.

Asparagus, doz.	5 00	8 00
Beets, bag.	0 25	0 50
Carrots, bag.	0 40	0 50
Cabbage, bbl		1 50
Cabbage, new, ct		4 00
Celery—		
Florida, crate.	2 75	3 50
Cauliflowers, crate		5 50
Cucumbers, doz.		2 00
Garlic, per lb.		0 15
Green Peppers, basket.		0 75
Lettuce—		
Montreal, box.	0 50	0 60
Imported, box.		2 20
Mushrooms, lb.	0 50	0 75
Onions—		
Egyptian, lb.		0 02½
Red, per bag		1 50
Spanish, cases 150 lbs.		3 50
Spanish, ½ cases	1 50	1 75
Potatoes—		
Montreal, bag.	0 60	0 70
Sweet, per bbl.	2 50	3 50
" basket.		1 75
Parsley, dozen.	0 30	0 60
Parsnips, bag.	0 75	0 80
Radishes, dozen bunches.	0 25	0 40
Rhubarb, doz.		1 25
Spinach, bbl.		2 00
Tomatoes—		
Floridas, crate	2 50	3 00
Cubans, crate	2 25	2 50
Turnips, bag.	0 50	0 75

Fish—Haddock is still scarce, while halibut are plentiful. The first fresh Atlantic salmon has arrived and, as usual, the price is away up, 50c per lb. River fish are plentiful and as the market is somewhat dull, prices are well within the reach of every pocketbook. Trade in general is only fair.

FRESH

Shad		0 25	Mullets		0 05
Pike		0 08	Haddock		0 05
Perch		0 05	Halibut		0 10
Steak cod		0 05	Bullheads		0 10
Salmon		0 50	Carp		0 06

FROZEN

Codfish	0 04	0 04	Mackerel		0 08
Dore, winter caught, per lb.		0 08	Pike		0 06
Haddock		0 05	Salmon, B.C., red,		0 10
Halibut, per lb.		0 10	Gaspe salmon, per lb.		0 18
Herring, per 100.		1 00	Smelts, 10 lb. boxes.		0 07
Market cod		0 04	Whitefish, large, lb.		0 09
Steak cod		0 05	Whitefish, small.		0 07

SALTED AND PICKLED

Green cod, No. 1, bbl.	6 00	6 50	Salmon, B.C., red, bbl		14 00
Labrador herring, bbl	5 00		" " pink, bbl		12 00
" " ½ bbl	2 85		" Labrador, bbl		18 00
Labrador sea trout, bbls.		11 00	" " ½ bbls		9 00
Labrador sea trout, half bbls.		6 00	" " trcs., 300 lb.		25 00
No. 1 mackerel, pail.		2 00	Salt eels, per lb.		0 07
" " ½ bbls.		9 00	Salt sardines, 20 lb. pls		1 00
No. 1 pollock, bl		4 00	Scotch herring, bbl.		6 50
			" " keg		1 00
			Holland herring, bbl		5 50
			" " keg		0 75

SMOKED

Bloaters, large, per box	1 00
Fillets, lb.	0 10
Haddies	0 07
Herring, new smoked, per box	0 13
Kippered herring, per box	1 00

SHELL FISH

Shell oysters, bbl.	9 00
Lobsters, live, per lb.	0 16
Oysters, choice, bulk, Imp. gal.	1 30
" Selects, Imp. gal.	1 51
" "Sealshipt," standards, per Imp. gal.	1 75
" " select, per Imp. gal.	2 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Shredded cod, per box	1 80
Skinless cod, 100 lb. case	5 50

TORONTO.

Green Fruits—The arrival of the first carload of North Carolina strawberries on Tuesday indicates the near approach of the opening of the Canadian season. Last week the shipments were received from Louisiana, and it is not so long ago that the market had to depend upon the Florida-grown berries. The price is slightly easier, quart boxes being quoted at 17c to 20c and pints at 11c. There is a healthy demand for oranges, particularly in the smaller sizes. Lemons are firm, with the prospect for higher prices. The apple market is on its last legs, as the season is drawing to a close. However, there is still a good demand for the higher grade variety. Cranberries are also nearly done.

Apples	1 00	4 50	Floridas	2 50	2 75
Bananas	1 75	2 00	Mexican	2 00	2 25
Cranberries, bbl	6 25	6 50	Valencia	3 50	3 75
Cocoanuts, sack		4 00	Jamaica, barrel		4 25
Grapes, Almeria per keg	6 00	6 50	Marmalade, Seville, per chest		3 00
Grape Fruit—			Sicily bitter, box.		2 50
Florida	4 25	4 50	Pineapples, case	4 25	4 75
Lemons—			Strawberries—		
Sicily	2 50	2 75	N. Carolina, q. bx	0 17	0 20
Oranges—			" p. bx		0 11
California navels	2 75	3 00			

Vegetables—The vegetable market is brightening. There is a good demand for all the season's offerings and prices are slightly easier. Tomatoes are one of the most popular lines, and in the higher grades are of excellent quality. Our own outdoor-grown rhubarb is crowding the imported article off the market and is meeting a heavy demand. As to radishes, cucumbers, lettuce, beets, etc., the sup-

ply barely meets the demand. Potatoes are still at a bottom price.

Asparagus, per dozen	1 50	Valencias, new, orate	3 00 3 25
Beets, bag	0 90	Spanish	3 50 3 75
Beets, new, doz.	0 75	Green, per doz.	0 50 0 60
Beans, green per hamper	3 75	Spanish, ½ cases	1 50
Beans, wax, per hamper	4 50	Texas Bermudas per crate	2 25
Cauliflower, doz	2 25	Parsnips, bag	0 85 0 90
Cabbage, Canadian, dozen	0 35 0 40	Potatoes— Canadian, bag	0 50 0 55
Cabbage, Can., per barrel	2 00	Bermuda, new, per barrel	8 00
Cabbage, new, brl.	3 00	Sweet, hamper	1 25 1 50
Carrots, bag	0 65 0 75	" barrel	3 50
Carrots, new, dz	1 00	Parsley, per doz bunches	0 70
Celery, Canadian, dozen	0 30 0 35	Radishes, doz	0 35 0 40
Celery, Florida	2 00 2 50	Rhubarb, doz	0 75 1 00
Cucumbers, doz.	1 75 2 00	Spinach, hamper	0 60
Lettuce, hamper	2 50	Tomatoes, hot house, lb	0 25
Lettuce, per doz	0 30	Tomatoes, case of 6 baskets	2 50 2 75
Mushrooms, lb.	0 90	Turnips, bag	0 40
Onions— Canadian, bag	1 00 1 25		

Fish—The fish market is opening upon the season during which the supply is of the best quality. The day of frozen fish is practically over, having given way to the fresh-caught variety, which is being received in larger quantities. The prices are easier and the demand is noticeably increasing.

FRESH CAUGHT FISH

Halibut	0 09	Steak cod	0 07½
Salmon trout	0 10	Perch	0 07
White fish	0 11	Haddock	0 06½

FROZEN LAKE FISH

Goldeyes	0 06	Pike	0 05
Pickerel yellow	0 08	Whitefish, frozen	0 09
		Perch, fresh caught	0 07

OCEAN FISH (FROZEN)

Herring, per 100	1 50	Salmon, pink, per lb.	0 08
Mackerel, each	0 20	" red	0 09
Smelts, No. 1	0 08	" sea dressed	0 10

SMOKED, BONELESS AND PICKLED FISH.

Acadia, per crate	2 40	Fillets, per lb	0 11
" tablets, box	1 60	Haddie, Finnan	0 07
Bloaters, per basket	0 90	Herrings, Digby, bndle	0 60
Codfish, shredded, box	1 80	Herrings, Imported Loch Fyne, per kit	1 50
" Bluenose, "	1 40	Kippers, per box	1 25
Cod steak, per lb.	0 07	Quail on toast, per lb.	0 05½
Cod, Imperial, per lb.	0 05		
Ciscoes, per basket	1 25		

TELL YOUR CUSTOMERS.

A sharp knife is run about the edge of the half grape fruit to separate the pulp from the skin, in preparing it for the table, but a pair of scissors is more easily used in cutting out the centre fibre. Besides, if the fruit is at all tough, the knife is much more apt to waste the juice, and makes a more ragged hole.

Used as a first course at breakfast, many hostesses prefer not to sugar grape fruit beforehand, for the reason that

WHITE & CO., Limited

TORONTO AND HAMILTON

The Fancy Fruit and Produce House

Fresh Jamaica Cocoanuts—
(Picked within 3 weeks)

Florida Tomatoes—
(Fresh, Ripe, Firm Stock)

November Cut Lemons

Bronco Brand Navels

North Carolina Strawberries

EVERYTHING OF THE BEST

Phone Main 6565. **Mail Orders Solicited**

FANCY

RIPE PINEAPPLES / FLORIDA TOMATOES / BANANAS

FRESH LETTUCE / RADISH / RHUBARB / GREEN ONIONS

Finest Oranges and Lemons

HUGH WALKER & SON

(Established 1861) **GUELPH, ONTARIO**

TEXAS BERMUDA ONIONS

Mild Flavor — Fine Quality — Well Graded.

The growers of Texas have succeeded in placing on our market a first-class Onion—packed in the square slat crate, 50c. net. Order from your wholesaler—**Order now.**

W. B. STRINGER, **Sales Agent, Toronto.**

some guest may enjoy it better in its natural state.

A good test in buying grape fruit is the weight, which seems to disappear when the fruit becomes pulpy.

A grape fruit salad is occasionally very useful as a variety in the menu. The pulp should be cut in large sections, with the fibre removed, sprinkled with French dressing, left for half an hour on the ice and then piled on crisp lettuce leaves.

A delicious marmalade is also made, either from grape fruit alone or from a combination of grape fruit and oranges.

A very pretty dessert is obtained by cutting the rind of the half fruits in points and garnishing in the centre with maraschino cherries.

CASH REGISTER AND THERMOMETER.

One would hardly tumble to the idea that there is any connection between the cash register and the thermometer in business affairs. But there is a candy and ice cream parlor on Queen Street, Toronto, where the thermometer hangs besides the cash register and the proprietor says that they always move together. As soon as the thermometer goes up the cash register follows without fail, and when the thermometer registers below 40 deg. Fahrenheit then he takes a holiday and leaves the store in the hands of his assistant. They are two true friends, he says, which are always reliable.

ANNUAL PROFIT OF $1,580,000.

The owners of Ivory Soap—Proctor & Gamble Co.—in a financial statement recently made public in the Wall Street Journal, admit annual profits during the past twenty years of 8 per cent. on $2,250,000 preferred stock and 14½ per cent. on $10,000,000 common. This makes the average net profits for twenty years considerably over $1,580,000 a year. The quoted bid valuation of both classes of stock amounts to over $40,000,000. The business was started in 1837. For many years it has been the most extensively advertised soap in the United States. For one insertion of a page in one magazine they paid $5,000 a month.

They make a good soap, always maintaining the quality, and from small beginnings they have, by good advertising, built up this enormous revenue.

The T. Eaton Co., Toronto, have decided to close their store at 1 o'clock on Saturday afternoons during June, July and August. In former years the early closing was in effect only during July and August.

SEPTEMBER CHEESE

Rich, Full Cream, Fine Texture, Colored Cheese.

It will please your trade. Try it.

Fisher Produce Co.
Limited
76 Colborne St., Toronto

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

FRED. L. MYERS & SON
ESTABLISHED 1879.
KINGSTON, JAMAICA, B.W.I.
Wholesale Wine and Spirit (Rum, etc.), Sugar, Export and Commission Merchants and Wharf Owners.
Our Specialties:—Sugar and "GENUINE JAMAICA RUM" shipped to all parts of the world.

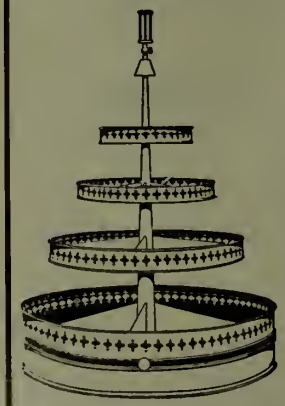
THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Lemon Bros.
Owen Sound, Ont., and Sault Ste. Marie
Wholesale FRUIT, FISH and PRODUCE
Commission Merchants, and
Dealers in HIDES, WOOL and RAW FURS

TRY LEARD'S LOBSTERS and CANNED CHICKEN
Write for Prices
W. A. LEARD
Summerside, - P.E.I.



Our Vegetable Display Stand Will Increase Your Profits

on vegetables, green truck, etc., by keeping them in better condition and increase your sales because it displays them so appetizingly. Grocers and Market men everywhere write us for prices and particulars. State whether you have a city water supply.

GALESBURG CORNICE WORKS
93 Cox Street, Galesburg, Illinois

INDEPENDENT

packs of Oranges are pre-cooled in cars before shipment, under ice, and are thereby held at an even temperature all through their journey to you. This feature has an important bearing on their holding-up qualities after removal to warehouses and stores on account of the fruit not having been weakened by being subject to many extreme changes in temperature en route. It will pay you to stock Independent packs of Oranges.

The Independent California Orange Brokers of Toronto

32 Church Street

Sardines That Sell

are those that have a guarantee on each tin!

Concord Norwegian Sardines

are finest small autumn fish only, packed, when freshly caught, in high-grade oil. Each tin is provided with an extra cover for use after it has been once opened. The care given in selection and packing has retained the natural delicate flavor of the fish in a remarkable degree. Order from any wholesale grocer, and don't forget the name CONCORD.

CCC Norwegian Canned Goods

LIST OF AGENTS:
R. S. McIndoe, Toronto; A. H. Brittain & Co., Montreal; W. A. Simonds, St. John, N.B.; Watson & Truesdale, Winnipeg; Radigar & Janion, Vancouver and Victoria, B.C.

BRUNSWICK BRAND
BREAKFAST DELICACY
HERRINGS in TOMATO SAUCE
CONNORS BROS
BLACK'S HARBOUR N.B. CANADA
THEY SHOULD NOT BE LEFT IN THE TIN AFTER IT IS OPENED

Especial Emphasis

should be laid on the fact that

BRUNSWICK BRAND SEA FOODS

are "quality" goods, and you had better be out of business rather than handle canned goods of doubtful quality!

In "Brunswick" Brand our scientific system of canning preserves the delicious natural flavor of the fish—**a great selling point.**

See that you have a full range on your shelves.

CONNORS BROS., Limited
Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; G. S. Buchanan, Quebec; Leonard Bros., Montreal; A. W. Huband, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

RECENT BUSINESS CHANGES.

Businesses Bought and Sold, Assignments Made, and Deaths in the Trade.

Ontario.

A. Gratton, grocer, Toronto, is out of business.

Alex. McCoy, grocer, Toronto, suffered loss by recent fire.

E. H. Young, grocer, Hamilton, has sold to A. E. Layman.

S. A. Morrison, grocer, West Lorne, Ont., has sold to F. Parr.

James Simpson, grocer, Metcalfe, Ont., is succeeded by O. C. Simpson.

T. F. Chamberlain's grocery and provision business is advertised for sale.

W. S. Jackson, general merchant, Gore Bay, Ont., has sold to Gamey & Graham.

J. A. A. Raizenne, general merchant, St. Engene, Ont., is discontinuing business.

Agnes Davidovitch, general store, Burk's Falls, has sold to Wolfe Denenberg.

W. B. Jones, general merchant, of Wyoming, Ont., has sold to R. Stirret & Co.

Green & Kerr, grocers, Huntsville, Ont., have dissolved, Marvin Green continuing.

F. E. L. Talbot, general merchant, Rutherford, Ont., has sold to J. D. Dillicott.

G. C. Greaves, general merchant, Kingville, Ont., is succeeded by E. C. Brush.

Caster & Pruner, general merchants, Grand Valley, Ont., have sold to J. W. Bridgett.

G. W. Raycroft, grocer, Hamilton, Ont., has sold the Cannon St. business to O. W. Bessey.

Meeting of creditors of L. Fabbro, general merchant, Copper Cliff, Ont., was held on the 19th.

E. H. Adamson, general merchant, Winterbourne, Ont., advertises his business for sale.

Leigh Bros, general merchants, of Hawkestone, Ont., sustained loss by fire recently. They were insured.

Quebec.

G. Cote, grocer, Quebec, has assigned.

A. Lapensee, grocer, Montreal, has assigned.

R. J. Handy, grocer, Montreal, has sold out.

C. Litner, grocer, Montreal, has compromised.

Gratton Frere, grocers, Montreal, are registered.

Fred Brown, grocer, Montreal, has begun business.

D. Jaunel & Co., grocers, Montreal, have registered.

Lapointe & Ledoux, grocers, Montreal, have registered.

Zakaib & Sayfy, grocers, Montreal, have registered.

Honore Blouin, wholesale grocer, Que., offer to compromise.

Annex Provision Co., grocers, Montreal, have registered.

The National Packing Co., of Montreal, have registered.

J. A. Ray, general merchant, St. Philemon, Que, has assigned.

D. Langlois & Co., general merchants, Perce, Que., have assigned.

T. E. Authier, general merchant, Roxton Falls, Que., has assigned.

Eisenberg & Co., general merchants, St. Jerome, Que., have registered.

J. A. Moreau, general merchant, St. Louis de Ha Ha, Que., has assigned.

The assets of Jas. Villeneuve, grocer, Point Gatineau, Que., have been sold.

The assets of J. E. Gobeil, general merchant, St, Methode, Que., have been sold.

The assets of Chaperon & Frere, general merchants, St. Monique, Que., are to be sold.

The sale of F. Gagne's general store, St. Joseph D'Alma, Que., has been delayed.

The assets of Jos. Warren, general merchant, Pointe a Pic, Que., are to be sold April 29th.

The assets of Jean Lacasse, general merchant, St. Rose de Watford, Que., are to be sold.

Western Canada.

H. D. Hassell, grocer, Vancouver, B.C., has assigned.

F. Counsell, grocer, Vancouver, B.C., has discontinued.

M. McLean, grocer, Moose Jaw, Sask., is succeeded by R. Fysh.

E. H. Abbott, general merchant, Maple Creek, Sask., has sold out.

J. A. Becker, general merchant, Wilcox, Sask., is moving to Webb.

M. Hayman, general merchant, Togo, Sask., has moved to Calder, Sask.

J. T. McDonald, grocer, Victoria, B. C., is succeeded by Fenerty Bros.

Whitman & Co., general merchants, Emerson, Man., have sold to Mr. Koen.

H. H. Shouldice, general merchant, Maymont, Sask., has sold to H. Christifield.

B. E. Ghent, general merchant, Foreman, Alta., is succeeded by O. W. Stubbs.

Meeting of creditors of A. E. Watt, general merchant, Bienfait, Sask., has been held.

James Slater, general merchant, of Bethune, Sask., has sold stock to Seth Wilton & Co.

Herbert Jarvis has retired from the Jasmin Trading Co., general merchants, Jasmin, Sask.

The business of the Haddad Salome Co., general merchants, Jasmin, Sask., is reported for sale.

R. H. Abbott, general merchant, of Maple Creek, Sask., is succeeded by J. W. Boyer & Co.

Fillmore Trading Co., general merchants, Fillmore, Sask., are succeeded by E. J. Gregory.

A meeting of creditors of R. J. Davis & Co., general merchants, Zealandia, Sask., has been held.

Miller & Co., general merchant, Vegreville, Alta., have sold stock to National Co-operation Co., Ltd.

G. A. Strickland & Co., general merchants, Okanagan Centre, B. C., are succeeded by Code, Strickland & McLeod.

Maritime Provinces.

R. P. Murphy, grocer, Inverness, N.S., has assigned.

Guion & Keith, general merchants, Butternut Ridge, N.B., are succeeded by Mills, Eveleigh, Ltd.

O. M. Melanson & Co., general merchants, Shediac, N.B., have dissolved, O. M. Melanson continuing.

AVOID LOSSES IN COOKED HAM.

Care Necessary in Cutting Ham in Small Pieces—Watch the Ounces.

By M. M.

It is a very common habit for people to run to the store for 5c worth of cooked ham. This means from 2 to 2½ oz., which is so small that the average grocer is apt to throw in a little slice extra. A fraction of an ounce means a loss. It is impossible for a grocer to sell a ham in 5c lots and to get his money back, to say nothing of store expenses.

Why should this be continued? No order should be taken for less than 10c and that should be a quarter of a pound.

Supposing a grocer cuts up a ham that weighs 8 pounds and he sells it at 35c per pound, he would get $2.80 if he had no loss in weight. If he sold it in 5c lots he would have to weigh 56 times. Now, supposing he lost ½ an ounce each weighing, he would lose 28 ounces in the ham, which, at 35c a pound, would mean a loss of 61¼c.

All that it is possible to make on the 8-pound ham at 10c a pound profit would be 80c. Supposing it took a clerk two minutes to cut, weigh and do up 5c worth, it would take him 112 minutes altogether. Now, if the clerk gets $12 a week and works 10 hours a day, the clerk's time to put up that ham in 5c lots would cost 37 cents.

The loss in weight of 61¼c, plus the 37c, equals 98¼c. If to this is added the loss of the ends, which is unavoidable, in most cases, it would increase the loss at least 10c more; thus the total loss would be $1.08½, or just 28½c more than cost.

With the modern slicing machines now on the market the grocer can save a great deal in slicing ham. The old butcher knife cannot be depended upon to prevent waste.

The grocer surely is not to be blamed for the high cost of living when he makes such profits as these.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

All grocers should carry a full stock of Royal Baking Powder.

It gives the greatest satisfaction to customers and pays the grocer a greater profit, pound for pound, than any other baking powder he sells

Classified Advertising

ADDING MACHINE.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

AGENTS WANTED.

A LONDON HOUSE of first rate importance is desirous of introducing their widely celebrated Teas and other Goods throughout the Dominion. Responsible firms with sound connections, employing good staff of travelers covering the whole of Canada and British Columbia are requested in first instance to communicate with W. 243, c/o T. B. Browne's Advertising Offices, 163 Queen Victoria Street, London, E.C., England. (17p)

AGENCIES WANTED.

A FIRM OF COMMISSION AGENTS in Jamaica are desirous of representing Canadian firms manufacturing groceries, biscuits, condensed milk, etc. Can influence large turnover in these lines. Highest references given. Box 343, CANADIAN GROCER, Toronto. (tf)

BUSINESS CHANCES.

FOR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover $20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

COUNTER CHECK BOOKS.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

A GOOD BUSINESS FOR SALE. Retail grocery business, town near Hamilton, has always made money and can be improved, owner retiring, premises can be bought or rented. This is an exceptional opportunity, so act quickly. Apply Box 345, CANADIAN GROCER, Toronto. (17p)

FOR SALE. Well established Grocery, Provision and Crockery business in one of the best towns in Eastern Ontario, population over 5,000, large corner brick store, splendid location, turnover last year over $22,000 and business growing. Excellent farming country, controls several good agencies for the town, stock in first-class condition and bought right, stock being kept up and business going on as usual, expenses light, building can be purchased or rented. No cutting of prices but all goods sold at a reasonable profit. Good reasons for selling. If you contemplate buying, address Box 340, CANADIAN GROCER, Toronto, at once and receive full information. (17)

FOR SALE—Grocery store, well located in one of the best Quebec cities. Only one competitor in the neighborhood. Established 14 years. Have good thriving, high class trade. Terms cash, or cash for stock and time for store and good will. Address A.V.L., care CANADIAN GROCER, Montreal. (18p)

FOR SALE in the city of Windsor, Ontario, large corner grocery store. Good business reasons for selling. Address 23 Pitt St. West, Windsor, Ont.

CASH REGISTER, Nickel-plated, registers one cent to $20, perfect condition. Bargain price, $50. The R. O. Smith Co., Orillia. (17)

MALE HELP WANTED.

WANTED—At once, first-class catsup maker. Give references and full particulars. Box 64, Hamilton, Ont. (tf)

WHOLESALE grocery traveler wanted. Good salary to first-class man. Soo branch and main line of C.P.R. to Port Arthur and Fort William. Apply quick to Box 344, CANADIAN GROCER, Toronto. (17)

MISCELLANEOUS.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

ATTRACTIVE fixtures sell your goods. Walker Bin Fixtures and Show Cases prove invaluable in economising store space, and by compelling custom, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. Walker Bin and Store Fixture Company, Ltd., Berlin, Ont.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

DON'T use poor business stationery. Get your printer or stationer to furnish you with "Banker's Bond." Letterheads, envelopes, writing tablets, etc. Goods perfect, price moderate. Satisfaction accompanies the added prestige which follows the use of good stationery. W. J. Gage & Co., Limited, Paper Makers, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Sbou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Registar Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

FOR FILING PAPERS, LETTERS and Vouchers, fastening bulky envelopes or backing statements, the ACME No. 2 Binder is indispensable in every store. Penetrates the thickest paper and perforates and binds in one operation. For sale by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Ramingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

MISCELLANEOUS.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Barth System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Barth & Son, 193 Terauley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

THE MONEY you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

REPRESENTATIVES WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

TECHNICAL BOOKS.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-dozen	10c.	$0 85
3-dozen	6-oz.	1 75
1-dozen	12-oz.	3 50
3-dozen	12-oz.	3 40
½-dozen	2½-lb.	10 50
¼-dozen	5-lb.	19 80

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 dozen	5c.	$0 50
4 "	4-oz	0 75
4 "	6 "	1 00
4 "	8 "	1 30
4 "	12 "	1 80
2 "	12 "	1 85
4 "	16 "	2 25
2 "	16 "	2 30
1 "	2½-lb	5 00
1 "	5-lb	9 50
2 "	6-oz	Per case
1 "	12 "	$6 00
1 "	16 "	

ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams	Per doz	Peach	1 80
		Pear	1 70
Strawberry	1 90	Jellies	
Raspberry	1 90	Red currant	2 40
Black currant	1 80	Black currant	2 40
Red currant	1 80	Crabapple	1 70
Raspberry & red currant	1 80	Plum	1 70
		Grape	1 70
Raspberry and gooseberry	1 80	Marmalade	
		Scotch	1 40
Damson plum, stoneless	1 70	Orange Jelly	1 75
		Green Fig	2 25
Greengage plum, stoneless	1 70	Lemon	1 80
		Pineapple	2 25
Gooseberry	1 80	Ginger	2 25

Pure Preserves—Bulk

	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	
¼-lb. " " "	0

Cook's Friend Baking Powder

Cartoons—	Per doz	No. 12, 4-oz., 6 dz	0 70
No. 1, 1-lb., 4 dz	2 40	No. 12, 4-oz., 3 dz.	0 75
No. 1, 1-lb., 2 doz	2 50	In Tin Boxes—	
No. 2, 5-oz., 6 doz	0 80	No. 13, 1-lb., 2 dz.	3 00
No. 2, 5-oz., 3 doz	0 85	No. 14, 8-oz., 3 dz	1 75
No. 3, 2½-oz., 4 dz	0 45	No. 15, 4-oz., 4 dz.	1 10
No. 10, 12-oz., 4 dz	2 10	No. 16, 2½-lbs.	7 25
No. 10, 12-oz., 2 dz	2 20	No. 17, 5-lbs.	14 00

Cereals

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case $3.00.
The King's Food, 2-doz. in case, per case $4.80.
White Swan Barley Crisps, per doz. $1.
White Swan Self-rising Buckwheat Flour, per doz. $1.
White Swan Self-rising Pancake Flour, per doz. $1.

White Swan Wheat Kernels, per doz.. $1 40
White Swan Flaked Rice, per doz..... 1 00
White Swan Flaked Peas, per doz..... 1 00

Blue

Keen's Oxford, per lb..... 0 17
In 10-box lots or case..... 0 16
Gillett's Mammoth, ½-gross box..... 2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED

Cocoa—	
Perfection, 1-lb. tins, per doz.	$4 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Soluble, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22

Special quotations or Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0 [illegible]
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90
Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'s.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz 0 90

Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 35
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 32
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ¼-lb. pkgs., 6-lbs. bags	0 32
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases. Per lb

1-lb. packages	0 26
½-lb. packages	0 27
¼-lb. packages	0 28
1 and ½ lb. packages, assorted	0 26½
½ and ¼ lb. packages, assorted	0 27½
½ lb. packages, assorted, in 5 lb. boxes.	0 28
¼ lb. packages, assorted, in 5 lb. boxes.	0 29
¼ lb. packages, assorted, 5,10,15 lb. cas.	0 30

Bulk—

In 15 lb. tins, 15 lb. pails and boxes.	Palls.	Tins.	Bbls.
	10, 25 and 50 lb.		
White moss, fine strip	0 12	0 21	0 17
Best Shredded	0 18	....	0 1
Special Shred	0 17	....	0 16
Ribbon	0 19	....	0 15
Macaroon	0 17	....	0 17
Desiccated	16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 3-oz., 4 oz., 8-oz., lb.	0 25

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 50	1 15
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in air-proof bags and tins.

Club House	$0 32	Ambrosia	0 25
Nectar	0 30	Plantation	0 22½
Empress	0 28	Fancy Bourbon	0 20
Duchess	0 26	Bourbon	0 18
Crushed Java and Mocha, whole			0 17
" " " ground			0 17½
Golden Rio			0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars per doz., $4.
Presentation, with 3 tumblers, $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins..... $0 32
"Gilt Edge" in 2 lb. tins..... 0 32
Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

Cheese.—Imperial

Large size jars, doz.. 8 25
Medium size jars, per doz..... 4 50
Small size jars, per doz..... 2 40
Individual size jars per doz..... 1 00

Imperial holder—

Large size, doz.	18 00
Med. size, doz.	17 00
Small size, doz.	12 00

Roquefort—

Large size, doz.	2 40
Small size, doz.	1 40

Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40

	W.S.P.	Ret. P.
Ground or bean, 1s	0 32	0 50
" 1s	0 33	0 50
" 1s	0 29	0 40
" 1s	0 30	0 40
" 1s	0 22	0 30
" ½s	0 23	0 30

Packed in 30s and 50-lb. cases. Terms—Net 30 days prepaid.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 [illegible]
Milk Chocolate Sticks, 36 in box,	1 [illegible]
" " 10c cakes, 36 in box	2 [illegible]
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 [illegible]
" " No. 2, "	0 [illegible]
Maple Buds, 5-lb. boxes, lb	0 [illegible]
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95 dozen
Medium, cases 2 dozen	1 80 "
Large, cases 1 dozen	2 75 "
Tumblers, cases 2 dozen	1 35 "
25-lb. pails	0 15 lb.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Infants' Food

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors),	doz.	1	00
2 "	"	1	75
2½ "	"	2	00
4 "	"	3	00
5 "	"	3	75
8 "	"	5	50
16 "	"	10	00
32 "	"	18	00

Discounts on application.

CRESCENT MFG. CO.

	Per doz
2 oz. bottles (retail at 50c.)	4 20
4 oz. bottles (retail at 90c.)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	14 50

Milk Powder

CANADIAN MILK PRODUCTS, LTD., TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. $2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7 lb. tin pails, 8 and 6 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails, per lb.	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails	0 06½

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds per dozen. $1.20. Chicken soup, $1.25 per dozen. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. $1.40. Tomato Ketchup—Bottles (10c. size only) doz. $1.40. Tabasco-Ketchup—Bottles (10c size only) doz. $1.40. Chili Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (new) doz. $1.40; No. 30 jars, doz. $1.40.

W. CLARK'S SPECIALTIES

S.S. Beef (Inglass Brand), 3 sizes—½s, $1.50; ¼s, $2.25; 1s, $3.35 dozen. Ox Tongue (Paragon), 4 sizes—½s, $7.50; 2s, $8.50; 2½s, $9.50; 3s, $12 doz. Stewed Ox Tail—1s, $1.60 dozen. Stewed Kidney—1s, $1.50; 2s, $2.65 dozen. Minced Collops—1s, $1.40; 2s, $2.50 dozen.

ALWAYS RIGHT. SUN PASTE

Stove Polish is just right evey time you sell it, and the boxes are always filled fuli. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Five Essentials

Simplicity
Fast Grinding
Durability
Easy Adjustment
Finish

Elgin National Coffee Mills

(40 STYLES)

These are high-grade, attractive looking mills, at a

LOW COST

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

Bradley Stencil Machine

The latest development of a CIRCULAR Stencil Machine not so expensive as the Standard.

EASY TO OPERATE

HAMILTON STAMP & STENCIL WORKS, Limited

Sole Canada Agents

HAMILTON — 37-39 King William St.
TORONTO — 38 Colborne St.

R. B. Wiseman & Co.

123 Bannatyne Avenue East — WINNIPEG, MAN.

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

HAVE YOU TRIED

MOLASSINE DOG and PUPPY CAKES?

MARVELLOUS FOR ERADICATING WORMS and Keeping Dogs in Splendid General Health

The "MOLASSINE" Dog Foods are the only Foods on the market which besides feeding, keep dogs healthy and improve their coats.

QUOTATIONS AND SAMPLES FROM

ANDREW WATSON, - Sole Importer

91 PLACE YOUVILLE MONTREAL

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants,

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

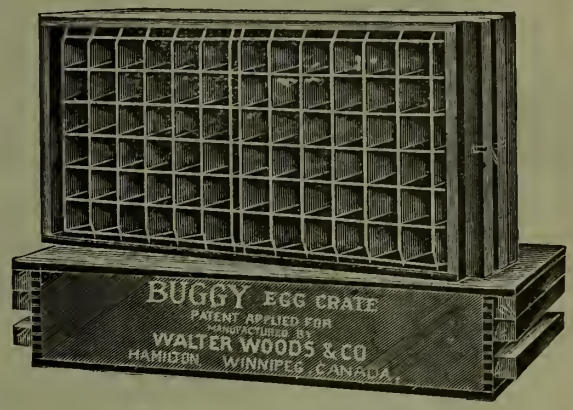
LAMBE & MacDOUGAL, London
H. & A. B. LAMBE, Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax

GREEK CURRANT CO.

95 Broad Street - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

BUGGY EGG CRATE



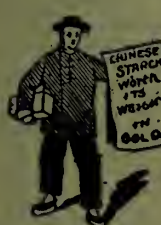
The most satisfactory Egg Carrier yet invented.

YOU should have them in stock.

5,000 sold first season.

Walter Woods & Co.

Hamilton and Winnipeg



OCEAN MILLS
Montreal

Chinese starch, 48 1-lb., per case $4.00; Ocean Baking Powder, 48 3-oz., $1.40; 48 4-oz., $1.80; 60 8 oz., $4.50; 36 1-lb., $3.75; 48 1-lb. pkg., $4; 10 1-lb. tins, $5; loose 25 lbs., $1.75; Ocean blancmange, 48 3-oz., $4; Ocean borax, 48 3-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-ounce, $7.20; Ocean corn starch, 48 1-lb. $3.60.

Jam

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

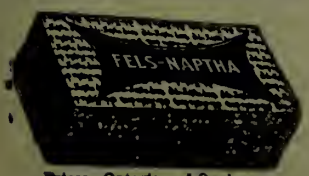
Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases..... 06 ½
5 cases or more..... 6 ½

List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces...	8) 13½
½-bbls.	0 13⅝
Tubs, 60 lbs.	0 13⅝
20-lb Palls.	2 73
20-lb. tins	2 63
Cases 3-lb	0 14½
" 5-lb..	0 14
" 10-lb..	0 13⅞

F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.

Tierces....	0 12½
Tubs.....	0 12¾
20-lb. pails.	0 13
20-lb. tins..	0 12½
10-lb. "	0 14
5-lb. "	0 13⅜
3-lb. "	0 13¾
1-lb. cartons	13¾

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.....	$0 40
Fancy boxes (36 or 50 sticks), per box...	1 25
"Ringed" 5-lb. boxes, per lb.....	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 80
Tar licorice and tolu wafers, 5-lb. cans, per can.....	2 00
Licorice lozenges, 1lb. glass jars.....	1 75
" " 20 5-lb. cans.....	1 50
" Purity " licorice, 10 sticks	1 45
" " 100 sticks.....	0 73
Dulc, large cent sticks, 100 in box.....	....

Lye (Concentrated)

GILLETT'S PERFUMED LYE.

Per case

1 case of 4 doz	$3 50
3 cases of 4 doz	3 40
5 cases or more	3 35

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 dozen case, per doz. $1; 16-oz. glass jars, 2 doz. in case, per doz. $1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 7½c.; pint sealers (24 oz.), 1 doz. in case, per dozen $2.25.

SHIRRIFF BRAND

"Imperial Scotch"—

1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35

"Shredded"—

1-lb. glass, doz.....	1 90
2-lb. " "	3 10
7-lb tins. "	8 25

SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz.....	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz.....	0 30

Mince Meat

Wethey's condensed, per gross, net... $13 00
" per case of 4 doz., net.....

ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream, family size, per case	$3 50
Baby size, per case.....	2.00
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins.....	per doz.	$ 1 40
" ½-lb. tins.....	"	2 50
" 1-lb. tins.....	"	5 00
Durham ¼-lb. jar.....	per jar	0 75
" 1-lb. jar.....	"	0 25
F.D. ¼-lb. tins.....	per doz.	0 85
" ½-lb. tins.....	"	1 45

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen.....	0 45 dozen
Medium, cases 2 dozen.....	0 90 "
Large, cases 1 dozen.....	1 35 "

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's.....	4 25

Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda

COW BRAND

Case of 1-lb. containing 60 packages, per box, $3.00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages.....	$2 60
No. 2, " 120 ½-lb. "	2 60
No. 3, " {30 1-lb. " {..... {60 ½-lb. "	2 60
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case.....	2 65
5 cases.....	2 55

TRADE MARK BRAND

REGISTERED

WOOD'S HOLLANDER COFFEE

Fragrant, Pungent, Delicious!

The Choicest of the Choice.

Imported and Roasted by

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. Montreal

Soap and Washing Powders

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	$10 20
Maypole soap, black, per gross	15 30
Oriole soap, per gross	10 20
Gloriola soap, per gross	12 00
Straw hat polish, per gross	18 20

3 doz. to box..... $3 60

6 doz. to box..... $7 20

30 days.

1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lot

Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

	Per lb
Laundry Starches—	
No. 1 white or blue, 4-lb. carton	$0 07
No. 1 white or blue, 2-lb. carton	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada white gloss, 1-lb. pkgs	0 06½
Benson's enaniel, per box	1 50 to 3 00
Culinary Starch—	
Benson & Co's. Prepared Corn	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue	0

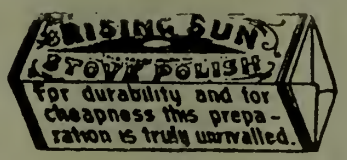
BRANTFORD STAROH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lb	0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb	0 06½
Finest Quality White Laundry—	
3-lb. canisters, cases of 48 lb	0 07
Barrels, 200 lb	0 06½
Kegs, 100 lb	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	0 08
Kegs, ex. crystals, 100 lb	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 35 lb	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish

	Per gross
Rising Sun, No. 1 cakes, ½ & ¼ grs. bxs.	$8 50
Rising Sun, No. 3 cakes, gross boxes	4 50
No. 5 Sun Paste, ¼ gross boxes	5 40
No. 10 Sun Paste, ¼ gross boxes	9 00



JAMES DOME BLACK LEAD

6a size, gross, $2.40. 2a size, gross, $2.50

Boot Polish

PACKARD'S BOOT AND SHOE POLISHES

Mon-Ami, $9 gross; Black "O," $9 gross; Large Combination, $20 per gross; Pony Combination, $10; French Glycerine, $9; Ladies' Special, $20; Pat. Lea. Cream $20 per gross.

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼-barrels, 175 lbs	0 03¾ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "

Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas

THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

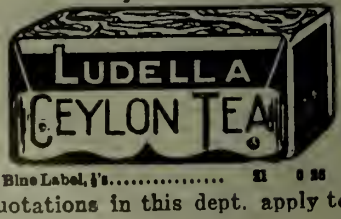
GEO. E. BRISTOL & CO., Hamilton, Ont.

EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s	21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.

MELAGAMA TEA.

MINTO BROS., 45 Front St. East

Black, green, mixed—½s, wholesale 70c., retail $1; ½s, 55c. and 80c.; ¼s, 44c. and 60c.; 1 lbs and ½s, 40c. and 60c.; ¼s, 38c. and 50c.; 1 lbs. and ½s, 35c. and 50c.; 1 lb., ½s, 30c. and 40c.; ¼s, 32c. and 40c.; ⅛s, 25c. and 30c.; 1 lbs., 24c. and 30c. We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
Black Label, ½-lb., retail at 25c	0 21
Blue Label, retail at 0c	0 23
Green Label, retail at 40c	0 30
Red Label, retail at 50c	0 35
Orange Label, retail at 60c	0 42
Gold Label, retail at 80c	0 55

Pure Gold Jelly Powder } 90 cents per doz.
Pure Gold Salad Dressing Powder }
Discounts on application.

THOMAS WOOD & CO., LTD.

Montreal and Boston.

Wood's Primrose, per pound, wholesale 40c., retail 60c.; Golden Rod, 35c. and 50c; Fleur-de-Lis, 30c. and 40c. Packed in ½-lb. tins. All grades either black, green or mixed.

GILLETT'S CREAM TARTAR

	Per doz
¼-lb. paper pkgs., 4 doz. in case	$0 90
½-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ¼-lb. paper pkgs. / 2 doz. ½-lb. paper pkgs. assorted	$7 20
	Per doz
½-lb. cans with screw covers, 4 doz. in case	$2 00
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ½ doz. in case	0 30
10-lb. wooden boxes	0 27½
25-lb. wooden pails	0 27½
100-lb. kegs	0 25½
360-lb. barrels	0 25

THE QUAKER OATS CO.

Winnipeg prices—Quaker oats, 36's (or 2-18's) $3. case; Quaker oats, 20's, (with premium) 4.10; Quaker Best Y. Cornmeal, 24's, 2.40; Puffed rice, 36's, 2.90; Puffed wheat, 36's, 2.90; Quaker Toasted Corn Flakes, 36's, (11 case lots, 1 case free, delivered) 2.90; 5½ case lots, ½ case free, delivered); Banner oats, 20's (with premium) 4.10; Saxon oats, 20's, (with premium) 4.10; Pettijohn breakfast food, 18's, 2.25; Apitezo biscuits, 24's, 3.50; Saxon wheat food, 24's, 3.25; Cracked wheat, 24's, 3.50; Hominy, 24's, 2.40; Puffed rice, brls., 25 lbs. each, 22c lb.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 6 2-5s	46
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s., plug or bar.	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	59

Veterinary Remedies

W. F. YOUNG

Absorbine, per dozen	$18 00
Absorbine Jr., per dozen	9 00

Yeast

Royal Yeast, 3 doz. 5 cent pkgs	$1 15
Gillett's Cream Yeast, 3 doz. in case	1 15

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Tell your Doggy Customers that you Stock

Spratt's MEAT "FIBRINE" Dog Cakes

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch . 13 St. Therese Street, St. Gabriel's, Montreal.

"BANNER" 1910

The Cold Blast Lantern

New Lift Air-Chamber Tubes Screw-cap and Handle

Patent Automatic Lock Patent Double Seamed Oil-Well

For Sale by all Jobbers

Ontario Lantern & Lamp Co. LIMITED

HAMILTON, - ONTARIO

WARNING!

Crescent BM&Co. Brand

TRADE MARK.

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

SALT:

Complete list of laid-down prices gladly submitted.

Write

VERRET, STEWART & CO.

LIMITED

No. 12 Port St.

MONTREAL

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

WETHEY'S CONDENSED MINCE MEAT

Wrapped and packed in sanitary packages

SOLVES THIS QUESTION

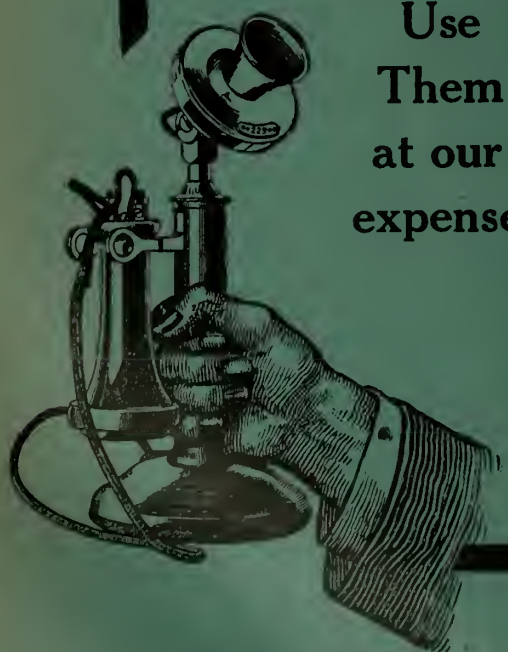
Quality Unexcelled. Absolutely Dust-proof.

Three dozen to a case. All jobbers.

J. H. Wethey, Ltd.

ST. CATHARINES, ONT.

4 Free Phones. Use Them at our expense.



Telephone Your Orders—

—at our expense and see how quickly we can get goods to you. This long-distance telephone service is quite a feature of this business and enables us to cover nearly all our territory every day and every hour of the day to your advantage.

We are organized for quick action at this end, with the assurance of absolute satisfaction with every shipment.

Geo. E. Bristol & Co.

Wholesale Grocers

HAMILTON, - ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building
London, Eng.: 88 Fleet St., E.C. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV. PUBLICATION OFFICE: TORONTO, MAY 6, 1910. NO. 18.

OXFORD

KEEN'S

BLUE

A First Favorite in Every Home!

"Keen's" is so well known and appreciated the world over that every grocer keeps a full stock to supply the regular demand.

For Sale by all the Canadian Jobbing Trade.

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

Agents for the Dominion of Canada

Canada's Leading Starches

BENSON'S "Prepared" Corn STARCH

and

EDWARDSBURG "Silver Gloss" STARCH

These are found in every up-to-date grocery store, are pure and easy to handle, and leave an excellent profit margin. Ask your jobber for these brands.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works: Cardinal, Ont. 164 St. James St., Montreal

HALLEY'S COMET

WHAT IS IN THE COMET'S TAIL?

WE, THE WHOLESALE AND RETAIL GROCERS OF CANADA, AFTER CAREFULLY OBSERVING THE COMET, HAVE DECIDED THAT AFTER THE EARTH HAS PASSED THROUGH THE COMET'S TAIL

IMPERIAL PRODUCTS

WILL BE THE FAVORITES IN EVERY HOME IN CANADA.

MANUFACTURED AND GUARANTEED PURE BY THE MACLAREN IMPERIAL CHEESE CO., LIMITED, RESIDING AT 69 FRONT ST. EAST, TORONTO, CANADA. TELEPHONES, M. 5352 AND 5353.

A remedy for—

The high cost of living

Seedless
Not
Seeded

GRIFFIN'S "SEEDLESS" RAISINS

Seedless
Not
Seeded

Fruit and nuts furnish lots of nourishment.
The best fruit for general use is the raisin.
The best Raisin you can get is

GRIFFIN'S SEEDLESS

A distinctive variety of the finest quality and flavor—grown only in California and packed by Griffin & Skelley.

No effort is wasted in pushing the sale of a good article, it's like a permanent investment and both grateful and comforting to both seller and buyer.

Be right up to date and sell

GRIFFIN'S SEEDLESS

For sale by all the best dealers.

Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

Winnipeg Office

R. B. Colwell

BROKER HALIFAX, N.S

REPRESENTING LEADING MANUFACTURERS, SUCH AS

E. D. Smith Lowneys Toblers

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

Representing Morris Packing Co.

Pork and Lard—Finest Quality

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities

Dominion Warehousing Co., Ltd.

52 Nicholas Street, - Ottawa

J. R. Routh, Manager.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON, Western Canada

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is

The Irish Grocer, Drug, Provision and General Trades' Journal.

10, Garfield Chambers, Belfast, Ireland

Live Representation !

Do not neglect the Eastern Townships. Am open for another good agency. Know the trade. Have three travelers.

E. H. BOWEN, SHERBROOKE, QUE.

Manufacturers' Agent and Broker.

E. T. BUSINESS.

You, Mr. Manufacturer, can do a good deal larger business in the Eastern Townships, if your lines are pushed by a live representative right on the ground You want someone who thoroughly knows the field and to whom grocery business is not a Chinese puzzle.

15 Years on the Ground

S. ROBITAILLE & CO., Sherbrooke

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

Consignment of genuine Fraser River Sockeye Salmon. Ask for prices.

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S. NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

Trade Established 12 Years.

Domestic and Foreign Agencies Solicited.

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1865.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

77 York Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

ON SPOT

Spanish and French Shelled Peanuts. Two and three Crown Shelled Almonds. Whole, Halves and Broken Shelled Walnuts. Shelled Filberts.

Quotations gladly furnished.

Lind Brokerage Company

73 Front St. E., Toronto

MANUFACTURERS:—Kindly open that other eye and take notice if your Toronto Representative is energetic and pushing your goods to the front; if not, communicate with the new firm, who have excellent selling facilities.

THE HARRY HORNE CO.

Wholesale Grocery Brokers and Manufacturers' Agents.

309-311 King St. West, - - Toronto

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

Prout, Simpson & Co.

Wholesale Produce Merchants

We are open to act as Selling Agents and Distributors for few suitable lines.

GROCERS BUTCHERS BAKERS

Canvassed Twice Weekly.

Splendid Trackage Warehouse. Low Insurance Rates.

WINNIPEG - - MAN.

Face-to-Face Business

Are you satisfactorily represented in this district? If not, write

G. WALLACE WEESE

Manufacturers' Representative 30-32 Main East

HAMILTON

The Leader of All Wheat Cereals

We have an interesting selling proposition.
Write for particulars.

The Western Milling Co.
Toronto

ANCHOR BRAND BAKING POWDER

AN ABSOLUTELY PURE POWDER

Warranted to give perfect satisfaction.
Sold to the consumer at popular prices
and pays you a handsome proft.

4 oz.	Cases	4 doz.	60c. doz.
6 oz.	"	4 "	70c. "
8 oz.	"	3 "	85c. "
12 oz.	"	2 "	1.35 "
16 oz.	"	2 "	1.60 "
5 lbs.	"	1 "	7.20 "

It will pay you to stock "Anchor" brand

EBY-BLAIN, LIMITED
Toronto

We Recommend High-Grade Tea

Because, as an experienced
tea-house, we know that it
gives greater satisfaction.

RAM LAL'S PURE TEA

has all the characteristics
of a high-grade tea - - -

Send to us for samples and particulars.

Ram Lal's Pure Tea Co., Limited
Montreal, Canada

UNSWEETENED

Borden's Brands Do Build Trade—

Merchants who follow the policy of reserving the choice locations on shelves and counters, and in their windows, for such standard goods as Borden's are those who win and hold the largest measure of public confidence.

Always keep Borden's Brands to the front.

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of BORDEN'S CONDENSED MILK CO.
GAIL BORDEN
EAGLE
BRAND
by which their PRESERVED MILK will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Mason & Hickey, Winnipeg, Man.

Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

PERRIN'S

Our latest delicacy

ORANGE NECTAR

BISCUITS

LONDON Ask traveler for sample CANADA

¶ The present is said to be an age of specialization.

¶ This idea has been applied to the making of "Aylmer" Jams and Marmalades.

¶ They are made by experts. They are toothsome and delicious and at once convince your customers that they are made from pure fruits and by cleanly and sanitary methods.

¶ That is why "Aylmer" Jams and Marmalades are so desirable a stock for retail dealers. They please buyers who know "What's what."

¶ If you have stocked these lines in the past you know; if not, you should try their effect on your trade this season.

¶ Our modern facilities and our determination to use only best materials have enabled "Aylmer" goods to capture the better class of trade.

ORDER FROM YOUR JOBBER.

DOMINION CANNERS

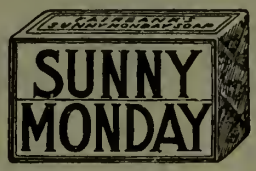
Limited

HAMILTON, - CANADA

SUNNY MONDAY

LAUNDRY SOAP

"Contains No Resin"



You are taking no risk when you recommend Sunny Monday Soap.

Sunny Monday Soap is as absolutely pure as soap can be made, only the highest class of materials enters into the manufacture of it, and best of all it contains **no resin.**

Sunny Monday Soap gives the grocer a good profit, and a satisfied customer.

THE N. K. FAIRBANK COMPANY

MONTREAL, CANADA

"ENTERPRISE"

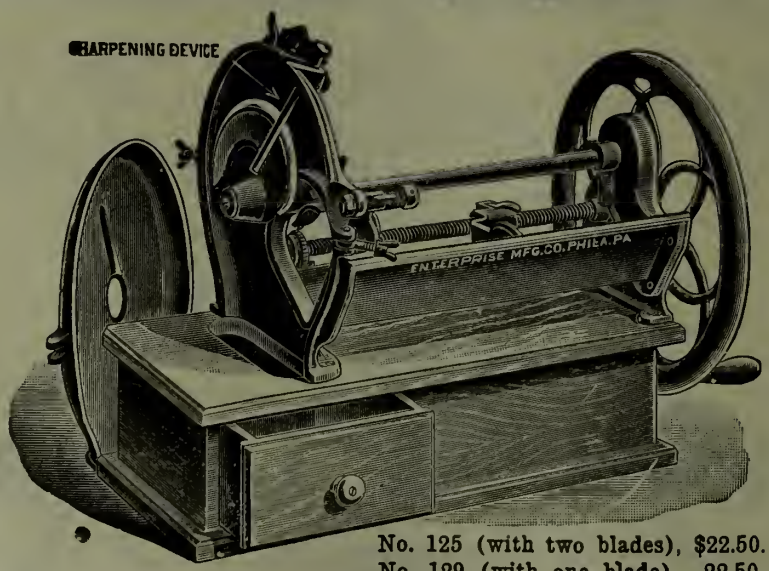
Grocers testify that when they install the

"ENTERPRISE"
Rotary Smoked Beef Shaver

sales of smoked beef showed a marked increase.

Of course they did.

The easier you make selling and buying—the better for business.



No. 125 (with two blades), $22.50.
No. 129 (with one blade), 22.50.

Observe the Sharpening Device, the drawer for storing sliced beef; note that the feed is readily regulated to cut from the thinness of tissue paper to 1-8 inch for the No. 125 and from 1-40 to 1-4 inch for the No. 129.

"Enterprise" Smoked Beef Shaver No. 23, Japanned, at $8.00; cuts evenly with a pendulum stroke.

Write for our latest catalogue of "Enterprise" goods for grocers.

The Enterprise Mfg Co.,
of Pa.
Philadelphia, U.S.A.

New York
21 Murray Street

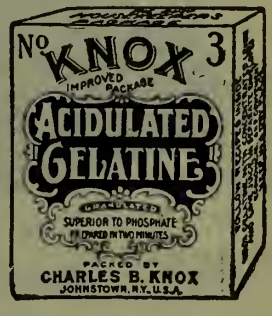
San Francisco
544 Van Ness Ave.

BUILDS BUSINESS

Canada Will Have a Knox Gelatine Factory

Grocers of the Dominion want so much **KNOX GELATINE**—because their customers want it—that we're going to make it in Canada. **YOU MAKE MORE PROFIT,** because by manufacturing in Canada we eliminate the high duty and give you the benefit. The new price you make to the consumer means heavier and increasing sales. **KNOX GELATINE** commands a good profit to you and its quality and economy please your customers.

Charles B. Knox Co.
Johnstown, N.Y.



E. & T. PINK

London England

STAND FIRST FOR PURE FOOD PRODUCTS

Jams
Marmalade
Candied Peel
Confectionery
Pickles Pepper Spices

FOR PRICE LISTS APPLY TO THE FOLLOWING AGENTS:

EDGAR J. FRANKLIN care Montreal Star **MONTREAL**

FRED COWARD 1 Grandview Ave. TORONTO	HERBERT J. CAVE 1220 Alberni St. VANCOUVER, B.C.	J. W. SNOWDON 413 St Paul St. MONTREAL	JAS. H. MYLES P. O. Box 262, St. John NEW BRUNSWICK

Hobart Electrical Meat Choppers

Please Write for Catalogue.

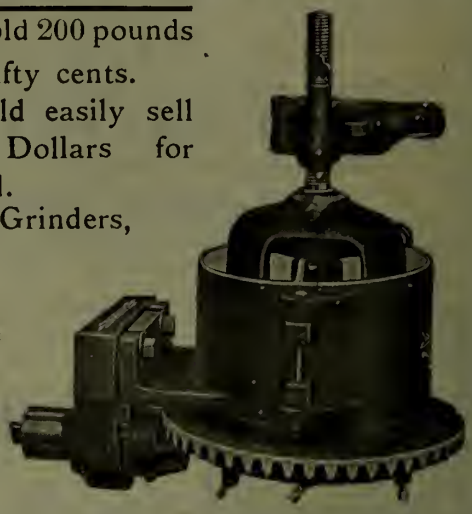
Are the Standard of Quality from the Atlantic to the Pacific.

Bone Grinder Attachment

You Lost Six Dollars Last Week if you sold 200 pounds of bones for fifty cents.

They would easily sell for Seven Dollars for Chicken Feed.

Hobart Bone Grinders, attachable to Hobart Choppers, are making big money for Butchers everywhere.



CANADIAN SALES AGENTS **The W. A. FREEMAN CO., Limited, Hamilton, Ont.**

Every time you sell a customer Chase & Sanborn's High Grade Coffee, you give her the best the world produces. The satisfaction given and the reputation gained will help your business.

CHASE & SANBORN, Montreal

Increase in Cash Business for 8 Months $2,320.$\frac{70}{100}$

OFFICES OF . . . **PAUL & HOLT**

1086 MAIN ST. WINNIPEG, MAN.

To the B. C. C. Co.

Gentlemen,—Find enclosed sorting order for Premium Dinnerware, and please rush same forward by fast freight.

We have just completed our stock-taking and balance sheet and find that since introducing your Premium Dinnerware System, eight months ago, our CASH BUSINESS has increased $2,320.70 over any corresponding eight months, and this at a cost of approximately 3%. We are greatly pleased and fully expect a greater percentage increase the coming year.

Yours truly,
PAUL & HOLT

We want to help you to combat the Department Store Mail Order Competition, and to get back to your store a large volume of the business that rightfully belongs to you.

Our proposition is a reasonable, sensible and feasible one, and aims at encouraging QUICK cash sales.

There's no experiment about it, and the expense is a mere trifle compared with the benefit that must accrue to your store.

We have helped hundreds to increase their cash turnover! Read what a leading Winnipeg Merchant says! Will YOU give it a trial?

Drop us a postal card for information.

The British Canadian Crockery Co., Limited
25 Melinda Street, - Toronto

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

A Beautiful Lithographed Hanger

SHOWING OUR

Klondike and Jubilee Brooms

will be mailed to any dealer who will indicate by a postal card that he will give it a place in his store. Both the card and the broom will add to the attractiveness of your stock.

Stevens-Hepner Co., Limited
Port Elgin, Ontario, Canada

Special reduced price for a few days more:

$1.35 a dozen

Diamond Brand

Tomato Ketchup

Pint decanters—2 dozen to case

Order to-day!

PACKED BY

Sugars & Canners, Ltd.

MONTREAL

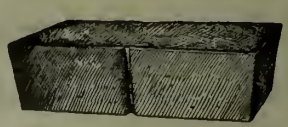
and sold by all leading jobbers

Twin Block Pure Maple Sugar

as reliable as ever, and selling at

$3.00 a case

How much do you want?



Retailers are advised to place orders with their jobbers at once, as spring importations are about to be received in Canada, and live grocers will want prompt deliveries.

PROPRIETORS:

ROWAT & CO.

GLASGOW, - SCOTLAND

CANADIAN DISTRIBUTORS:—Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the North-west; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

HAMILTON STORAGE

Most Centrally Located. Fireproof Warerooms for Merchandise.

BONDED OR FREE

Separate Rooms for Furniture. Insurance Arranged at Lowest Rates.

LIBERAL LOANS

Quickly and Confidentially Advanced on Goods in Store.

GENERAL CARTAGE AGENTS

Distributing from Cars a Specialty.

THOS. MYLES' SONS, LIMITED

Main and Hughson Sts., Hamilton, Ont.

FOREST CITY BAKING POWDER

THE STANDARD FOR 25 YEARS

6 oz. tins, 75c. doz.
12 oz. " $1.25 "
16 oz. " $1.50 "

Manufactured By

GORMAN ECKERT & C.O, Limited

London&Winnipeg

The Perfection Cheese Cutter

IS THE BEST

(Made in Canada)

The "Perfection"

Because it combines simplicity of operation with perfect accuracy.
No necessity for figuring and consequent mistakes.
Place the cheese in position and the Cutter does the rest.

Manufactured only by

American Computing Co. of Canada

HAMILTON, ONT.

T-E-A-S T-O B-U-R-N

is not what people want

Our former quotations have attracted a great deal of attention from Independent Buyers.
We have still a large quantity of nice Japan Teas in stock which we are offering at 16½c., 18½c. per lb.
Choice quality Black and Green Teas at the same prices.
Gunpowder Teas in caddies, matted, extra values at 12½c., 14½c., 16½c. per lb.
Young Hyson Teas in half chests, matted, at 12½c., 14½c., 16½c., 18½c. per lb.

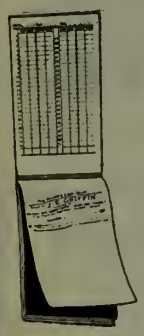
R. Simpson & Co. Cor. Gore and Hughson Sts. **Hamilton, Ont.**

TELEPHONE 3541 FORMERLY OF GUELPH

Better Service. **No Advance in Price**

COUNTER CHECK BOOKS

To Suit Any System



Write for samples, or telephone repeat orders at our expense.

F. N. BURT COMPANY, Limited

TORONTO and MONTREAL

Phone Main 2511 Phone Uptown 5962

Goods of Established Reputation

Sell faster than the unknown kind. Nowadays everybody wants foods that bear the guarantee of a good name.

HEINZ
57 VARIETIES
Pure Food Products

(The kind that contain no preservatives)

make new customers and hold the old ones because they are known to be pure, clean-made and of the highest quality. Always sold under the double guarantee to comply with every food law and to satisfy all tastes. Money back to your customer if they fail to please.

Anything that's HEINZ is safe to sell.

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

WANTED THE YEAR ROUND

PATERSON'S
CAMP COFFEE

Owing to particularly strong demand there will be during the outdoor season, we would suggest to retail grocers the advisability of early placing their orders with wholesalers---to ensure prompt delivery.

We would appreciate wholesale houses---those who have not yet ordered---letting us know their requirements as quickly as possible.

ROSE & LAFLAMME, LIMITED

AGENTS

MONTREAL and TORONTO.

Wanted in Summer for the Home—because it's convenient also for Fishing, Sailing, Shooting, Camping.

KEEP YOUR STOCK UP.

Beans that are put up in scientific fashion by people who know are bound to be of superior quality.

That's why **Balaklava Brand Baked Beans** always please—even most exacting customers.

Are you featuring this line at present?

The Eastern Canning Co.

PORT CANADA, : N.B.

CANADIAN AGENTS—C. A. Chouillou & Cie., Montreal; Green & Co., John Street, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.; Martin & Robertson, Vancouver, B.C.

NO SPRINGS

MADE IN CANADA

70,000 Now in Use

After 9 Years' Test and Its Adoption by the World's Greatest Merchants

The Toledo Scale

Is Now the Recognized Standard.

1. It is Automatic.
2. It contains No Springs.
3. It is always reliable—not affected by temperature.
4. Guarantees Honest Weight.
5. Pleases Customers and Brings Trade.
6. Saves Money, Time and Labor.
7. Is Most Beautiful and Attractive.

105 Styles and Sizes for all kinds of Stores
PRICES $40 UP.

The Great Fair Store, Chicago, uses 100 Toledo Scales, and say:

"The 100 Scales you sold us are very satisfactory. They are certainly money-savers on overweight.

"We satisfied ourselves the Toledo Scale was superior to all others."

E. J. Lehmann, Vice Pres.

Scales of all makes taken in exchange rebuilt and for sale cheap

Send for Catalogue, Free

Toledo Computing Scale Co.

Makers of Honest Scales

TOLEDO - - OHIO

OFFICES:
Toronto, 335 Yonge St.
Winnipeg. Edmonton, Calgary

MADE IN CANADA

NO SPRINGS

WAGSTAFFE LIMITED, HAMILTON
WAGSTAFFE'S FINE OLD ENGLISH NEW SEASON MARMALADE 1910 NOW READY
SEVILLE BITTER ORANGES AND BEST GRANULATED SUGAR ONLY.
NO PRESERVATIVES OR COLORING USED WHATEVER
Exact Reproduction of
The Most Modern & Up-to-date Fruit-Preserving Factory in Canada

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

When Your Boy Delivers

a bag of Purity Salt he is delivering a line that will give unusual satisfaction to the customer.

PURITY SALT

is well named, because it consists exclusively of fine dry, even salt crystals, free from all foreign substances. It is "The Salt That Satisfies."

ASK YOUR JOBBER FOR PURITY SALT

The Western Salt Co., Limited

MOORETOWN, ONT.

Redpath

is

Canada's Standard

for

Refined Sugar

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

PURITY AND STRENGTH Combined Have Made

SHIRRIFF'S FLAVORING ESSENCES

prime favorites with the economical housewife! This is a profitable line to handle, and SHIRRIFF'S goods will help you to get and retain the best of the family trade.

Order from your jobber or write us direct.

Imperial Extract Co., 8, 10, 12 Matilda St., Toronto

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR

LONDON, ENGLAND
Commands a Preference over all others.

IS THE BEST
Made from the finest malted barley.

AGENTS
W. S. Clawson & Co., South Wharf, St. John, N.B.
W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto. R. Robertson & Co., 912-913 Dominion Trust Bldg., Vancouver, B.C.
J. W. Snowdon, 413 St. Paul St., Montreal

We are open to do business on easy consignment terms
Write our Agents for Particulars

Thurston & Braidich

128 William Street — NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott
Wholesale Grocery Broker
141 Bannatyne Ave., East

For every kind of cleaning in the house

ASEPTO
Soap Powder
"The enemy of dirt"

Stands absolutely alone!

It is wonderfully economical to use, and is a great favorite with the careful housewife! Recommend "*Asepto.*" Its effectiveness will guarantee repeats.

See to your stocks.

ASEPTO MFG. CO
ST. JOHN, N.B.
Agents—
ROSE & LAFLAMME, Ltd.
Montreal

Repeat Orders is the story of all Grocers who handle

Canada First Evaporated Cream

There is nothing to equal it as a pure, healthful substitute for fresh cow's milk. Every can guaranteed absolutely pure and thoroughly sterilized. Order from your wholesaler.

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

Tartan BRAND

CANNED GOODS ARE GETTING SCARCE

—And advancing in price. We have a full assortment of finest quality. Get in your orders while they last.

Five free phones at your service.
No. 596 for Out-of-Town Buyers.

BALFOUR, SMYE & CO., WHOLESALE GROCERS . . **HAMILTON**

St. Lawrence

GRANULATED and GOLDEN YELLOWS

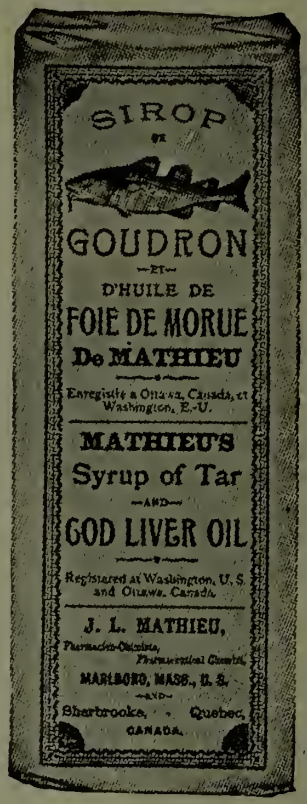
Made only from Pure Cane Sugar

The Trade will appreciate the advantage of our machine sewn bags if they will follow these instructions in opening them :—

Cut off the shortest chain close to the side of the bag, and pull out the single thread.

This is a quick operation and leaves the bag in perfect condition.

The St. Lawrence Sugar Refining Co., Ltd.,
Montreal



A COD CURE EVER Y Dealer Can Recommend

To be able to recommend an article because of its success in the past makes selling easy.

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

has been a wonderful success.
The testimonials received by the proprietors tell of marvellous cures Thousands of households are never without it.
Its sales have multiplied in every community where it is sold.
Dealers never find it a slow seller.
During the Fall and Winter seasons large sales are assured.
Keep a good supply on hand and when ordering order also

MATHIEU'S NERVINE POWDERS

which are necessary to reduce fever and remove pains in connection with colds.

J. L. MATHIEU CO., Props.
SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

Get a Big Slice of Spice Business

This you can do by selling **absolutely pure** spices. **Ewing's Prince of Wales** Brand spices represent highest quality and their purity is undoubted.

Send for Samples and Prices

S. H. EWING & SONS, Montreal and Toronto

EMPRESS BRAND JAMS

20-oz. Glass Jars—1909 Fruit

The attractive appearance sells them. Their delicious taste brings the customers back for more.
TRY THEM. That's all we want. We are sure of your future orders once you have had the

Empress Brand

WRITE US FOR PRICES

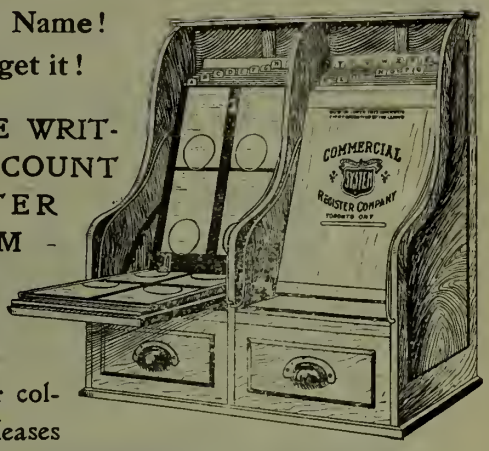
Empress Manufacturing Co.

Limited

VANCOUVER, B.C.

THE COMMERCIAL

That's the Name!
Don't Forget it!



THE ONE WRITING ACCOUNT REGISTER SYSTEM - that cuts out Bookkeeping, makes your collections; pleases your customers and increases your trade. Thousands in use on the American Continent. Send postal for catalogue and testimonials of Canadian merchants that YOU KNOW.

COMMERCIAL REGISTER CO.

178-180 Victoria Street - - Toronto, Ont.

If the Merit Wasn't There

We couldn't in a thousand years sell the salmon we have under the QUAKER BRAND. It's because of the undeniable and consistent high quality of the brand that "QUAKER" has stood for THE BEST in salmon for years.

Your own interests demand that you sell the best Salmon. QUAKER BRAND

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

When taking the weekly grocery order mention

SNAP

THE MAGIC HAND CLEANER

to the housewife. Once purchased, you can be sure of repeat orders, because there is nothing known equal to SNAP for chasing dirt, grease, tar or paint from soiled hands.

It is antiseptic and beneficial to the skin.

See to your stocks to-day and recommend SNAP.

SNAP Company Limited

Montreal, Que.

YOU

can make sure of your full share of the family soap trade—a very considerable item—if you are handling

Honestly Made

Guaranteed Pure

Here is a list of **RICHARDS** **Profitable Soap**

Quick Naptha Soap Snowflake Soap Chips Ammonia Powder
100% Pure Lye Toilet Soaps

Agent for Toronto and Hamilton: Mr. Hutchinson, Omand Mfg. Co., 76 Colborne St., Toronto.

THE
"Eureka" Patented System

of Refrigeration is an absolute guarantee against DAMPNESS and FOUL AIR; goods will keep fresh longer in the

"EUREKA" Refrigerator

than in anything else made. Used by leading merchants throughout the Dominion. No GROCER or BUTCHER should be without one. Economy assured and satisfaction guaranteed.

Write for Catalogue.

Eureka Refrigerator Co., Ltd.
56 Noble Street (Near Queen St. Subway)
TORONTO

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.,
Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Santary Can Company, Ltd.
Niagara Falls, · · Ontario

JAPAN TEAS

Actual operations in New Crop will commence about May 5th. We shall be constantly in touch by cable with our Mr. Nishimura in Japan.

S. T. NISHIMURA & COMPANY
MONTREAL & JAPAN

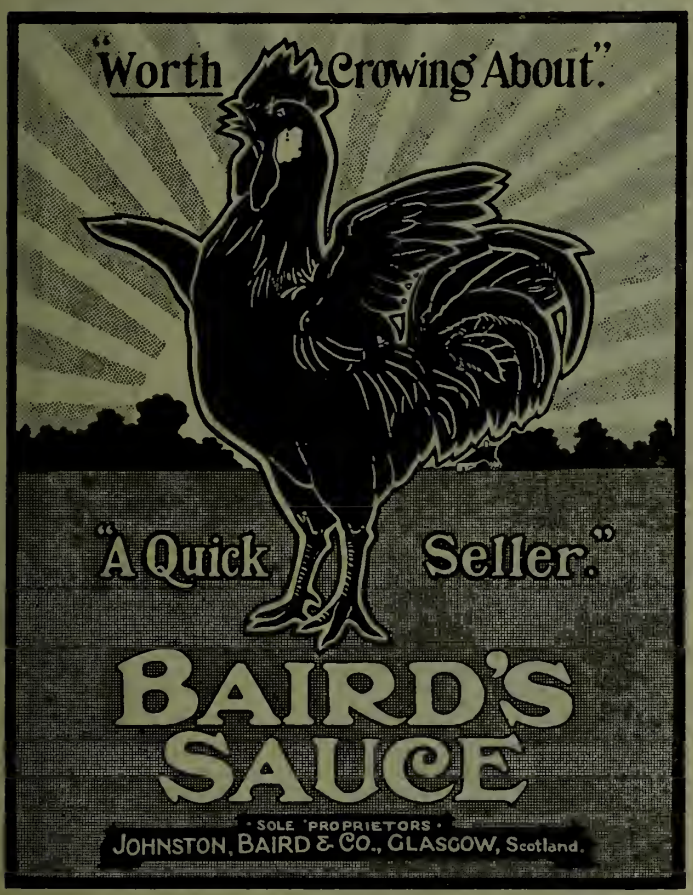
If it's BUSINESS you want, Sir, H.P. Sauce will surely bring it along.

H.P. is no shelf-warmer, it's no sooner on than it's off again—off again to good purpose, too, to your customers and to you.

Don't **TRY** to do without

H.P. SAUCE

W. G. Patrick & Co., Toronto and Montreal.
R. B. Seeton & Co., Halifax, N. S.
W. H. Escott, Winnipeg, Man.
The Midland Vinegar Co., Birmingham, Eng.



GINGERBREAD

BRAND

MOLASSES

A Molasses that increases your sales.

THREE reasons for it:

No. 1—A Strong Baker
No. 2—Body
No. 3—Flavor

Packed in tins—2's, 3's, 5's, 10's and 20's; pails—1's, 2's, 3's, 5's gals. and in barrels and halves.

A trial order from your wholesaler will convince you that Gingerbread Brand is

THE BEST THERE IS

Be convinced now.

The Dominion Molasses Co., Limited

HALIFAX - NOVA SCOTIA

You'll Hit the Bull's Eye

on the "Popular Taste" Target if you are selling

AURORA COFFEE!

The distinctive quality, aroma and flavor of "AURORA" Coffee have made it a prime public favorite, and its retailing price of **40c.** leaves you a "well-worth-while" profit. See to your stocks.

W. H. GILLARD & CO., Hamilton, Ont.

BRANCH—SAULT STE. MARIE.

CENTURY SALT

The new well-advertised Salt.

The Dominion Salt Company, Limited, Sarnia, have acquired the plant formerly operated by the Empire Salt Company, Limited, and will sell and advertise their products under the brand "CENTURY SALT," including Table, Dairy, ordinary Fine and Coarse Salt, etc. If you haven't got revised Price List—get it soon—and send in your order, it will be taken care of quickly and well. We'd like to hear from you to-morrow.

Dominion Salt Co., Limited
Manufacturers and Shippers
Sarnia - Ontario

Kandy Kid

The greatest selling confection on the market. "Enjoyed by both young and old." : : : : :

We are able to fill orders again. Let us hear from you.

WALL & GUPPY

WHOLESALE GROCERS
WINDSOR, : : ONTARIO

GOODWILLIE'S PURE FRUITS

In Glass

Those particular customers of yours desire something extra fancy in the matter of quality.

When they ask for preserved fruits ensure their satisfaction by giving them **Goodwillie's Pure Fruits in glass.**

Of delicious natural flavor, quite unequalled anywhere.

AGENTS:
Rose & Laflamme
Limited
Montreal and Toronto

QUALITY

When anyone wants a high-class household refrigerator they always buy the Ham & Nott make. Our grocer refrigerators are made on the same principle. That means the best.

Sold by leading hardware dealers, or write to us.

HAM & NOTT CO.
Limited
BRANTFORD CANADA

McLean's

We originated the line of shredded cocoanut now so popular in Canada. The quality has ever been maintained.

THE CANADIAN COCOANUT COMPANY
MONTREAL

? But why "MELAGAMA"

TEA and COFFEE

For the reason that if you wish to gain the reputation of handling only the very best goods you will need to stock this line of Tea and Coffee. We are leaders in ***Bulk Teas and Coffees***. Ask for samples and prices. We know that an order will be the result and repeats will certainly follow.

MINTO BROS. - - - - TORONTO

BRANDS

"BANNER" & "PRINCESS"

CONDENSED MILK

are prepared from the purest and richest country milk, with no addition but that of pure sugar.

St. George Evaporated Cream

(Unsweetened)

The most sanitary conditions are observed in the canning and handling of the milk. The reputation of these brands as genuine satisfaction-givers is unsurpassed.

Lines that mean much in profit and reputation to every grocer who handles them.

J. MALCOLM & SON

ST. GEORGE, ONT.

Fresh Supplies of

Carr's Biscuits

are received frequently by their distributing agents in Canada, and *always in car loads.*

The retailer can therefore rest assured of the absolute freshness and condition of every biscuit he buys. Carr's biscuits reach the grocer in as crisp a condition as when they leave the factory.

Get hold of, and retain the family trade by means of Carr's specialties.

Ask our agents for them

CARR & CO'Y, CARLISLE, ENG.

Order from Agents—Wm. H Dunn, Montreal & Toronto; Hamblin & Brereton, Winnipeg; L. T. Mewburn & Co., Ltd., Calgary; Standard Brokerage Co., Ltd., Vancouver, B.C.; T. A. McNab & Co., St. John's, Newfoundland.

Make a Generous Provision

on your shelves for our new brand of sweet pickles.

O-EAT-A

PICKLES

There's a real quality snap about them that's bound to win. Send for samples and try them yourself.

The T. A. Lytle Company Ltd., Toronto

O-EAT-A

Sterling BRAND

Sweet Pickles

It Pays To Sell Cane's Washboards

because they are the best-made washboards on the market and are as good as washboards can possibly be made.

Made in ten different styles and grades to suit every class of demand.

These goods are rapid and constant sellers everywhere and never fail to please the women.

Ask Your Jobber for Cane's Woodenware.

The Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.

Tea Lead,

Best Incorrodible

"Pride of the Island"

Manufactured by BRAND

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C. Codes used 4th and 5th Editions. LONDON, E., ENG.

Canadian Agents ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

ARCTIC Refrigerator

It does not matter a great deal what kind of a refrigerator you use. For they don't all refrigerate alike.

There are many good reasons why your refrigerator should be an ARCTIC.

These reasons have to do with the profits you make from butter, eggs and other perishables, and the degree with which you are able to satisfy your customers.

Arctic Refrigerators for All Purposes.

JOHN HILLOCK & CO.
Queen and George Sts., TORONTO

Agents for Western Provinces: Ryan Bros., 147 Bannatyne Ave., Winnipeg

White Mop Wringer

always proves a splendid seller, because it does all we claim for it.

It never disappoints. Wrings drier and easier than any other device.

Each one sold is YOUR advertisement, creating more sales.

Watch for TRADE-MARK below; it stands for excellence.

Write for Details. Made in Canada.

White Mop Wringer Co.,
FULTONVILLE, : N.Y.

Get Wise to the Profit Problem

KITCHENER BRAND
PORK AND BEANS

are equal in quality and selling at 25 per cent. less than the best packs on the market.

Why not, Mr. Grocer, make this profit?

Our beans are all hand picked and put up in the new sanitary can, in 1, 2 and 3 lb. sizes, plain or tomato sauce. We also have a full line of fruits and vegetables. If your wholesaler cannot supply you, write us direct for prices.

THE OSHAWA CANNING CO., Limited
OSHAWA, ONT.

Have you a Bluenose

Stock? It is the finest butter in tins on the market. Keeps in any clime for years. Miners, hunters, campers, fishermen use it. Always keep supplied.

SMITH & PROCTOR, *Sole Packers Halifax, N.S.*

DOWNEY'S

White Dove Brands

would not be famous if they were not absolutely the best made.

W. P. DOWNEY
Maker
MONTREAL

GEORGE & BRANDAY
Established 1879
Shipping and Commission Agents
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"Walker Bin" Infringement

IN THE EXCHEQUER COURT OF CANADA

BETWEEN

THE WALKER BIN COMPANY
PLAINTIFFS

AND

JOSEPH FRED BELLEFEUILLE, et al
DEFENDANTS

JUDGMENT HAS BEEN GIVEN AGAINST THE DEFENDANTS FOR DAMAGES AND COSTS AND AN INJUNCTION HAS BEEN ISSUED RESTRAINING THE DEFENDANTS FROM FURTHER INFRINGING CANADIAN PATENT No. 81723, AND FROM USING, MANUFACTURING, VENDING OR SELLING THE PLAINTIFFS' PATENTED IMPROVEMENT IN BINS.

In this action judgment is against both manufacturer and user of the infringing bin.

Messrs Lafleur, MacDougall, Macfarlane & Pope, Counsel for the Walker Bin Company, have been instructed to take prompt action against all infringers.

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Purposes of Secret Commissions Act Explained

The Rights of Manufacturers, Wholesalers and Retailers as Expounded by E. F. B. Johnston, K.C., at Convention of Ontario Wholesale Grocers' Exchange—Evolution of Business Conditions and Why Present Conditions were Brought About —Legal Combines and Those That are Illegal.

There was once in my native country a very old and very rheumatic and very testy Presbyterian minister, and one thing he objected to was draughts in the kirk. One cold, raw day, by some unaccountable means, the officials had left the four doors of the church open. He spoke for half an hour or longer upon the elementary principles and the cardinal points of his discourse, and he suddenly discovered the draught was too much for him. Leaving the academic, he at once imported into his sermon more vigor than usual. Thumping the pulpit, and turning in wrath to the congregation, he said: "Elders and deacons, shut the north door, and see that ye shut the east door; dinna forget to shut the south door and the west door." And, dropping his voice, he went on with his discourse. Two old gossips were coming out when the service was over. One of them said to the other: "Maggie, how did ye like the minister to-day?" "Well," she said, "I didna quite follow him through his cardinal points and his elementary principles, but, my, he was grand on the subject of shutting the doors!"

If I am grand on that subject, if I can help you in any way to shut the doors against the enemy I shall feel that what labor I have spent in regard to what I have done will not have been spent in vain. I do not think I can say much to you on the subject of how to make larger profits—a subject I would like to talk to you about, and give you some information upon if I were qualified. But, you see, my position is the converse of yours; I am for small profits. I am for cheap food: I am, from the personal standpoint, for cutting prices, so as to get my goods cheap; and looking at it from that standpoint I have endeavored to see, being a consumer—not a very large one, it is true—I have looked to see how it would affect the general community and the prosperity of the trade and commerce of this country if I, a consumer, had my way. Therefore, we have to look at it from both sides.

Specific Reasons Desirable.

If, however, you give the consumer the absolute control of the trade and business of this country, you are out of existence. If you give the wholesale dealer, or the manufacturer, the absolute control of the business of this country, and it happens to fall into the hands of men who are not, perhaps, over-scrupulous—occasionally we do get these men—then you destroy the rights of the consumer; and therefore what I have endeavored to see for myself, without knowing the price of sugar, or the price of tea (the only thing I know the price of is tobacco), without knowing any of these things I do not want to say, as did the old magistrate who was accused of partiality in the disposal of a case. He said: "I resent the imputation, and I deny all allegations of improper conduct. I have been on the Bench for thirty years, and throughout the whole of that time I have invariably taken the middle course between right and wrong!"

Now let me say a few words of a general character. A few ideas will lead up to what I am going to say finally in regard to the matters that I have to deal with to-day. In this rapid age, we all think too generally. We draw too many general conclusions. The man who can sit down and work out concrete principles, who can give the specific reasons for the specific act, is the man whose opinion is worth more than the man who casts the whole thing aside upon a general assumption, and says it is good for this or bad for that. The general principles of all business are manifest to the minds of those who are engaged in them, excepting in my own profession. There you never know where you are at, because judges will say one day that the principle is so and so, and that is reversed next week by another set of judges. I think it would be wise to rather crystallize some ideas that I have upon the subject, and I assume that my invitation to address as large a jury as this is, is due to the fact that myself and my friends, Mr. Armour and Mr. Ambrose, were able to do some service in the interests of a depressed trade, in the interests, I may say of, to some extent, a persecuted trade during the last ten or fifteen years.

In order to understand the exact position of matters, and in order to see just exactly where we are at in dealing with a subject of this kind, it is as well to ascertain what combines mean, what the Secret Commissions Act was intended to prevent, what indeed the criminal law of this country prevents, as I shall show you later on. I hope to your satisfaction. In dealing with that we have to see for a moment (I shall not detain you upon that point) what the origin of just such an organization as is represented here to-day meant.

These bodies were called "guilds," an honest old name, but one which in the minds of some people who did not understand the position, savored somewhat of a combine. But it is exactly what you and every other trade and business and profession are striving for to-day, and what you must strive for if you desire to retain your individuality and your concrete existence. It was founded upon common brotherhood, upon loyalty to each other, it was founded upon a system of faith and confidence that perhaps the world has never seen or experienced in these later days of trading and barter and exchange; and more than that, it was based upon the highest principles of morality and religion.

Early History of Guilds.

The very first guild that was organized was as far back as the days of King Canute, and that was purely a religious and moral guild. It was for the support and maintenance and assistance of all the infirm members, it was a looking after of those who were unable to look after themselves; it went so far as to provide for the burial of the dead. The first business guild was at Cambridge in England, a guild that to some extent dealt with trade relations. And just let me tell you from an eminent author what the principle underlying that guild was, and let us apply it to the present day concerns:

"If one misdo, let all bear it. Let all share the same lot." That was the motto on the flag of that guild. It was a banding together not for the purpose of injuring a human being, a banding together of men engaged in the same class of business for their self-protection, for the self-existence of their own trade or calling and for the protection of each other. That implied a very high moral rectitude; that implied the greatest amount of loyalty you would expect one human being to exhibit towards another; that implied absolute confidence in each other.

The old German guilds were based upon somewhat of a similar foundation. They were national to some extent, at the same time they were bodies that did deal incidentally with some matters of trade, but it is when we come to the London guilds that we find the ends of the trade and business of the country being taken care of. These guilds were originally formed for the maintenance of peace, for the protection of property, the suppression of violence and matters of that kind, and I am citing now from a well-known author upon the subject. As trade began to change, with various interests cropping up, so did the guilds assume greater control over trade relations until they became actually the municipal government of such towns as Berwick-upon-Tweed, taking charge of the municipal administration, controlling the markets and the police—taking practically the position—well, not quite the position of the Board of Control in the City of Toronto, because they did better than that—they managed things so well that they continued to flourish

for hundreds of years along exactly the same lines until they became what were called the Crafts Unions—where you had the capital on the one side in the guilds as they originally started, and the craftsmen on the other side looking after the details and doing the work which led to the establishment of the modern day trades unions.

I am not going to take up any further time upon that, excepting to read an extract to show the high character of the guilds in those days. The same foundation ought to underlie any body of men who seek to assume for themselves the rights and privileges which you have a right to assume and seek in protection of your trade.

"The guild stood like a loving mother providing and assisting at the side of her sons in every circumstance of life, and cared for her children even after death; and the ordinances as to this last act breathe the same spirt of equality among her sons on which all her regulations were founded and which constituted her strength."

Having given you an outline of that, let us see what the conditions of trade are to-day, and how it is necessary that something — modernized, it is true — something along these lines must take place to-day; not to hurt your fellow man, nor to prevent your fellow tradesman from getting on in the world, not to prevent his buying and selling goods as freely as he can breathe the air of Heaven, but to so regulate and control trade and commerce and business along these lines that instead of being what some of you gentlemen were charged with being—violators of the law—you ought to have been credited with being protectors and defenders of honest law and honest administration.

Evolution of Changed Conditions.

Look at it for a moment. We cannot trade individually; that, of course, is out of the question. We have reached an artificial stage in the history of business, not only in this country but in all civilized countries, where the individual trader is out of the question. You start first with the mere exchange of one product for another. You have no division of classes, no division of responsibility; it is simply one man with the other. By and by, as our wants increase—and they are increasing very rapidly all the time—and as the supply becomes larger, you create a totally different condition of things, a complex position. Let me illustrate. I can recollect things that happened over forty years ago, and I can recollect what was the condition of the country longer than that. And what was it? In the original days of Canada the settlement was small, and confined to a very narrow area. I can remember the time when the shoemaker came round and made the boots for the family. He was the producer, the manufacturer. I can remember the time when the woman used to come round and make the dresses for the womenfolk of the family. I can also remember the days when it was no uncommon thing for the bagman to come round with his wares, to be followed, as the area increased, by the peddler.

Then you have the origin of the departmental store; the four corners—namely, the blacksmith's shop, the tavern, the general store and the other complement. That was caused by what? The general store was brought about not because the man wanted to take the whole business of the neighborhood, but by necessity, the demands of the people. Then you go on until the merchant came in with his specific line, the grocer, the dry-goods man as the case might be. Thus has the country expanded, and we have to consider not only the expansion, but let us look at it from the closer standpoint. It was not the expansion of the country so much as it was that the demands, the wants, and the tastes of the people were becoming more varied and had to be supplied in some way or another. They could not be supplied by the general store or the man peddling his goods about the country.

Thus you create a different state of affairs. There was thus created a purely artificial condition. In all business, we have an artificial condition; we have an artificial condition at Ottawa. What have we got? We have got the revenue, the system of protection, and various other policies—but take protective principles, free trade principles, anything you like; they may be perfectly good under certain conditions, but when you come to a certain complex, artificial condition in the affairs of any country, to say nothing of the individual community, you have to devise something to meet the requirements of that condition, and that is how you get the wholesaler. Why? Because we have, as I said, a sparsely settled country. You had to reach the consumer through certain media. What was the best? It was not that the wholesaler arrogated to himself the right to charge what he pleased. He did not desire to cut in on the privileges of the re-

GETTING AROUND THE SECRET COMMISSIONS ACT.

Incompetent salesmen have unique methods of dodging the law. The above represents a traveler who cannot secure an order at regular prices. He bets the retailer that it is not 11 o'clock when he knows it is nearly one. The surprised retailer takes him up and wins what is virtually a rebate—and the traveler gets the order. This is known by The Grocer to have actually occurred recently in a Canadian town.

tailer. He was the product of his times, and he came through a system of evolution; just as you find in the common life of the country to-day that the man who had his oxen and took his grist to the mill, to-day has his carriages and perhaps an automobile.

The man who had his home-made shoes fifty or sixty years ago, to-day has the finest patent leather the manufacturer can produce. Conditions have changed and in that change has grown up the body of men I see before me. In other words, your body is the result of evolution. It is not the creation of any corporation or any body of men to interfere with trade or commerce at all. The condition of trade has brought you into existence, and if conditions were changed, you would be without a calling.

Getting to the Consumer.

Now you will bear in mind, as I said before—and let us get down to the concrete principles—you always had the producer, whether it was the home-made shoemaker, or the man who made the axe handle does not make any difference. You always had the producer. To reach the consumer in the early days was a very simple matter, but when you come to the condition of things you have in Canada to-day, and have had for the last forty years, the reaching of the consumer becomes a very complicated problem. You cannot compare London, or any of the big English cities, with Canada, because within an area of a few miles they have more consumers than we have in the whole Dominion of Canada. You had to reach the consumer in some way. You did it originally through the retailer. Then came the necessity for the wholesaler. Here is where a misconception has taken place in all the prosecutions that we have had in the courts in this country; an entire misconception.

The object and the very reason why the wholesaler came into existence was not that he should make money and increase the prices or eliminate competition, but to reach the consumer in a more direct and cheaper way than ever had been done before. He was created by the condition of things as they developed and as the process of evolution went on. The result is to-day we are dealing with the three classes. We are dealing with the manufacturer, the wholesaler and the retailer, and I am not going to argue for a moment on what has been declared by the highest court in the province and some of the highest courts in England, and which appeals to our common sense, namely, that our present system has been found to be, as an absolute fact, the best and cheapest method of connecting the bank of the manufacturer with the bank on the other side of the stream, the consumer.

Right of the Manufacturer.

The manufacturer—let me say this in order that we may clear the way from a legal standpoint—the manufacturer has the absolute right to fix his price. It was argued in the cases I have referred to that by fixing his own price, and perhaps enhancing it, he was violating the Act. Not so. For instance, we have seen again and again, the result in argument by taking the case of Sir William Macdonald and, his tobacco. He produces a certain article. He is the only man who knows what the cost of that article is to him; he is the only man who knows how much the cost should be to enable him to make a living profit. He fixes that price. If he fixes it too high he has got the American Tobacco Co. coming in with perhaps as good an article at a less rate. He has got other manufacturers coming in in the same way. The same with the sugar refiners and canned-goods people. You may combine, but the moment you increase the price beyond the living profit, that moment instead of destroying competition (and the economic history of this country tells it) that moment you actually increase competition, because you encourage others to go into the business. We had the evidence of Mr. Robertson, who said the fault he had to find with the guild was that it increased competition, and there was a great deal of truth in the suggestion he made.

When you come to work it out, the moment you combine, or do anything that tends to enhance the price at all materially, that moment you find thousands of others ready to come into the market and supply the demand. So there is first of all the interest of the manufacturer, to have his profit; and he alone can tell, if he is an honest man he will tell, what the living profit should be. If he fixes it too high, he is met at once by opposition, and I care not what the merger may be, what the combination may be in even such an important body as the wholesale grocers of this country —controlling as you do a very large amount of the retail trade of this country—even you cannot control a situation so as to prevent competition.

Carrying Out of Agreements.

These things must, however, be worked out in good faith. The manufacturer must depend upon the honesty of his agents. You are his agents. If he makes an agreement with you, he has the right to see that the argeement is carried out. Not only so; he has the right to so carry on his business that he may rely absolutely upon the fact that that agreement will be carried out—because according to the agreements he makes, so he cuts his cloth.

Now it is a matter of you gentlemen acting either individually or in combination. It is a matter of you handling certain products of this country. And to the extent to which you are able to make your trade relations perfectly honest in the observance of the contracts and all the rest of it, to that extent you are not only benefiting yourselves, you are not only benefiting the manufacturer, but you are reaching out towards the benefit of the consumer.

Wholesaler's Position.

The wholesaler, as I said, comes next to the manufacturer in the ordinary course of proceedings. The wholesale trade has been in existence for years in this country. It is no new thing to control the sale of goods of any particular manufacturer. It is needless for me to say where the wholesale trade is of benefit, because it is apparent to everybody. You save money, you save time, you put your retail customers in a better position, you form local distributing centres, you carry many of these men along from year to year who would otherwise perhaps go into liquidation; and if the wholesale trade is carried out according to the practices and regulations of the Wholesale Grocers' Guild, with which I may say I am familiar, you are not only conferring upon yourselves the dignity of an honest calling, but you are protecting the retailer, and you are also reaching out to protect the consumer.

But, like all other agents, it is necessary we should be honest among ourselves, and in saying that I speak as if I represented to some extent, at any rate, the wholesale people for the time being. When we make our contracts, having regard, as I said, to the complicated economic conditions of to-day, these contracts must be rigidly observed. The moment you break the smallest pinwheel of a machine, the machine is out of order. The moment you get grit—I don't mean political grit—into the delicate part of your machinery in a factory, that moment your machine becomes more or less affected. So here. The moment you get any misunderstanding, the moment you have any difficulty arising from the non-observance of a contract or otherwise, that moment your machinery is not perfect and something will go wrong. In a guild, or in a body of men such as I see before me, an organization such as you have here—I should say one dishonest man will upset the calculations and the working out of the scheme of all the other members of the institution.

Effect of Retailers Cutting Prices.

Now about the retailers I shall say very little. That is a subject that, I understand, has been dealth with. But I will point out that the same principles should apply in the minds of the retailers to the wholesale man, as should apply in the mind of the wholesale man to the manufacturer. The retailer is everywhere in touch with the consumer. He is the man that has the last stage in the distribution of the goods, from Montreal, Toronto, Hamilton, Winnipeg, or elsewhere, wherever they may be produced, and each one of these men is more or less dependent on the honesty of his fellows. Take two men in the village. What is the result? They begin cutting prices. They begin struggling for trade not upon an open and honest living profit basis. And what is the result? It does not need me to tell you that one and perhaps both of these men will go under.

Now to keep this state of affairs in check, generally, I may say before I go to the legal aspect of the matter, to keep these in check, it is necessary that you

should have regulations, and I shall tell you later on how far you are entitled to regulate without violating the law. But you have to regulate for several reasons, and I have noted them here in a very simple and itemized manner. You have to regulate this body, and not only this body but trade conditions. First, as I have said, to prevent any dishonesty being carried on, to stop the unfair dealing, to see that your system is carried out in its entirety and in every way to deal fairly and properly, to see that all your contracts are kept, and the contracts of your fellows, and to see after the cutting of prices, which has always been a sore spot with the wholesale man. To see that this is put a stop to, and in order to effect these matters you have a perfect right, as I shall show you in a moment, to pass your regulations and to impose your penalties. If you cannot carry out your system because your rules are not regarded, then you have a perfect right to say, "We will exclude so and so from our exchange," or guild as the case may be.

By reason of many of these violations happening, I am told by some of my friends among the wholesale grocers, the wholesale grocery trade became bad, profits were reduced below a living price, the whole system was disorganized and demoralized. They were carrying a lot of lines at a loss. Even the manufacturers were selling to the retailers over their heads at the same price as they were selling to you. They were depriving you of your market, the only market that was open to you, just as it would not be right for you to sell to the consumer at the same price as the retailer can buy his goods. In other words, they were selling your customers and wrecking your existence, taking away from you the only means of living you had, and as I put it to the court on more than one occasion, the fight you had to make was not for fair trade, the fight you had to make was not for high profits, the fight you had to make, gentlemen, was for your very existence. Hence the organization. Then you had your Guild, or Exchange, or combination. I like the name Guild, because the meaning of that word is plain. It signifies "payment." If you say "guild" it means your word is as good as your bond; that is the underlying principle of the whole transaction—honest, fair dealing.

Pays Tribute to Wholesalers.

What was the aim, as evidenced by many witnesses at the trial, the aim of the guild? First, it was to stop the cutting of prices; second, it was to try and make men, some men, live up to their agreements, and let me pay you the highest compliment any man in Canada can pay to a body of men. Perhaps it has not occurred to you in this concrete form, but let me say as a truth, and take it home to yourselves as a compliment coming from, I may safely say, one who knows from the best evidence that was given: For twenty years this body of wholesale grocers stood upon their rights, and on that twenty years' record they were put upon their trial. The old, dusty letter books that were almost obliterated by age, the old letters where the ink had faded out, the documents and papers and books of account, where you could write what you pleased on the covers—all these things were raked up against the Wholesale Grocers' Guild in the case of the King against Beckett and others; and in all the evidence, with all the force the Crown had at its back; with all the money that they could expend, with the assistance of able counsel and I don't know how many detectives besides, with ways that were dark and tricks that were vain, seeking to unearth evidence which had been left by a dead man; with all that in the whole twenty years' record we only found three dishonest men in the wholesale grocery business of this country! And yet they say "We are afraid the wholesale grocers will combine to the injury of the retailer and the injury of the consumer."

You have to build trade up, you are the gentlemen who have a great deal to do in the building of trade in this country. You have an example set you by two governments at Ottawa, by a system of protection, you have the theory of not cutting prices. Protection was passed for the purpose of doing what? To prevent the prices being slaughtered by foreign manufacturers with their surplus stock.

You, in endeavoring to stop the cutting of prices in your own land, are charged with crime. Fortunately the judge did not look at it quite in that light. This is important to know, and I shall briefly notice it. When this organization was formed you took the precaution, and a very wise one, to say "We will not exclude any wholesaler. We shall not determine who shall be members, the trade or business of the man shall determine that. If he is a wholesaler, he shall come with us; if he doesn't choose to come he can stay outside; he shall receive exactly the same benefits as we have, without perhaps any of the responsibility." That was the distinguishing feature of your Wholesale Association. No man was prevented from getting his goods. The only test was this: If you gentlement in Toronto, and Montreal, and elesewhere, you producers, employ us to act as your distributing agents you must not sell to our customers at the same rate as you sell to us.

It doesn't need any argument to convince anybody that that was commonsense and fair play and the honest way of doing business, and whether a wholesaler belongs to the association or not he would be entitled to get his goods at the same rebate, royalty, or otherwise, as you were able to as members of the guild, and he would save his admission fee and his charges for lawyer's fees.

What do we find with all this cry against the wholesale people? We find this singular fact. Not only were you generous enough, not only was the wholesale trade generous enough to say, "We won't exact membership as a test; the test shall be a wholesaler or not a wholesaler." Men who never saw the inside of the Wholesale Grocers' Association room got their goods, got the same rebate and the same protection as you did. More than that, men like Mr. Eddy, like Sir William Macdonald and others, had old customers who had grown grey in their relations, and as a matter of sentiment you respected that and never objected to their selling to a few man who were old friends of theirs, and they have continued to sell to them as retailers at the same rate as they were selling to you. I ask, where you could find a body of men who were as generous as that? It would be a crying shame if there was a law upon our Statute Book that would hold them responsible for any kind of a reasonable and proper combination such as this was shown to be.

Case of Patented Articles.

There are some things, as I have said, in view of the general conditions of matters, I should like to point out to you as things that would be perfectly legal to do, and I have taken some little care to put them in a shape that cannot be objected to. In the first place, as I pointed out, it is perfectly legal for the manufacturer to fix his own price. If it is a patented article he must place it upon the market at a reasonable price, because he has been given a monopoly by the Crown to manufacture that patented article to the exclusion of everybody else, and the Crown says, having given you a seven year monopoly, with a renewal perhaps for seven years more, you must meet the public requirements. There can be no competition in that patented article, and we will so enact by legislation that you shall not be allowed to charge an extortionate price for that particular article.

But even with the patent you do not destroy competition. Why, look at the condition of things in regard to sewing machines and bicycles. I have never had much use for a sewing machine, but I know something about bicycles. Ten years ago you paid $125 to $150 for a bicycle you can get to-day for $40 or $50, although it may be in part patented. Thirty years ago, you would give $30, $40 or $50 for a hand sewing-machine that will cost you $10, $12 or $14 to-day. And why? Notwithstanding the protection by patent there was the striving by others to enter the field against the patent, and so successful were they in some cases that the patent was not worth the paper it was written on, commercially speaking.

When Combines are Legal.

But leaving the patent question out, you have the right to say to manufacturers;—"Fix your own price." And if the tobacco man, or the sugar man, or anybody else, charges more than a similar or a little inferior article can be bought for elsewhere, he will soon be out of business. Trade regulates itself. All we want is a good straight, stiff, honest backbone at the back of it. I say manufacturers have the right to fix

the price. I say also the wholesale grocers have the right to combine honestly for self-preservation, and that is the very essence of the King and Beckett.

There is a sort of feeling generally amongst people that a combine is illegal. Nothing of the sort. A combine, as we understand the word ordinarily, is just as legal as anything else; but you must not so combine as to produce the injurious effects mentioned in the Statute. You must not do it for the purpose, bear in mind the expression, for the express purpose or even the incidental purpose, of enhancing prices. You must not do it for the purpose of limiting competition, or to interfere with the cheap and rapid transportation of goods. But for the protection of your own trade, for your self-preservation, a combine of the closest and most vigorous character is just as legal as anything else. This is one thing you can do. Another thing you can do. You can make your arrangements with the producers or the manufacturers to be their exclusive agents, and say to the manufacturer, "If you are going to employ people other than ourselves we won't act as your agents. Take the other people; leave us alone." That is perfectly legal. There is some hazy idea that this is preventing other people from trading. Not at all. I have a perfect right to go to the Massey-Harris people and say, "You appoint me, or myself and the chairman, as agents in the County of York for the sale of your goods exclusively." I have a perfect right to do it. The chairman and myself have a perfect right to say, "If you sell through anybody else, even if you yourselves sell in the County of York, we won't sell your goods." It is perfectly proper and perfectly legal.

The Breaking of Contracts.

Then you have this further right. You have the right to say, "You shall not deal with a man who is a contract-breaker." I am not bound to sell my goods to every man who comes in. I am not bound to produce goods for any man who chooses to come along and say: "I want so many goods, and I am willing to pay for them." I have a right to ascertain the character of the man I am dealing with, and I have a perfect right to say I shall not sell to a man who has red hair or black, as the case may be.

Why should not I? I control my own situation. No reason in the world why I should not. And if you find a man is not keeping up his contracts, if you find he is not an honest man in respect to his contracts, you have a perfect right to say: "We shall not deal with that man," You have a perfect right to see that the agreements upon which you shape and mould your business are kept; a perfect right to say these agreements are a part of the system. When you break any of the agreements you jar the whole system, it affects our business, our trade and our reputation, and you have a perfect right to see that these agreements are not broken. And you have the further right (keeping within the lines I have indicated) to regulate these by penalties. No company could live unless it had some power to impose penalties, either under its charter or under the general law of the land. Take any company, I don't care what it is. In dealing with certain stock—I am speaking of share stock—in that company, a man does something that is wrong. If you had no control over that man your company could not continue to exist. The general law of the land applies to him, but you have just as much right, so long as you keep within the limits I am indicating, to impose your penalties upon that man within your internal organization and your internal powers as you would have if the general law of the land did not apply to the case in point.

Must Act in Good Faith.

You have a further right—and this is perhaps the widest right you have—you have the right to do all things necessary to protect the interests of your business, provided they are done in good faith. Of course, if you once have malice against a man—say there is a man John Smith: "I have got my knife ready for him, and I am going to see he is cut off" —there you are actuated by an unlawful motive, a malicious motive, you have an ulterior object in view. But if you act in good faith, having the grounds for your action that for some reason or other it is necessary in the interests of your business—without exceeding the proper limit, without exceeding any legal rights at all, even if injury may come to a man through your act, that does not make your act illegal if it is done in good faith in the interests of the preservation of your business. I will illustrate what I say by reading an extract, to show you there is law upon the point. We have the law laid down by no less a Judge than Sir Glenholme Falconbridge, Chief Justice of the King's Bench, following the judgment of the late V. C. Strong:

> "It would be dangerous to accept as a settled doctrine of political economy or proposition of law, that under any and all conditions, and at all times, every man or corporation should be declared to have an absolute and inalienable right to buy and sell, trade or barter, with any other person or corporation, without restriction as to quantity or price."

We have such a man as Lord Herschell, in England, in the Court of Appeal, saying:

> "I do not doubt that everyone has a right to pursue his trade or employment without 'molestation' or 'obstruction' if those terms are used to imply some act in itself wrongful. This is only a branch of a much wider proposition, namely, that everyone has a right to do any lawful act he pleases without molestation or obstruction. If it be intended to assert that an act not otherwise wrongful always becomes so, if it interferes with another's trade or employment, I say that such a proposition in my opinion has no solid foundation in reason to rest upon."

That is the judgment of one of the highest courts in England.

A well known and authoritative author, Eddy on Combinations, says:

> "The right of a combination of dealers to advance their own interests by mutually agreeing to decline to deal with any manufacturer or wholesale dealer who should sell directly to their customers has been broadly upheld."

That is what I am contending for. So long as the objective point is the self-preservation of your business, is the interests of the business, although it may wipe other men out of existence, that is a matter of no consequence so long as it is done in good faith and not for any ulterior purpose.

And then we have the language of Chief Justice Falconbridge, who decided the case of the Guild. "The various cases of alleged oppression and 'driving out of trade' of persons who either openly, or by some ingenious device, aim to belong to the wholesale trade, and at the same time sell at retail, are thus easily understood. If this system were to be practised, it would injuriously affect and demoralize the trade, not only of the wholesaler, but of the retailer, and the consumer would certainly not be better off in the long run."

Things That are Illegal.

I have told you the things that you may do. I will tell you now the things you cannot do; and they are very few.

First, it is illegal to combine with manufacturers to fix prices. You leave the manufacturer alone, trusting to the tender mercies of your executive, Mr. Beckett, Mr. Blain, and a few others; their work showed up fairly well at the trial. Let your dealings not be with the manufacturer as to fixing prices, because that is an illegal combination. It is illegal to exclude wholesalers from your organization if they desire to join, because you would have no right to determine who should be members, except by the broad test of qualification. You would be taking upon yourselves to personally discriminate, a thing which is not permitted in law.

Another thing you cannot do primarily, although you may indirectly, or rather, it may be the result of what you have legally done. You cannot enhance prices by combinations or agreements or arrangements. The law positively says that is wrong. As I pointed out, you may do a great many things that may have the effect incidentally of increasing prices, but you cannot devise a scheme for this purpose. It must have the foundation of necessity and the saving merit of being in your own interests and in

the interests of your own self-protection.

Another thing you cannot do. You cannot by any means known to the law, although I am afraid it is sometimes done—you cannot coerce any man into your belief or your system or your method. Every man has the right to his individual opinion, to exercise his individual act; and the moment you attempt anything that shows there is coercion against an individual, that moment you are within the scope of the law.

Expounds Secret Commissions.

Having said that much, perhaps more than I should have said, let me call your attention to an Act that was passed a short time ago, and let us see where that leads us. If I am right, in what I have pointed out in regard to the condition of trade, the necessary incidents of it and the necessity for the present division you have got of your three classes, then we find the law protecting that state of affairs if honestly carried out. There was a great deal of trouble in regard to many commercial matters as between agents and contracting parties, and Parliament passed an Act dealing with that very subject, and that is known as the Secret Commissions Act of 1909.

Under that Act an agent means any person employed by another. The first section or two does not apply to the case which I understand will happen even in a well-regulated family like the Grocers' Exchange. In the desire for business, and in the effort to make big returns, and sometimes perhaps if the agent is paid by commission, in his self-interest he will go to the retailer and will say, "Here are so many packages; they will cost you $12." The retail dealer says, "No, I won't buy them. I believe I can get them cheaper from another man." The agent says, "I will allow you a rebate," and he does it in this way. He says, "I will give you a dollar," or fifty cents, as the case may be, which would be a very high percentage upon a twelve-dollar lot of any particular article. He gives him the fifty cents, or the dollar, the man buys the goods, and gets his rebate in that surreptitious way. The agent, if his principal is honest, dare not return it to the principal, because he knows his principal is under a moral, if not a legal, obligation, not to sell at less than a fixed price. He returns it as his expenses, sends in the voucher and adds the fifty cents to the week's account. He has got the order, and thinks he has done an honest transaction. A great deal of wrongdoing may take place in that way, but when we come to the Act, whatever view may be taken of the earlier sections—I have some doubt myself as to how far they apply—but when we come to Section (c) of the Act you will find this, "Being an agent," that is, a person employed by another—"being an agent, knowingly uses, with intent to deceive his principal, any receipt, account or other document in respect of which the principal is interested and which contains any statement that is false or erroneous or defective in any material part, and which to his knowledge is intended to mislead the principal."

What the Penalties Are.

The man who does that is liable on conviction to two years' imprisonment, or to a fine not exceeding $2,500, or to both. The agent violates his principal's contract by selling below the fixed price; he is cutting the price. He is not doing it in the interest of his principal, because his principal loses the fifty cents or the dollar, as the case may be—I am only taking this small amount to illustrate. He is using his principal's money for a certain purpose that is not proper, and in addition to that he is returning his voucher to his employer, which is false and intended to mislead his employer, because he wants the employer to believe that the fifty cents was traveling expenses, or traveling allowance, instead of the rebate, which was an unlawful act.

It is well for the wholesale grocers to know this. But apart from that let us see what the statute says. We have a particular statute known as the Criminal Code, and I have summarized a section in order that it may read to you intelligently. Statutes are often passed which are not intended to read intelligently, because if they did and any man could understand them, my occupation would be gone.

This is Section 415 of the Criminal Code, which I have summarized, "Any person being a clerk or servant who falsifies any book, paper or writing, or makes any false entry in any book, paper or writing, belonging to his employer, or that has been received by him on behalf of his employer, or concurs in the same being done, is guilty of an indictable offence," and liable to maintenance, food and clothing at the expense of the state for seven years.

I say that the agent who goes out, without the knowledge of his principal, and does these things for the purpose of cutting prices, will find himself in grave difficulty some day, if not under the Secret Commissions Act, at any rate under Section 415 of the Criminal Code.

Now just a moment with regard to the Secret Commissions Act, and see what was intended to be covered by it. The Secret Commissions Act was intended primarily, no doubt, to prevent violation by agent under contracts of various kinds. The consideration, of course, to the agent that is mentioned in the Act would be the man buying the goods. It is to the personal advantage of the agent that he sell the goods, it is to the personal advantage of the agent that he extend the business of his employer, because so will he be rewarded, not only here, but hereafter. Under that condition of things, to begin with, the account he returns to his employer, is absolutely false; and let me say, if the wholesale grocer stands in with his agent in the deal and knows it, and authorizes it, either expressly or impliedly, the agent is not responsible. But I am taking a case where the agent does it on his own account, and for the purposes which I have mentioned.

To Bring About Honest Dealing.

The object of this Act was manifestly this: to keep the agents and all persons dealing with them, honest. That is the first proposition. The principal, the wholesaler, is not there; he has to trust his agent, he cannot go round and control every act of his traveler, he cannot see that the law is carried out or if his contracts are carried out; he must trust his agent, and it was important that some safeguard should be given to the employer in regard to the conduct of his agent, so that if he did that which was illegal he might be reached in some summary way.

The second object of the Act was to prevent the rules and contracts and regulations of the employer from being broken. Otherwise there would be no check. An agent could go about and break all the rules and regulations you could put in force. Then the third object was apparently to prevent collusion between the agent and the person he was dealing with, which was one of the most important elements of the Act.

Now you see how readily it could be done in the way I have indicated, and I am told that is the way it is done. I am advised that is the fact, and I am pointing out that that being the fact, such a man is liable under the section; and if he is not liable under that, he is clearly liable under the section of the Code.

I have just a few words to say about the cases which have been decided in our Canadian courts.

Decisions re Combines.

It is a matter I should like to speak to you about just for a moment. There is a great deal of misapprehension with regard to what has been decided by the courts in regard to combines. I am going to tell you briefly what has been decided in this country. In the Elliott case, the Ontario Coal Association, of Brantford, they had a list of members, and they refused to take in more members, although those seeking admission were on the same plane and belonged to the same class as the members who arrogated to themselves the right to control the coal situation. And the reason given on the by-laws was, they called them "eligibles"; and a man was only eligible up to the point when the company could not stand any more competition. In other words, as soon as they reached the high-pressure of competition the eligibles were shut out. They prevented other dealers from joining the association. The wholesaler couldn't get his coal, although he was in the same line of business as the members of the association.

The object was, under their articles and by-laws, to prevent anybody but the gentlemen who formed the combine, to prevent anybody, no matter how well qualified he might be, in the same line of business, and entitled to the same rights—to prevent these men getting the

coal. The test of admission was not, "Is this man a wholesale coal dealer or a coal jobber?" The test of admission was this: if there were enough members to exclude competition nobody else, not even the proverbial Irishman, need apply; because he would be shut out. The whole object was to keep down competition, and therefore the court very properly said: This is the worst kind of combine. It is a combine to make money, pure and simple, and therefore it is illegal.

Take the Clark case; a Manitoba case. There the retail dealers were combining. It was only such retail dealers as the directors of the company determined by ballot or otherwise that could get into the association. Every retailer couldn't get in—only the favored few. A by-law fixed the prices, mark you. They combined to fix the price, combined to determine who shall and who shall not be members of this close corporation. They determined the price themselves, not as where the manufacturer determines it, in your case; or as where any wholesale man coming along with a clean record is welcome to join your association. Not that case at all. There the dealer was not joining as a retail dealer carrying on business. That was not the meaning of the word "dealer." The word "dealer" as declared by the by-laws of that association meant "member," and a man who was not a member was declared not to be a dealer.

These people were dealing directly with the consumer, and the result was immediate. You hadn't to go through two or three channels, the price was at once fixed by these men, and at once myself and the million other consumers, whoever they might be, had to pay that increased price.

In your record of business, matters are entirely different. Strange that with all this talk about combines, you can buy sugar to-day cheaper than you could twenty years ago. Singular thing that you can buy better tobacco to-day and cheaper than you could ten years ago, although I am told some of the producers are compelled to put it up a little lately owing to trade conditions.

Case Against the Plumbers.

You have made no attempt to enhance price. The effect, as I pointed out, might, under certain other conditions, have been to enhance, but the object was not to increase, and, as I say, the Clark case differed upon that particular point. Then there was another case—you will remember the plumbers' case. Well, we have no sympathy with the plumber. I tell you that much to start with. He did what was manifestly a very risky thing, not even the semblance of such a thing as was at any time done by or among the members of the Grocers' Exchange. I have no hesitation in saying of your combination, and I think it is a praiseworthy thing to say, that you have sense and honesty and courage enough to go out and say, "Yes, against all dishonest dealing, against the contract-breakers and the cutting of prices, we will combine."

But in the plumbers' case, when they got up steam, they got to this stage: that the dealers in exactly the same class as the association members could not buy from the producers or the middlemen; could not buy at all from them except at an advance. They could not even buy at the price the men in the association were buying at. But if the master plumbers, not being members (this is your case) had been able to go into the open market, being equally qualified with the members, and buy at the same price, there could have been no case against them. Instead of that, they formed a combination outside of that, and said: "Here is the supply house; you must get everything from that supply house, and at the end of that time nobody but members could get anything; and in the meantime there was this supply house enabling the members of the association to get their goods; and at the end of certain periods of time they would divide up the whole business and make the profits. And so the court properly held that this was an evil combination, and one which ought to be punished by law.

In this matter we find the same principles that governed and were approved of in the Gage case, the Ontario Salt case, Gibbons and Metcalf, and a number of other cases. The same principles as were adopted by the Wholesale Grocers of this country governed in these cases, either here or in England. The courts said: "You have not violated the law, you have acted within not only the letter but the spirit of the law, and you shall not be punished for any of these things; they are not a violation of any statute of the land." And that is the position; that is how the matter stands.

On Business Integrity.

Let me say a few words in conclusion upon the matter of business integrity which is always important. As I pointed out in the beginning, general remarks are sometimes not valuable, general reasoning is not of great value to the people who hear it nor to the man who reasons. We have to get down to something like fixed, concrete principles, and see just where the generalities lead us to.

It is very well to say that the combination, or that the general conditions, or the exchange of trade, or whatever it may be, require certain general things to be done, but we ought to inquire first of all what are the real objects of such a combination or of such an association as this.

As I have worked it out in my own mind there are four things to be sought. Each one laudable, each one praiseworthy, each one something we ought to be proud of if we attain to. The first great object of an association of this kind, or of any guild, call it by what name you will, is to preserve the sanctity of an agreement. I care not what means you employ, I care not how hard it may press upon some people or their business; remember that one of the great things to be sought for by any aggregation of men, whether in trade or commerce, or in the private walks of life, whether publicly, politically or otherwise,—the great thing is to preserve the sanctity of your agreements.

The second is, that in all organizations composed of honest men, doing an honest business, it is necessary to maintain loyalty to each other—no underhand dealing, no taking advantage in some concealed or surreptitious way, but that open, frank, outspoken loyalty, shown in words and in deeds; the confidence that one man must have in another, and in the loyalty which his fellows show to him and to the objects of the institution to which he belongs.

Considering the condition of matters, do not look upon your business as a mere money-making concern; because the man who spends his life gathering coppers together and storing them away and denying himself any little luxury he might otherwise have, that man is not pursuing the object of his life at all. That man is not living the life of a citizen. I say, therefore, that the third great cardinal principle is to look upon your business as a trust given to you to guard and watch and carefully protect.

In your hands lies the destiny to a great extent of a very large proportion of the trade and business of the Dominion of Canada, and as you carry on that business so you are stamping upon it the sacred character of a trust given into your hands; or by taking another course you will have the demerit of having abused the confidence that has been placed in your power.

The fourth is, that you should seek in all your regulations and all your rules to not only advance your own interests, which is the bounden duty of every man to do, but you should to the utmost extent protect the interests of your fellows in business.

Those four cardinal rules, take them as your charter, take them as the foundation of all proper, honest trade and business, and you won't go far astray no matter what means you adopt to carry out those principles. By accepting these, you at once raise the moral standard of trade and business in this country. You elevate the tone and character not only of your own business, but of the whole business of the community. By so doing, you purify the channels of commerce from one end of the country to the other, and even beyond the limits of this country. In your dealings with the English and German and American markets the same principles will hold good, no matter what the class of people may be you are dealing with. Purify the channels of commerce; you have nothing to dread and nothing to be ashamed of; and by these means you will become in fact as well as in name, the merchant princes of the land. Your own lives will be better and higher in their ideals by pursuing a course such as I have indicated; your citizenship will be loftier in its aims and purer in its objects, and your duty to the State will be more faithfully and more fully discharged. Private life is a reflex of our business dealings. Do not run away with the idea, do not let any of us run away with the idea that we can be pure in private life and impure in our public transactions.

And let me say that as you improve the character of your public calling, so will your political, religious and moral conduct add to the national reputation and integrity of the great Commonwealth under whose broad banner of liberty and fraternity you live in the enjoyment of all the benefits and privileges of free, individual right of thought and action.

To Confer with Manufacturers re Selling Plans

Wholesalers and Retailers Have Committees Selected to Wait on Them—Resolution Naming Travelers' Holidays — No More Christmas Presents—Sugar Arrangement Discussed and By-laws Approved of—Close of the Convention.

Toronto, May 6.—The closing stages of the Ontario Wholesale Grocers' convention last week saw among other things the election of the following officers:

President—F. T. Smye, Balfour, Smye & Co., Hamilton.

1st Vice-President—Jno. Dillon, A. M. Smith & Co., London.

2nd Vice-President—F. F. Telfer, Telfer Bros., Collingwood.

Secretary—H. C. Beckett, W. H. Gillard & Co., Hamilton, (re-elected).

The last day was devoted to adoption of by-laws; appointment of committees, including a committee to interview and confer with manufacturers—particularly those of baking powders, canned goods, laundry soaps and condensed milk—with a view to obtaining better profits, etc.; and resolutions re travelers' holidays and Christmas presents.

It was provided in the by-laws that members should be expected to belong to the local, provincial and Dominion guilds. Membership in the Provincial guild is to be had through the local guild, and the Dominion through the Provincial guild. Any member defaulting or withdrawing from the guild will have all privileges withdrawn, and the other members of the trade are to be informed of the late member's withdrawal.

The by-laws were favorably received and passed on for adoption by the Dominion Wholesale Grocers' Exchange convention, which meets in Montreal on June 22.

Wholesalers Not Prompt.

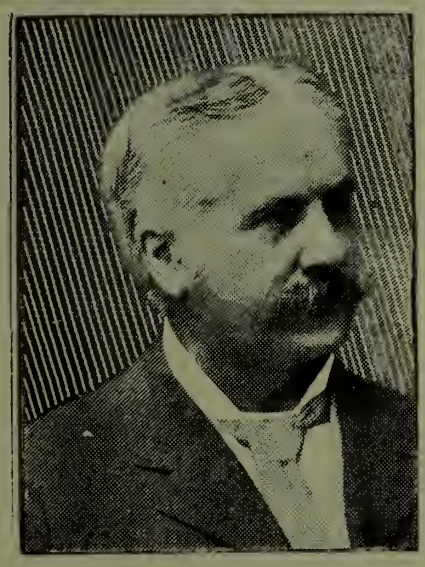
During the succeeding discussion there were many points touched upon and many important statements made. F. T. Smye referred to the attendance of so many retailers the previous day. They were there in their might with some 90 men, and wholesalers had a big lesson to learn from them in promptness. He deplored the carelessness of some wholesalers in not replying to communications and attending conventions. Manufacturers were being educated to see that wholesalers should have their rights and to see that prices shall be kept.

"Are we going to allow two per cent. of the wholesale trade to ruin us?" he asked. "We should grasp the first opportunity for we want a fair deal. The conviction of the retail trade is for a square deal; they came here yesterday with clear-cut resolutions; they do not want secret rebates and underhand work and they do not want to be antagonistic to us. More than one told us the proper plan was to support members of the exchange."

Uniform Travelers' Holiday.

Chas. Parsons, Parsons & Brown, Toronto, was delegated to draft a resolution regarding travelers' holidays. When this was presented it called forth much discussion, there being a difference of opinion. Some claimed that there should be no set time for these holidays; that travelers wanted them when they wanted them, and not at a certain time specified two months prior to the vacation period. This was the contention of A. H. Pafford, Davidson & Hay, Toronto, who agreed that if this were done his firm would not send out substitutes.

Others claimed that travelers had plenty of holidays—two every week. But



W. G. CRAIG, KINGSTON,

The Retiring President of The Ontario Wholesale Grocers' Exchange.

this point was argued. Some maintained that their travelers worked just as hard on Saturday as on any other day.

H. C. Beckett, W. H. Gillard & Co., Hamilton, said that retailers liked to see travelers get a holiday, and he found that grocers did not support houses who did not give them the usual holiday.

The resolution called for the holidays extending from July 23 to August 6. This does not apply to eastern houses, such as those at Kingston, in view of the competition from Ottawa and Montreal houses who do not belong to the exchange.

Personally, Hugh Blain thought as did Mr. Pafford. But that would render useless all attempts to give travelers holidays. Concerted action was necessary. On general principles, he did not agree with the stand of the Kingston trade, as he believed that retailers could be educated not to purchase from those who did not grant the holidays. If different firms have different terms there would not be concerted action. He did not propose to stand aside and see a representative of another firm out on a certain district when his traveler for that district was on a holiday. He would have to send a substitute. The following resolution, moved by Chas, Parsons and F. T. Smye, eventually carried:

> "That the travelers' holidays as in the past should consist of two weeks, commencing Saturday, July 23, and ending Saturday, August 6, this to apply to travelers within the same territory as last year."

The usual resolution to eliminate Christmas presents also carried. This was found to be the cause of much expense for little value received.

A Manufacturers' Committee.

The selection of a Manufacturers' Committee to confer with manufacturers regarding selling plans of the latter, was the next question considered. This committee is Jno. Dillon and T. B. Escott, London; H. C. Beckett and F. T. Smye, Hamilton; Hugh Blain and A. H. Pafford, Toronto; W. G. Craig, Kingston, and an Ottawa wholesaler to be selected later.

A resolution was then drafted to the effect "that this convention loyally support the Manufacturers' Committee and act in support of any suggestion made or arrangement decided upon."

Geo. E. Bristol wanted a standing vote. One wholesaler declined, maintaining that anything within reason would have his sanction. If the committee boycotted any manufacturer, he would not like to support it, because he thought it would be illegal.

H. C. Beckett—"That's not boycotting. I'll read you the law—we have the right to refuse to handle goods of a manufacturer; we can combine to do that."

He then quoted from the judgment of Justice Falconbridge in support of his claim.

"Manufacturers have always defeated us on account of petty jealousies of the trade," he added.

This satisfied the member who had held out, and the resolution was unanimously carried.

The committee of retailers, recommended by the R. M. A., with which the Manufacturers' Committee will confer, is composed of M. Moyer, (chairman), Toronto; F. W. Forde, Ottawa; Jno. O. Carpenter, Hamilton; T. Nappy, Brockville, and E. M. Trowern, Toronto.

One of the wholesalers asked if there was anything to be done with the suggestion that the Ontario Government reimburse the exchange for the expense in connection with the guild case. This, however, was not considered for a minute.

Changes in Sugar Arrangement.

The existing sugar arrangement was under discussion for a time. It was suggested by one member that sugar be sold at "open" prices—that is, at the prices existing when the order arrives at the

office of the wholesale house. The handling of the second grade of granulated sugar also came up, but these questions, as well as alleged violations, were passed on to be discussed at the meeting of the Dominion Wholesale Grocers' Exchange, which will be held in Montreal beginning June 22nd.

Cheers for the retiring president and for the secretary brought the convention to a close about 4.30 on Thursday afternoon, which, in view of the questions discussed and the frankness of speech was a memorable one in the history of the Ontario Wholesale Grocers' Exchange.

Plea for Unity Among the Three Trade Branches

Address in Part of E. M. Trowern Given at the Ontario Wholesale Grocers' Exchange Convention—What Retailers Were Objecting to and Some Remedies Suggested — Manufacturers and Wholesalers Selling to Consumers a Thorn in Retailers' Side.

The Retailers' Position.

The subject which I desire to present to you this morning, if covered completely, is one that cannot possibly be dealt with fully and justly in the very short space of time that has been allotted to me, generous and all as you have been in giving me so much of the valuable time of this convention, as its boundaries cover the entire commercial field and everything pertaining to the trade and commerce, not only of Canada, but of the British Empire, and also all the other nations of the earth.

These three factors, the manufacturers, the wholesalers and the retailers, represent the great commercial highway and its accessories, upon which our trade and commerce travel. They embrace the entire machinery for the transmission of raw product from the time it is taken from the field, the forest or the ocean, until it is placed into the homes of the consumers. In considering the extent of our commerce or the commerce of any country as a whole, the three interests are inseparable, and their relationship is as closely identified one with the other as is the body, soul and spirit of an individual. They represent, in fact, a trinity of interests, one in three and three in one. Before the producer can place his spade into the earth to dig the ground or plant the seed, the spade must be manufactured, and so around this manufacturing process the distribution must take place, either in large quantities or singly one by one. The first step in the great procession of commerce is taken by the manufacturer, the second the wholesaler, the third the retailer. Around all these interests and subsidiary to them, but not before they exist, comes our currency, our vessels, our railroads and our vehicles for transportation; our seats of Government, our educational institutions, our private and public buildings, our insurance, telegraph, cable and telephone systems, etc., all of which have come of necessity out of and been the result of the great advent of our commerce, which has always and will always lead the way to the opening up of the mighty march and advancement of our civilization.

The relationship, therefore, of the three interests, the manufacturers, the wholesalers and the retailers, has not been forced upon the community against its will. It has not arisen because some official tribunal has so willed it, or because we have become welded to it through custom or habit, and have been afraid to separate ourselves from it. It has come upon us, it has remained with us, and it will always be with us because it is the only natural, orderly, systematic development of a God-ordained natural law, that cannot be departed from without injuring the entire fabric and structure of our civilization. In fact, upon our commerce our entire civilization has been constructed.

"Having in our possession then as merchants and manufacturers, the instruments out of which has been created the fundamental principles upon which our civilization has been built, and upon which it is being built, are we sufficiently conscious of our responsibility? Are we directing and regulating them as we should? Are we using them properly? Are we allowing them to drift and regulate and control us? Are the three interests working in harmony? Or are we allowing the natural channels to be congested and their currents to be displaced? Is the body, soul and spirit of trade working harmoniously together as one unit, or is the body starved and sick, the soul in anguish, and the spirit depressed and downcast? It is for the purpose of considering this subject, I take it, that we have met here and I trust that in the discussion that will follow, as I believe it is your intention to so do after I have expressed a few thoughts upon it, that you will do so in the most fearless and open-minded manner possible having primarily in view the general welfare of the manufacturing, wholesale and retail grocery trade of Canada, and leaving any individual grievances that you may have, to be taken care of at some future time, and after we have established and agreed upon some common principles, that are apparent to all and only require our confirmation and active and united support to put them into operation.

Brightness on the Horizon.

"As a retail merchant, who has labored for many years and given considerable time and attention to association matters, I can assure you that the present meeting, where we are gathered together as manufacturers, wholesalers and retailers, is to me one of the brightest signs in the commercial horizon. It is one that I have long wished to see materialize, and one that I hope will continue and be the first step towards building up a unity of interest that will not only help the grocery trade of Canada, but will point the way and create in the minds of all those engaged in commerce that they are filling no menial position in society, when they are standing up and declaring that they intend to take their part in operating the great machinery of commerce, and in directing the counsels of the grocery trade of Canada. They thereby co-operate in a practical way with their fellow manufacturers, wholesalers and retailers so that our trade and commerce will be placed upon a higher and better plane, and thus educating public opinion and direct the attention of our Governments to the fact that our motives in meeting together are not for the purpose of extracting unreasonable profits from our customers, the consumers, but to so regulate our trade affairs, through fair and honorable methods, that everyone engaged in it may occupy in the public mind as important a position in society as that accredited to the arts and professions which must of necessity follow, not lead, in any national progress that commerce may make.

"Having shown then that our relationship is closely allied and dependent one on the other, how can we best become associated so that the greatest welfare of the whole can be accomplished, which when accomplished will result in greater advantages to ourselves as well as to the consumers, who are our customers and friends. I do not intend here to refer to any reasons why what we desire now has not been brought about in the past, further than to say that we are now, I hope, entering upon a new era, and it is my hope and desire that we formulate as a beginning some plan whereby the three trade interests may co-operate more closely than they have done in the past, for their mutual benefit.

"To do so successfully there must be some recognized principles upon which we must all agree—not in the sense of limiting our capacity for business or laying down some hard and fast rules regulating the detail of our business, and in any sense taking away from us the power to develop our individualism, and thus endeavor to set us back into the age of serfdom or force us into the visionary age of modern socialism. If our organizations stand for anything they must stand for the preservation of individualism in trade and commerce, controlled only by rules agreed upon by all and which are for the best interests of all, or in other words "individual freedom under collective control."

Scope of Manufacturer.

"Let us take as an example of what we mean, the question that has often been asked in various conventions: "Should a manufacturer occupy the three-fold position, that of manufacturer, wholesaler and retailer?" or "Should the three interests be isolated, yet devoted, to their various functions?"

"In considering these subjects we must always bear in mind that there is a natural law underlying trade subjects, the same as the natural laws that

govern and control our conduct, and we are well aware that if we violate them we suffer, or if we depart from them our reward is awaiting us without any possibility of escape. So it is in trade. If we depart from the natural order and do not recognize the natural channels we must pay the price and suffer the penalty.

"General experience, without any demanding edict from the trade, has shown the majority of intelligent manufacturers that if they want their product marketed in the cheapest, most expeditious and safest manner they must use the machinery provided by the wholesale trade, which amounts to several million dollars. They have found in addition to this enormous machinery that they have the good-will of the wholesale houses and the good fellowship of the vast multitude of commercial travelers, whose glad hand means a valuable asset to the manufacturer, to say nothing of the great saving in the expense of marketing an individual article.

"Then again, follow the cost of bookkeeping, the freight and express charges, the cost of bank drafts, the loss in failures and numerous other incidental expenses and the question settles itself in its natural order and according to natural law without having to have a hard and fast mandate from the trade. If the manufacturer pursues the field further and attempts to sell directly to the consuming public, his troubles are still further increased and so also are his expenses. Experience, therefore, has proven that the natural order and relationship of trade is from the manufacturer to the wholesaler, from the wholesaler to the retailer and from the retailer to the consumer.

Cutting Heart Out of Prices.

"Admitting however, that the above channels are the natural ones and the ones that are most profitable for the manufacturer to follow, there are some who have strayed away in some particulars from the narrow path that leads to joy and peace, and I am sorry to say they have been following the desires of their own selfish hearts. Perhaps it is because no one has been on the watch tower, no one guarding at the switch. But now those who have been slumbering are commencing to awaken, we hear this question asked: "Do you think it is fair that a manufacturer should load up the wholesale houses at a price and then sell on the same quantity terms to a few select retailers, who use the special discount given to them to cut the heart out of the prices of the legitimate dealers, who sell the same goods in the same locality and who are desirous of doing an honest trade, and being regarded as honest citizens in the eyes of their customers?"

"Our answer to this is: 'No it is not fair either to the wholesale trade or to the retail trade and it will eventually demoralize the manufacturer's goods, and the only difficulty just now is that the machinery of the natural trade law of compensation for violation of trade laws is out of order, and we hope soon that it will be in the hands of skilled experts and when it is made complete it will commence operations after due notice has been given and no mutual and fair understanding can be arrived at. We are quite aware that some manufacturers take the narrow view. They look at the sales of one given retail grocer in some special locality, and because that appears to be large he thinks that that retail grocer should have special discounts or special privileges, forgetting that the reason in ninety-nine cases out of one hundred why this particular retail grocer's sales in this particular line is large, is because he is not only giving away the illegitimate discount given to him by the manufacturer which should go to the wholesaler, but he is using this line of goods as bait to attract customers to buy other lines. By so doing he has discouraged the sale of these goods not only through the wholesale houses, but by all the legitimate retail dealers in his neighborhood, proving again that all laws that are violated carry with them a sure, if not an immediate, penalty. It is the continuation of this system of doing business that has forced hundreds of retailers to discontinue handling some lines of goods altogether, and thereby creating new markets for new goods and adding and multiplying competition in the same line.

"If trade was as it should be and if we had more cohesion between the three branches of the trade, a great many difficulties that now exist could be removed. Instead of the wholesale trade being looked upon by some manufacturers as a necessary evil, they should be welcomed and assisted and regarded as their best friends and as their legitimate distributing and financial agents.

4,500 Grocers in Ontario.

"Take also the retail grocery trade of Ontario. As nearly as I can estimate it we have over four thousand five hundred retail grocers. Estimate that the average investment is one thousand dollars and we have the enormous sum of four million five hundred and sixty-seven thousand dollars ($4,567,000) represented. Add to this the value of the real estate they occupy, the number of horses they keep, the number of employes they have, the fire insurance and the taxes they pay and you have then only some slight idea of what this enormous selling force represents. Add the wholesale and the retail trade together and imagine for one moment that if the manufactured lines that this great selling force handles, had the real hearty good-will of these distributors behind them, what would this mean to the manufacturers that are now in business?

"You may ask me as a representative of the retail trade if I think that the retailers have any reason to doubt that they have not now got the hearty goodwill of the manufacturers, and I must frankly confess to you that while you may all express in pleasing words your good fellowship there remains yet a percentage of you who are not showing it, in my opinion, in a practical way. This may seem severe but in conferences of this kind if we want to accommaplish anything we must be above all other things openly frank and honest. It may seem unnecessary to remind you that in the affairs of life generally an underpaid servant who is forced to serve long hours and use some of his own money or borrow from others (it may be his wholesale friends) to eke out an existence and keep his family, is not as a rule an alert, bright and happy advocate of the cause of his master—and so it is with the retailer. When manufacturers think, which I am sorry to say a few of them do, that they can create a public demand for their goods and force the wholesalers and retailers to handle them on a starvation margin of profit, they are endeavoring to force unwilling servants and the said servants are commencing to rise in rebellion, and as long as I am elected to represent them and free to speak, as I am glad to say I am, I must frankly confess that I shall do all I can to encourage them to rebel, and not only rebel but strike, and strike good and hard as well.

"Now I am not saying this in any spirit of anger or idle boasting. I believe more, much more, can be accomplished by reason and negotiation than by warfare and strike, but I would be unfaithful to my duty as secretary and it would be against the inherent principles of my race to allow this subject to pass without telling you what the real feeling is, and how many feel it in their hearts, but do not express it with their tongue, but we have to face it sooner or later, then why not face it now? All this only points us to another reason why our relationship should be more closely welded together and when they are, these misunderstandings, these unpleasant conditions and these aching wounds, that are constantly being re-opened, will and can all be healed; and instead of the retailers wearing a scowl and a frown when certain goods are asked for, his face will reflect the radiance and good-will of the manufacturer, and his hand shake will mean more, much more, than the greedy grasping after earth's riches, it will be the hearty shake of appreciation and of practical good fellowship and goodwill.

"It was not my intention to confine my reflections entirely to the manufacturer as he is only one party to my subject, but I cannot close without again reassuring him that the retail trade desire closer relationships and they have just as much confidence as ever in the contract plan of selling goods as they had when they first advocated it seven or eight years ago. We trust that this subject will not be overlooked during the discussion of our relationships, as it is one that not only vitally affects us all, but one that must be initiated primarily by the manufacturer.

Selling Direct to Consumer.

"To our wholesale friends we may say that we have many things to say to them that I hope will be taken up in the future as a result of this meeting, and which time forbids us to enter into now, but among them, however, is that old time subject of their selling direct to the consumers. From the standpoint of the retailer we can see and we know of many other matters that should be mutually adjusted and which I trust will, the result of which will mean more trade comfort and more prosperity to us all.

"Having therefore, pointed out the need for closer co-operation among us all and pointed out some of the pitfalls that by consultation can be overcome, I would not like you to think for a moment that

while I have been pointing out some of the evils that exist among manufacturers and wholesalers, and which we trust to have remedied very soon, that I am forgetting our own shortcomings and our own faults.

"To do this would be to cover up perhaps the most unsightly view of the picture, and the only regret I have is that space will not allow me to present it so that you will be able to see some of the evils that are being committed, and some say because they are being committed higher up they are being reflected on those lower down. But be this as it may, no remedy can be effectual until it is agreed upon mutually by all interests. The retail evils, however, like other matters should be taken up in the full consideration of how best to improve the entire grocery trade of Canada, and in it will be found food for thought that will occupy some of your best minds and your most active intellects, but it can only be accomplished by unity of action and unity of purpose and this will mean the active co-operation of the manufacturers, the wholesalers and the retailers.

"If from among these three great interests you can select men, which I am sure you can, who have the living interest of the trade at heart, who are big enough and broad enough to lay down principles and ethics of trade in which all who desire honest methods of trade to be conducted, can travel in, you have laid the foundation and taken the first step to point out to the other nations of the earth, that if Canada does lie in the north, if it is only a colony of the British Empire, and a thinly populated place at that, that the business population at least are determined that they shall have a voice in the administration of their commercial affairs, so that they can place the trade and commerce of Canada upon such a high plane that they will attract to our shores all those who feel that here at least trade is sustained on a fair, honorable basis, and the name "Canada" will be synonymous with "Fair Trade" and "Fair Commerce" and shine out more prominently than ever as the brightest gem in the British Crown."

Grocers at "Soo" Have Protective Association

Reforms of Vital Interest to the Trade Being Agitated—Want Lower Freight Rates and High Licenses on Peddlers — More Friendly Relations With Wholesalers.

Sault Ste. Marie, Ont., May 5.—The retail grocers of Sault Ste. Marie and Steelton, Ont., have an association, which although organized but three months ago, has already exerted an influence that is proving a benefit to the trade.

It boasts of twenty-five members, apparently a unit in their desire to increase the usefulness of their association, realizing that only by concerted effort can success be gained. Indications of the aggressiveness of the grocers of the "Soo" are found in the reforms that have been, or are being, brought about, and in the programme they have mapped out for future endeavors.

A credit information bureau has been established and the members have found it of real practical value on many occasions during the past three months.

After Lower Freight Rates.

A movement is being planned to secure lower freight rates, and the better handling of produce and goods coming in by freight. More satisfactory relations between the wholesaler and retailer is another item of general concern, and an attempt will be made to have a heavier license placed upon peddlers, whereby their operations within the city shall be restricted.

The association is planning to hold its first annual excursion on Civic Holiday and in various ways the members are uniting under a friendly spirit, which will be the keynote of their success.

Three months have satisfied them with what can be accomplished by a good association. They recommend it, in fact, to the grocers of any community as an effective method of solving many of the problems of the trade and of improving and rendering more pleasant the business relations between the members.

The president of the Sault Ste. Marie and Steelton association is E. J. Ewing, and W. F. Danskin is the secretary.

HAS LIVED 75 YEARS.

Toronto, May 5,—The oldest grocery establishment in Toronto—Michie & Co. —this week celebrates its 75th anniversary. It is in fact the oldest retail business in this city, having been established May 1, 1835, in the same spot on King street on which it stands to-day. The founder was the late Geo. Michie. After him came his nephew, James Michie, and following him was his nephew, J. F. Michie, who is at present head of Michie & Co.

The firm attribute the great success of their business to quality and service about which something will be said in The Grocer in the near future.

A TRAVELER'S DEATH.

After a short illness, Capt. A. F. Holmes, one of the old reliable "Knights of the Grip," passed away at his home in Napanee. For a number of years Capt. Holmes represented E. W. Gillett Co. Ltd., between Toronto and Montreal, and by his genial personality made a host of friends who will not soon forget him or his many good qualities. The Gillett Company lose a faithful employe, the boys on the road a genial wholesouled companion, and the trade will miss his good-natured face.

INDIGNATION AT PICKEREL LAW.

Montreal, May 5.—An error is said to have caused the law regarding the pickerel close season to read April 15th to May 15th, instead of May 16th to April 14th, one month, instead of eleven.

The Department of Fisheries at Quebec has had its attention called to the matter by J. R. Innes, secretary of the Fish and Game Protective Association. Fishermen are very indignant about the whole matter.

TRADE NOTES.

Charles Gurd has returned to Montreal from Europe.

C. F. Specht, grocer, 885 Dundas St., Toronto, has assigned.

Jas. Showers has opened a grocery store in St. Thomas, Ont.

Robert Heron, Montreal, with W. D. McLaren & Co., is out of the city on a business trip.

G. P. Johnston, manager of the Royal Polishes Company, has returned to Montreal, from Toronto.

John Fullerton, of Rowat & Co., who has been on a trip to the Pacific coast, has returned to Montreal.

Watt, Scott & Goodacre, Montreal, have removed to larger and more commodious quarters at 32 St. Sulpice St.

The grocers of West Toronto held their first Wednesday half holiday this week. The majority of the trade have decided to take the half day off.

Allan Clark, for more than three years and a half with D. Simpson & Co., general retail merchants, Pickering, Ont., has joined the selling staff of Wm. W. Brack, West Toronto.

An Ontario charter has been granted Mason's Limited to acquire the business of Mason Miller Co., manufacturing and dealing in sauces, relishes, soups, and similar goods. The company is capitalized at $40,000 with head offices in Toronto.

E. Tessier, grocer, located at the corner of Colborne and William Sts., Montreal, for many years, has moved to the northern part of the city and is now carrying on business in a newly equipped, modern store, corner St. Urbain street and Laurier avenue.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

Halley's Comet—Philosophers and scientists have endeavored to explain to us what the comet's tail is composed of but the grocers of Canada have the correct solution.—Look for it in this issue.

The Canadian Grocer

Established - - 1886

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PUBLISHED EVERY FRIDAY

CANNED FRUITS ADVANCE.

Two weeks ago The Grocer stated in this column that canned fruits were about to advance. It was expected then that the final announcement would have been made last week, but the canners have just made it public this week.

A rise of from 2½ cents to 5 cents occurred, affecting Ontario, Quebec and Winnipeg markets.

Canned fruits are good holding, but, of course, they should not be held too long, although it is claimed that strong prices will prevail throughout the year.

The same is true of canned vegetables and best salmon.

RETAIL OFFENDERS LIABLE.

Judgment has been entered against Joseph F. Bellefeuille et al, defendants in a suit preferred against them by The Walker Bin Co., for damages and costs, and an injunction has been issued restraining them from further infringing Canadian patent No. 81723, and from using, manufacturing, vending or selling the plaintiffs' patented bins. This action was against both manufacturer and user and the judgment covers both.

This is important to retailers, as some have been led to believe that responsibility for infringement does not rest on the user of the infringed article.

Even if retailers are innocent offenders in such cases, that does not exempt them from incurring the penalties that may be imposed. It is best to know the law.

THE MONTHS OF WEDDINGS.

A home furnishing advertisement detailing a list of articles that could be purchased for $50 suggests an idea that might be acted upon to advantage by the average grocer.

Both May and June are months marked by many weddings and the grocer should not overlook this opportunity of providing his share of the home equipment. His own wisdom will tell him the list of goods he can furnish for a new home, and he can select the amount as he sees fit.

John Catto & Sons, of Toronto, arranged a good newspaper "ad." in this manner, and the grocer might find it to his advantage to attempt a similar plan.

WATCHING MARKET ADVANCES.

Retailers should profit by a statement made by one of the wholesale grocers in respect to the selling prices of goods.

During the closing day of the big convention last week, the prices of salmon were under discussion, when one of the wholesalers stated that he was basing his selling price on his stock. Salmon was good holding he said, and he purposed selling it for what it was worth at the time of sale.

Why do not retailers do this? There are retailers who on many occasions 'get in right' on some particular market. They know that their speculations will be good, and eventually find them to be. But they do not sell the goods at prices ruling at the time of sale. They do not keep in touch with the markets from jobber to retailer, and do not know when advances occur.

Sometimes they have this knowledge, but do not use it profitably. They sell at a few cents above cost, when their competitors who fared worse in buying would lose money if they sold at the same price—and they might just as well make a better profit.

This illustrates why retail grocers should study carefully the markets in their trade paper. It posts them on price advances and gives them an opportunity to profit where a better profit is made possible.

THE GROCER'S WIFE.

The wife of the grocer who is not prevented by too many home duties can, and often does, aid her husband in many ways connected with his business.

This is particularly the case with grocers doing a small or moderate-sized business. She can, and does, read the trade journals, and keeps herself and husband in touch with what other grocers are doing.

Her advice and suggestions are often of much value, as she sees things from the point of view of the outsider and possible customer as well as from the inside of the store. Numerous bright plans put into effect by grocers have been introduced at the suggestion of their wives, many of whom do a lot of good thinking.

The grocer's wife is often one of the best cooks in the town and locally famous for "trying all the new things." Her suggestion to her neighbors that they use such a brand is one of the most effective advertisements in the world.

SYSTEM IN THE STORE.

The grocery store that is without system courts disaster. It is like a ship without a compass. It may, for all the grocer knows, be heading straight for a rock. His day is so taken up with worry over his position that he has not time to plan for the future. He cannot leave the bridge to others. He must stay and see everything through himself.

System, like every other good thing, can be carried to excess. It can be made a burden on the clerks, a check to rapid business instead of a hastener, and it can develop into a strangle hold. Too much red tape is nearly as bad as no red tape at all, but a judicious amount is the saving of the store.

No business is so small that it does not need system, and rigid system too. A system that grows up with a business, that becomes improved as the experience of the merchant broadens, until the whole business of the store moves like clockwork, is the system that counts. Theoretical systems of experts cannot be applied to a store with impunity. They may upset things more than they improve them. The best system is the one that has been evolved by the merchant, and suits his trade. There can be no check upon the business, no prevention of leakages, no minimising of mistakes, no correct figuring of cost and selling prices without it.

System in all departments saves labor and therefore time. The rapid handling of orders impresses the customers, and gives the store a good reputation. But best of all, it enables the merchant to tell exactly where he stands. How much profit he has made, the value of the stock in hand and all those pointers which are so necessary in the carrying on of a business with the confidence born of the fact that the merchant knows exactly where he stands.

Practical Methods Used in Retail Grocery Stores

Vegetable Fountains Used By Sherbrooke Retailers—Kingston Merchant Claims Some Wholesalers Sell to Consumer—a Method for Getting the Farmers to Town —Nelson Board of Trade Think Sugar Prices There are Too High—A Vancouver Merchant's Experience.

A Vegetable Fountain.

Sherbrooke, Que., May 5.—Two of Sherbrooke's retailers, May & Houlihan, and the Montreal Street Provision Co. are making use of window fountains for keeping their vegetables fresh.

The structure is simple, being trays of galvanized metal arranged in a pyramid form, and small, upright sprays to furnish the water. The trays are loaded with lettuce, celery, spinach, radishes, and in fact most vegetables are revived by placing them under a spray of this kind.

The entire cost of the affair is slight, and it pays for itself quickly. Spinach, badly wilted, placed in the fountain for a few hours will become as crisp as if freshly picked and other vegetables are benefited correspondingly.

Frank Hovey, of the Montreal Street Provision Co., has been using his for some time. His structure consists of one large bottom tray, which practically fills the window. On four uprights is a tray of about 1-3 the size. There are three sprays, one for the smaller tray and two for the larger.

That in use by May & Houlihan is rather more elaborate. In addition to the two trays mentioned, they have added a round tray on top, which enables better displays to be made. Two additional sprays are provided. They have found by experience that less sprays are needed, however, the single one for the top tray being usually sufficient. The water is drained by a waste pipe in the centre, which is connected with the sewer.

Any grocer, they claim, who likes to sell fresh, crisp looking vegetables should have something of this kind, as in no other way can they be both displayed and revived at one and the same time.

Grocers in Public Service.

St. John, N.B., May 5.—As a result of the civic elections held in St John last week, two retail grocers and a man closely allied with the grocery trade will sit at the council board for the year commencing May 3. Alderman John W. Vanwart, retail grocer, Charlotte St., was opposed this year, but beat his opponent by a majority of nearly 2,000 votes. Alderman Vanwart has presided over the department of public safety for the past three years, and he will probably continue in charge of that work during the coming term. Harry G. Smith, the west side grocer, who opposed Ald. Belyea in Guy's ward, was successful in downing his opponent by a lead of over 500. Rupert W. Wigmore, manager of the Sussex Milk & Cream Co., was elected as one of the representatives of the city at large. All three are capable business men.

Hard on Some Wholesalers.

Kingston, Ont., April 28.—In referring to the letter which appeared in The Grocer a few weeks ago from the Hamilton retailer on the grocer's profits, one of the Kingston merchants thinks there is a good deal in it.

"The wholesaler goes into the territory of the retailer too often," he declared. "He supplies consumers, caters to hotels, restaurants, boarding houses, directly and indirectly. Employes in wholesale houses often buy in quantities and distribute to their friends and relatives, causing no end of trouble. Many people know wholesale prices better than some retailers.

"The worst enemy of the retail trade is often the wholesale and retail man. He will sell the consumer a bag of sugar as low as he will sell the trade. I am looking at the question from the retail standpoint. No doubt the wholesaler has troubles to point out such as carrying retailers on their backs and against this I might say that wholesalers as a rule establish a bad system of encouraging 'any old fool' to start in business if they see his pockets bulging out with one or two hundred dollars.

"A few years ago wholesalers put a limit on their sales by selling to a few. They wouldn't break packages. This kept the number of stores from increasing and there was a living. But the situation to-day is different. Other injuries received by the trade might be mentioned, such as 5 and 10c stores. A big sale was put on here recently by one firm sell-brooms costing $3.25 per doz. for 15c each. I think 40 doz. was disposed of making a loss of about $58, and see the injury to the poor grocers. A branch of a wholesale meat firm cuts price of butter, eggs, cheese, lard, pickles, apples, etc., just to draw trade. They have big sheets on the side of their delivery rigs telling the people of bargains they are offering.

"Yes, it certainly costs a lot to do business now and discounting notes is the order of the day. We hope the big joint meeting will burst some of the clouds, and that the sunshine will pour in upon us and make the bank accounts grow like wild mustard."

Getting the Farmers Into Town.

Salina, Kansas, May 5.—In order to get the farmers into this town as often as possible and to encourage them to deal here the Merchants' Association have hit upon a novel idea.

The association has made arrangements to give a number of prizes to the parties bringing to the city the largest number of eggs during the month of April. A first prize of $15 will be awarded, a second prize of $10 and a third prize of $5.

Parties may sell their eggs to any dealer in the city, who will give them a receipt which must be sent to the secretary of the association. Of course, all eggs sold must come from the poultry yards of those who enter the contest. There has been a great scarcity of eggs the last few months and it is thought that the contest will stimulate more interest in the industry.

Protest Against Sugar Prices.

Nelson, B.C., May 5.—The board of trade of this city is making a protest against the high price of sugar. At the meeting held this week, Mr. Horswill said that the sugar combine charged $6.20 in Nelson, compared with $6 in the Crow's Nest Pass district and $5.80 in Winnipeg. A committee was appointed to take this matter up with the company and, failing redress, with the minister of trade and commerce.

Educating the Consumer.

Vancouver, B. C., May 5.—That a prophet has no honor in his own country is further shown by the remark of a retail grocer. "Look at this spaghetti," he said. "Time was when I could sell very little of it, because the name of the manufacturer was on the package, and it was a local firm. After investigation, it was found where the trouble lay. A new package was got out, leaving out the place and by whom it was manufactured, and labelled 'fine Italian spaghetti.' Now there is no difficulty in selling it, and the same customers who before declared it was inferior are loud in their praises of the quality of the goods. The consumer has to be educated, but it is often far better to adopt this course rather than try to remove a mistaken notion from a person's mind."

Prince Rupert's Business Grocers.

Prince Rupert, B.C., May 4.—Among the candidates who are seeking honors in the first municipal election, which will be held next month are several grocerymen. Three are running for aldermen. One of them is H. H. Clarke, Clarke & Ives, wholesale grocers, who was born in Truro, N.S., traveled in Manitoba and British Columbia for years, and established his business in Prince Rupert, with Mr. Ives, last June. He is president of the Publicity Club, on the board of trade council,

government appointee on the hospital board, and secretary of the Skeena river Conservative Association.

F. H. Mobley, another candidate for alderman, is of Stewart & Mobley, who before conducting a wholesale business here, was in the retail grocery business in Atlin for ten years and still holds his connection with that business. He is a J. P.

Wm. P. Lynch, of Lynch Bros., department stores, is from New Brunswick. For six of the nine years that he was in the Yukon, he conducted a general store. He started in his present business with his brother two years ago.

To Enforce Peddlers' License.

Kingston, Ont., May 6.—Merchants of this city have demanded that the license law affecting peddlars be enforced. It has been given out at the city hall that there has not been a license taken out by a peddlar this year and that they have been allowed their own free will on the streets. A deputation from the Retail Merchants' Association complained to the Chief of Police that the by-law was not being carried out and asked that immediate action be taken.

A Convincing Advertisement.

Brampton, Ont., May 7.—A recent newspaper advertisement of the R. F. Dale & Co., was as follows under the display heading "The Star Grocery":

"Every day we have more satisfied customers, who, until they had tried our groceries, fruit, etc., did not know what they had missed both in cash and quality.

"We have some maple syrup left, which we are selling at reduced prices. Guaranteed pure.

"Try a cake of our pure maple sugar.

"We sell the best bread and pastry flour on the market.

"We will pay highest cash prices for any quantities of butter and eggs.

"Orders delivered promptly."

Had prices been used in connection with the various articles the "ad" would possibly have brought even better returns.

Want Early Closing in Lindsay.

Lindsay, Ont., May 5.—Although there is not a local retail Merchants' Association in Lindsay, nevertheless there is a strong feeling of co-operation and from time to time the grocers hold meetings for the discussion of paramount questions. Much can be accomplished by co-operation and the Lindsay grocers recognize this fact. In fact they recognize that by "pulling" together instead of "cutting prices," is the wise policy to follow.

It is understood that an effort is being made to bring about early closing during the summer months, and a petition is being circulated to this effect. The grocers may also hold a "half-holiday" picnic some time this summer, similar to the one held in London, and in other places. In fact the Lindsay grocers are beginning to awaken to the fact that "All work, no play makes Jack a dull boy." The early closing, and the half holiday would be a boon, not only to the clerks, but also to the grocers, and would tend to establish an easier feeling and a more confidential feeling between the employer and his clerks.

Lindsay grocers were pleased to hear that the wholesalers had invited the retailers to meet with them in convention to discuss grocery matters. Three town grocers, T. A. Fisher, J. R. O'Neill and Jos. Staples attended. In conversation with some of the grocers they gave it as their opinion that there should be a closer relationship between the retailers and the wholesalers.

Killing Flies in Show Cases.

Ottawa, May 5.—An Ottawa grocer claims to have discovered an easy method of removing flies from a showcase. He uses formaldehyde, which can be procured from any druggist for a few cents and which can be used without any effects to the stock. The formaldehyde is placed in a glass container or even on a saucer and put in the show case in the evening. The grocer states that in the morning all he has to do is to brush out the dead flies with a whisk. The amount of the formaldehyde depends upon the size of the show case, about two ounces being sufficient for a case six feet long. The case must be opened in the morning to let the gas escape. It is claimed that the gas will not damage the goods. The method is said to be, simple and cheap and the flies can be killed off during a night without any trouble. This grocer uses formaldehyde in ridding more than a few show cases of flies and has found it to work most satisfactorily.

Sells Brazil Nuts Now.

St. John, N.B., May 3.—In line with the advice contained in a recent issue of The Grocer, one of the retailers is making a special display of new Brazil nuts. A sack of the nuts has been emptied into the window with an attractive price-card attached and an announcement that 'now is the time to buy Brazil nuts to get them good and fresh.' As a result there has been a good demand for them. The stock shown is exceptionally clean and bright, and the dealer expressed the opinion that even if he had to pay three cents more for them they were well worth it, as he had found scarcely any bad ones, whereas in other years the stock had to be thoroughly gone over, and a great deal of waste was found.

Thinks Profits are too Small.

Trenton, Ont., May 5.—It is the opinion of E. T. Marsh that the retail grocery business is not in extra good shape. He states that some manufacturers do not take into consideration the retailer's profits when they fix their prices and cites one case where the grocer makes only a gross profit of 14 per cent.—scarcely more than enough he maintains to cover the expense of doing business.

Something in the line of conferences he thinks should be held with the wholesalers and retailers as he does not see much money in the business at present.

SOME LUCKY EMPLOYES.

Montreal, May 5.—Employes of the Montreal factory of Chase & Sanborn have each been presented with a cheque for $200 by the Montreal partners in the firm—Senator D. Gillmor and John Anderson.

The reason for this gift lay in the fact that, under the will of the late Caleb Chase, senior partner of the firm, left bequests to all the Boston employes, varying in amount from $200 to $2,000. It is generally considered that he meant these amounts to go to Chicago and Montreal men as well as Boston, but the court held that only Boston was included, according to the strict wording of the will, which read: "Chase & Sanborn, Boston."

As a result of Judge Morton's decision, the local partners decided to open their purses to the extent above stated. fourteen employes benefit by it.

NOT ENOUGH PRODUCED.

Bracebridge, Ont., May 5.—At the Canadian Club dinner held here in honor of Prof. James, Deputy Minister of Agriculture, some reasons for high cost of living were given in his after-dinner speech.

The call of the west to the farmer from Ontario and the increasing activity of our manufacturing centres were, he said, expanding the consumption of the necessities of life, while the number of producers was decreasing. Giving an illustration, he pointed out the value of Canadian hens. Ten years ago eggs in large quantities were shipped from Ontario to the United States cities, and now we are actually importing eggs from China and Russia to supply the home demand. What applies to eggs applies to other products, he stated, and it was time in his opinion that Ontario people took notice of this or prices would soar beyond the ordinary man's reach.

FISH COMPANY'S OFFICERS.

The officers of the newly-organized Maritime Fish Co. are as follows:

President—Lieut.-Col. Chas. A. Smart.

Vice-Pres.—C. E. Archibald.

General Sales Manager—A. H. Brittain.

Directors—Lieut.-Col. Chas. A. Smart, James W. Pyke, C. E. Archibald, L. E. Geoffrion, W. B. Converse, F. C. Whitman, Cano, N.S.; C. W. McLean, Brockville; H. B. Short, Dibgy, N.S.

The company is capitalized at $1,000,000.

ANOTHER OUT OF BUSINESS.

Geo. R. Ashwell & Son, wholesale and retail merchants, Chilliwack, B.C., have purchased the business of the Chilliwack Co-operative store. The purchasers intend reducing the stock and to close the store in a week or ten days.

THE KINGSTON CONVENTION.

Kingston, Ont., May 5.—The retail merchants of Kingston are making preparations for the convention of the Retail Merchants' Association of Canada, to be held here on June 16, 17 and 18. They are sending out their invitations through the wholesale houses, and they expect to make it one of the best conventions ever held by the association.

A WHOLESALER'S DEATH.

Lieut.-Col. John I. Davidson, Davidson & Hay, Toronto, Passes Away.

Toronto, May 5.—The death of Lieut.-Col. John Irvine Davidson, which occurred on Thursday night, April 28, removed from the grocery trade of Canada an outstanding figure. He had been in poor health for many months and recently underwent an operation for a serious internal trouble. Following the operation he temporarily recovered, but last week suffered a relapse and passed away on Thursday night.

Col. Davidson was born on November 17, 1854, at the village of Wartle, Aberdeenshire. He was educated at Aberdeen, and as a young man began his business career in London, Eng. Coming to Canada at the age of eighteen, he rose rapidly in business, obtaining a position with Geo. Michie & Co. Subsequently he went to Montreal, where he obtained additional experience in the grocery business with James Jack & Co. Returning to Toronto, he entered the employment of J. C. Fitch and was later taken into partnership, the business thereafter being conducted under the name of Fitch & Davidson for some years. Then he bought the interest of Mr. Fitch and took his brother-in-law, Major John D. Hay, as a partner. The firm has continued under the name of Davidson & Hay.

Col. Davidson took an active part among the wholesale grocers before and since the formation of the Guild. The older members of the trade will recollect the fight which he and Hugh Blain—as representatives of the Toronto wholesalers—waged in Montreal as far back as 1883 when they induced the Montreal wholesale trade to conform to the old tobacco agreement which is still in force.

There was cutting in those days as well as at the present time; and Col. Davidson and Hugh Blain went down to Montreal to confer with the trade there regarding fixed prices on tobacco to the retail trade. The conference was held in the office of Tees, Costigan & Wilson. Col. Davidson having worked in Montreal before was well acquainted with the trade while Hugh Blain was a comparative stranger. The meeting began at 10 o'clock in the morning but it was no easy task for the visitors, despite the strong personality of Col. Davidson and the logic of his colleague, to convince the eastern men that such a step to prevent price cutting was legal. However, at one o'clock, or shortly after, an agreement was arrived at and an adjournment made for luncheon. But in the meantime the Montreal men held a conference among themselves and decided not to abide by the decision reached earlier in the day. This fact was communicated to the visitors and during the afternoon another meeting was held. The question was again thoroughly discussed and again was an agreement arrived at.

After dinner in the evening Col. Davidson and Mr. Blain were entertained by one of the sugar refiners to a drive around the mountain before they were to leave again for Toronto.

But in the midst of this, word reached them that for a second time the Montreal trade had changed their minds. For a third time the visitors had to get down to business and a third time did they convince their eastern competitors.

The train left shortly after for Toronto with Col. Davidson and Hugh Blain—glad that they had been able to get away before another change of mind occurred.

It is interesting to note that that tobacco agreement made in Montreal, in 1883, is still in effect, although now it is according to the tobacco manufacturers' contract price list.

Col. Davidson was also one of the founders of the Guild. Old records show

LT.-COL. JOHN IRVINE DAVIDSON.

Whose Death Occurred Last Week After a Lingering Illness.

that he attended the meeting on Aug. 31, 1883, in the Board of Trade building, Toronto, when the wholesalers first talked over the proposition and decided to organize.

He was a past president of the Dominion Wholesale Grocers' Guild, prior to which time he was vice-president. He also held the position of chairman of the Toronto Guild.

The funeral took place on Saturday afternoon, when his remains were laid to rest with military honors. Among the floral tributes was a wreath of red Richmond roses—The Colonel's favorite flower — presented by the Hamilton wholesale trade which was represented by Alex. Turner and G. E. Bristol. Among the other outside houses represented was Hudon, Hebert & Co., Montreal, G. W. Prescott being present.

A TRIBUTE TO THE LATE LT.-COL. DAVIDSON.

By C. L. Marshall.

Though other and more able writers have paid their tributes to the late Lt.-Col. John I. Davidson, and have in a small measure expressed all he was in social and military circles, I feel that it devolves on some one who knew him intimately in business life to add a few words that will, howver faintly, express the sentiment of his business associates in the grocery trade.

It was my very great privilege, and never were privilege and pleasure more closely knit together, to work under Colonel Davidson in the Western Brokerage Co., and in consequence I had the opportunity of knowing him perhaps more intimately than any one not actually connected with his company, The Davidson & Hay Limited.

It is often written of business men, that in private life they were beloved; in business circles, respected—of Colonel Davidson it can truly be said that he was beloved by all who came in contact with him. There were no two sides to his nature, no artificiality, he was ever the man and natural. The same genial smile, the same courtesy and chivalry which won for him such a warm affection from friends in his private life, were carried into his every day business and dispensed to all alike from his humblest employe up.

The Colonel was no Napoleon of finance—he was the ideal man of business. Himself the soul of honor, he abhorred double dealing, and the turning of sharp corners. Always a busy man he was never too busy to sacrifice his time to others, and in this, as in all other things, he showed the largeness of his heart. In granting a favor—and he was forever granting favors—it was always "with pleasure." I attribute the loyal devotion of his employes to the fact that he made them feel the responsibility of their positions—made them stand on their own feet. He ever encouraged, rarely found fault, and was rewarded by getting the best out of his men. His advice when asked for was always "if you are sure you are right, go ahead, I will stand by you," and how much these last words meant none but those who needed his support can appreciate.

He was quick in forming decisions; he did not waste words in giving an opinion. The Colonel carried an atmosphere to his office full of life and brightness and a visit to it dispelled worry and care. No man was ever more cheerful, and his cheerfulness was infectious—an optimist, he made optimists of those around him.

Little wonder that he had hosts of friends; in business, some few failed him; when they did, he was deeply grieved, but his nature was too fine to feel any resentment. To no man was he an enemy, it is doubtful if any man was his enemy.

John I. Davidson has passed to the Beyond. Our loss is beyond mere calculation: some mourn him as they would a father, or an older brother, or a very dear friend; to all of us it is a personal loss; to the grocery business an irreparable loss and yet we have not lost all that was gained, for his memory will live, and his influence, as a great, a good and a true man, will ever be felt.

The Markets—Uncertainty in the Price of Sugar

Increase Reported by Various Houses—Sockeye Salmon Has Also a Stronger Tone—Sugar is Expected to go Up Ten Cents at Almost any Time—Prunes in Large and Small Sizes Are in Good Demand — Healthy Aspect to General Market.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—

Tarragona Almonds—½c higher.
Filberts—½-1c lower.
Tapioca—Firm at the advance.
Canned Fruits—5c higher.

Montreal, May 5, 1910.

The feature of this week's market is the advance in the price of canned fruits and some of the principal vegetables. This change has been looked for during the past few days, as a strong and increasing demand had been the order of the day for some time past. The recent consolidation of canning interests is claimed to have had its effect, and for some time, at least, higher prices in most lines of canned goods may be looked for.

Sugar seems to show few signs of retiring from present high quotations, and buyers are beginning to fill their immediate requirements.

Spices are still in heavy demand—a somewhat unusual demand for this time of year.

May 1st saw the water back in the canal again as usual, and navigation season is now on in earnest. Already two fruit boats from European ports have landed cargoes here.

Roads are improving rapidly, enabling country buyers to come in more freely. Collections are very good, considering the time of year, and prospects seem good for a summer trade of larger proportions than usual.

Sugar—The situation in sugar is much the same as last week except that an increased demand is reported. It is probably only temporary at present prices, though the situation looks strong on account of the falling off of the Cuban crop from what was expected.

Granulated, bags	5 05
" 20-lb. bags	5 15
" Imperial	4 80
" Beaver	4 80
Paris lump, boxes, 100 lbs	5 85
" " " 50 lbs	5 95
" " " 25 lbs	6 15
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls	5 75
" " 100 lb. boxes	5 85
" " 50 lb. "	5 95
" " 25 lb. "	6 15
" " 5 lb. cartons, each	0 37½
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37½
Extra ground, bbls	5 50
" " 50-lb. boxes	5 70
" " 25-lb. boxes	5 90
Powdered, bbls	5 30
" 50-lb. boxes	5 50
Phoenix	5 50
Bright coffee	5 00
No. 3 yellow	4 90
No. 2 "	4 80
No. 1 " bags	4 65

Bbls. granulated and yellow may be had at 5c. above bag prices.

Syrup and Molasses—The opening of navigation and better roads has had a healthy effect on the molasses market. Still importers report jobbers slow in laying in stocks at present prices. A further improvement in demand will undoubtedly cause a better first hand demand and it does not seem to be far off. Syrups are having a fair sale at former prices.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 33	0 35
" " " barrels	0 36	0 38
" " " half-barrels	0 38	0 40
New Orleans	0 27	0 28
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 38½-lb. pails		1 80
" 25-lb. pails		1 30
Cases, 2-lb. tins, 2 doz. per case		2 50
" 5-lb. " 1 doz. "		2 85
" 10-lb. " ½ doz. "		2 75
" 20-lb. " ¼ doz. "		2 70

Tea—The Japan season opens this week and advices regarding the new crop are looked for soon. At present the market is quiet, waiting for some definite information.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 25	0 28
Good common	0 21	0 23
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Coffee—Coffees are firm at last quotations, and importers report a good demand for all lines.

Mocha	0 18½	0 25	Santos	0 14 0 17
Rio, No. 7	0 10	0 12	Maracaibo	0 15 0 18

Spices—Spice men continue to do a good business at current quotations, with a firmer condition in some lines, particularly in ginger and nutmegs. A slight rise would not be a surprise in some of the best selling lines.

	Per lb.			Per lb.	
Allspice	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20
" ground	0 15	0 19	Mace		0 75
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 18
Cream of tartar	0 23	0 32	" white	0 20	0 25

Evaporated Apples—There is practically a dead market for this commodity. As one man expressed it, "the market is dead, deader, deadest," which expression, grammatically correct or not, describes the situation well.

Evaporated apples, prime	0 08

Dried Fruits—All lines of raisins are being pushed and show a fair amount of activity as a result. Prunes are somewhat of a dead weight at present. The currant outlook depends largely on what action the Greek growers take with regard to their government's offer to compensate for the uprooting of 25 per cent. of the vines. At present prices are firm and demand fair.

Currants, fine filatras, per lb., not cleaned	0 05½
" " " cleaned	0 06½
" Patras, per lb	0 07½ 0 08
" Vostizzas, per lb	0 08 0 09
Prunes—	
40-50	0 09
50-60	0 08
60-70	0 07
70-80	0 06½
80-90	0 06
90-100	0 05½
Raisins—	
Australian, per lb., (to arrive)	0 08½ 0 09
Old seeded raisins	0 06
California, choice seeded, 1-lb. pkgs	0 07
" fancy seeded, 1-lb. pkgs	0 09
" loose muscatels, 3-crown, per lb	0 07½ 0 08
" " 4-crown, per lb	0 08½ 0 09
" sultana, per lb	0 07½ 0 10
Malaga table raisins, Rideau clusters, per box	2 25
Valencia, fine off stalk, per lb	0 05
" select, per lb	0 06
" 4-crown layers, per lb	0 06½

Nuts—A good increase in demand has been noted, owing probably to the passing of the Jewish holiday. Walnuts and filberts have felt the effect most. In spite of increased demand for Sicily filberts, the price has weakened slightly, showing that the recent reports of a damaged crop were probably exaggerated. Brazils have improved in recent demand.

In shell—	
Brazils	0 14½ 0 15½
Filberts, Sicily, per lb	0 11 0 12½
" Barcelona, per lb	0 10½
Tarragona Almonds, per lb	0 13 0 14
Walnuts, Grenobles, per lb	0 13 0 14½
" Marbots, per lb	0 12½
" Cornes, per lb	0 11½
Shelled—	
Almonds, 4-crown selected, per lb	0 32½ 0 35
" 3-crown " "	0 31½ 0 33
" 2-crown " "	0 30
" (in bags), standards, per lb	0 26 0 27
Cashews	0 15 0 17
Peanuts—	
Spanish, No. 1	0 12
Virginia, No. 1	0 13 0 15
Pecans, per lb	0 65
Pistachios, per lb	0 75
Walnuts—	
Bordeauf halves	0 28 0 30
Brokens	0 23 0 27

Beans and Peas—New York advices quote beans 5c higher. This has not affected local conditions, but has had a tendency toward firming the current quotations. The cause is said to be a considerable increase in demand. Peas are somewhat dull at former quotations.

Ontario prime pea beans, bushel	2 15 2 20
Peas, boiling, bag	2 50

Rice and Tapioca—Tapioca is firming up every day, and European prices are slightly higher. There seems to be little chance for any immediate weakening. Rice is in rather better demand than last week, at current quotations.

Rice, grade B, bags, 250 pounds	2 75
" " " 100 "	2 75
" " " 50 "	2 75
" " pockets 25 pounds	2 85
" " ½ pockets, 12½ pounds	2 95
" grade o.c., 250 pounds	2 65
" " 100 "	2 65
" " 50 "	2 65
" " pockets, 25 pounds	2 75
" " ½ pockets, 12½ pounds	2 85
Tapioca, medium pearl	0 05½ 0 06

CANNED GOODS

MONTREAL—The continued strong demand for fruits and vegetables has finally had its effect on prices. A rise of

2½-5c is reported in most of the standard lines. Peas and corn have not so far been affected. Meats are steady, with a good sale. Fish are quiet.

Peas, standard, dozen	$1 05
Peas, early June, dozen	1 07½ 1 10
Peas, sweet wrinkled, dozen	1 10 1 12½
Peas, extra sifted, dozen	1 52½ 1 60
Peas, gallons	3 87½ 3 92½
Pumpkins—3 lb., $1.00; gallon, $3.00.	
Beans, dozen	0 87½
Corn, dozen	0 80 0 82½
Tomatoes, dozen (Ontario and Quebec)	0 85 0 90
Strawberries, dozen	1 50
Raspberries, 2's, dozen	1 80
Peaches, 2's, dozen	1 70
Peaches, 3's, dozen	2 65
Pears, 2's, dozen	1 65
Pears, 3's, dozen	2 40
Plums, Greengage, dozen	1 60
Plums, Lombard dozen	1 00
Lawtonberries, 2's, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb talls, per dozen	1 87½
½-lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 02½
Other salmon—	
Humpbacks, dozen	0 95 1 00
Cohoes, dozen	1 35 1 40
Red Spring, dozen	1 60 1 65
Red Sockeye, dozen	1 85 2 00
Lobster Futures— ½-lb. flats, doz., $2.40; 1-lb. talls, doz., $4.25. 1-lb. flats, doz., $4.50.	
Compressed corned beef, 1s 1 65	Minced collops, 2s 2 50
Compressed corned beef, 2s 2 90	Corned beef hash, 1s 1 60
English brawn, 2s 3 00	Corned beef hash, 2s 2 80
Boneless pigs' feet, 2s 3 00	Jellied hocks, 2s 3 50
Ready lunch veal loaf ½s 1 30	Jellied hocks, 6s 10 00
Ready lunch veal loaf 1s 2 40	Paragon ox tongue, 1½s 7 50
Roast beef, 1s 1 65	Paragon ox tongue, 2s 8 50
Roast beef, 2s 2 90	Paragon ox tongue, 2½s 9 50
Stewed ox tail, 1s 1 60	Paragon lunch tongue 1s 4 00
Stewed kidney, 1s 1 50	Tongue lunch, 1s 3 50
Stewed kidney, 2s 2 65	Sliced smoked beef, ½s 1 60
Minced collops, 1s 1 40	Sliced smoked beef, 1s 2 60

WINNIPEG—This week saw an advance in all canned fruits and vegetables. The prices quoted are claimed to be nearer a standard than they have been for a year and we quote the following figures.

Strawberries, per case	2 50
Lawtonberries, 2's	3 60
Raspberries, 2's	3 30
Apples, gallon, per dozen	1 35
Peaches, 3's	3 50
Pears, 2's	3 30
Plums, 2's	2 00
Tomatoes, 3's	2 10
Corn, 3's	2 10
Beans, 2's	1 75
Peas, 2's	2 25 2 40

TORONTO—An indication of the firmness of canned goods particularly fruits is offered by recent advances. Two and a half cents a dozen was reported as the increase in canned fruits and the demand is stronger. Home preserved fruits have become exhausted and the retailers' shelves are being raided to fill the gap that extends between the present and the new fruit. Best sockeye salmon has been advanced 60 cents a case by packers on the coast and a firmer tinge has been added to the local market with indications directed further in that direction.

Beans	0 85 0 90	Red pitted cherries, 2's	1 75
Corn	0 80 0 85	Gallon apples	2 45 2 75
Peas	1 10 1 60	Bartlett pears—	
Pumpkins	0 80 0 85	Heavy syrups, 2's	1 65
Tomatoes, 3's	0 85 0 90	Light " 2's	1 15
Strawberries, 2's	1 42½ 1 55	Heavy " 3's	2 40
Raspberries, 2's	1 62½ 1 70	Light " 3's	1 70
Peaches, 2's	1 65	Lombard plums, 2's	0 80 0 85
" 3's	2 65		
Lawtonberries	1 65		
Clover Leaf and Horseshoe brands salmon:			
1-lb. talls, dozen	1 90	Red Spring, doz.	1 55 1 65
½-lb. flats, dozen	1 25	Red Sockeye, dz.	1 65 1 70
1-lb. flats, dozen	2 12½	Lobsters, halves, per dozen	1 85 2 20
Other salmon prices are:			
Humpbacks, doz	0 95 1 00	Lobsters, quarters, per dozen	1 40
Cohoes, per doz.	1 45 1 50		

ONTARIO MARKETS

POINTERS—

Canned Fruit—Advanced.
Sugar—Higher prices expected.
Teas—Very firm.

Toronto, May 6th, 1910.

Some departments of the wholesale grocery trade have felt the dampening effect of the recent weather.

General reports indicate encouraging conditions. As far as it could be learned there have been no disappointing features in connection with the markets which should be healthy at this season.

Sugar—The sugar market in the United States received quite a bolstering at the middle of the week by a general increase of 10 cents a cwt. The result was that local jobbers added to their holdings with the expectation of an immediate influence on the home prices. The market is firm and an advance is looked for at any time. The period is approaching when consumption of sugar reaches a maximum and added to this is the fact that production has fallen off to a certain extent. Brokers and wholesalers look for an advance.

St. Lawrence "Crystal Diamonds," barrels	5 85
" " " ½ barrels	5 95
" " " 100 lb. boxes	6 05
" " " 50 lb. boxes	6 15
" " " 25 lb. boxes	6 35
" " " cases, 20-5 boxes	7 60
" " Dominos, cases, 20-5 boxes	7 60
Paris lumps, in 100-lb. boxes	6 05
" in 50-lb. "	6 15
" in 25-lb. "	6 35
Red Seal	7 10
St. Lawrence granulated, barrels	5 20
Beaver granulated, bags only	4 90
Redpath extra granulated	5 20
Imperial granulated	4 90
Acadia granulated (bags and barrels)	5 10
Wallaceburg	5 10
St. Lawrence golden, bbls	4 80
Bright coffee	5 10
No. 3 yellow	5 00
No. 2 "	4 90
No. 1 "	4 75

Granulated and yellow, 100-lb. bags 5c. less than bbls.

Syrups and Molasses—Good business is being enjoyed in these lines with no changes in the price lists.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz. in case	2 50	Gallons, 6 to case	4 80
5 lb. tins, 2 doz. in case	2 85	½ " 12 "	5 40
10 lb. tins, ½ doz. in case	2 75	Quarts, 24 "	5 40
20 lb. tins, ¼ doz. in case	2 70	Pints, 24 "	3 00
Barrels, per lb.	0 03½	Molasses—	
Half barrels, lb.	0 03½	New Orleans, medium	0 31 0 33
Quarter " "	0 03½	New Orleans, bbls	0 29 0 31
Pails, 38½ lbs. ea.	1 80	Barbadoes, extra fancy	0 45
" 25 " "	1 30	Porto Rico	0 45 0 62
		Muscovado	0 30

Dried Fruits—There is a good demand for new apricots with slightly higher prices expected by some of the dealers. The demand for large and small prunes has become firmer. Raisins are quiescent.

	Per lb
Prunes—	
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 09
50 to 60 " "	0 07½
60 to 70 " "	0 07
70 to 80 " "	0 07
80 to 90 " "	0 06
90 to 100 " "	0 05½
Same fruit in 50-lb. boxes ¼ cent less.	
Apricots—	
Standard	0 15
Choice, 25 lb boxes	0 15
Fancy, " "	0 17
Candied and Drained Peels—	
Lemon 0 09 0 11 Citron	14 17
Orange 0 11½ 0 12½	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag figs	0 03½ 0 04
Dried peaches	0 08 0 08½
Dried apples	0 07½
Currants—	
Fine Filiatras 0 06 0 07 Vostizzas	0 08½ 0 09
Patras 0 07½ 0 08	
Uncleaned ½c less	
Raisins—	
Sultana	0 05 0 05½
" fancy	0 06 0 07
" extra fancy	0 08½ 0 09
Valencias, new	0 06 0 06½
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07½
" 12 oz. " "	0 06
Dates—	
Hallowees 0 05 0 05½ Fards choicest	0 10
Sairs 0 05	

Tea—The market remains firm. Reports state that the week's auctions have resulted in keen competitions with sales a little higher. While the market is really uneventful it is strong and steady.

Coffee—The market continues firm with no changes.

Rio, roasted	0 12 0 13	Mocha, roasted	0 25 0 28
Santos, roasted	0 15 0 17	Java, roasted	0 27 0 30
Maricaibo, "	0 16 0 18	Rio green	0 08 0 09

Nuts—There is a stronger outlook to the nut market. Almonds and Brazils show a firm front, filberts are easier but the situation on the whole is firm.

Almonds, Formigetta	0 11½ 0 12
" Tarragona	0 14
" shelled	0 32 0 35
Walnuts, Grenoble	0 13½
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 29 0 30
Filberts	0 12 0 12½
Pecans	0 16 0 18
Brazils	0 15
Peanuts, roasted	0 08 0 12

Rice and Tapioca—Tapioca is firm. Demand for rice is, if anything, improved. Locally sago is scarce.

	Per lb.
Rice, stand. B	0 03 0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 06½
Japan	0 04½ 0 05
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 04½ 0 05½

Beans—The demand for beans remains in the same groove. The price has not changed.

Prime beans, per bushel	2 10
Hand-picked beans, per bushel	2 25

MANITOBA MARKETS

POINTERS—

Canned Fruits—Advanced.
Sugar—Market firm.
Beans—Market weakening.
Butter—Firm.

Winnipeg, May 5, 1910.

The feature of the western market situation is the scarcity of goods and the consequent advancing prices. The output has reached tremendous proportions and wholesalers are too busy to talk about the trade. Travelers have no difficulty in getting good business at every call and although retailers are not visited often just now by the farmers, yet they are bound to get a good trade and are preparing to land all possible business. The construction camp trade is the heaviest that local jobbers ever experienced, several hundred camps have been supplied with a quantity as large as a retail stock. The lines of goods, however, are not of a wide range and the quantity of prunes, syrup and flour is enormous in all such camps.

The population of every district is growing by leaps and bounds and many of the new arrivals are investing their

fortunes in retail stocks everywhere in the west.

The opening of navigation relieved the situation by bringing to the market many lines which were greatly in demand. Canned goods have come in abundance and transportation from Fort William has been almost blockaded.

Sugar—The sugar market in Europe is firm and an advance took place in New York on April 28. It is likely to follow suit in Canada. The advance will be slight in any case.

Montreal and B.C. granulated, in bbls	5 60
" " in sacks	5 65
" yellow, in bbls	5 20
" " in sacks	5 15
Icing sugar, in bbls	5 95
" " in boxes	6 15
" " in small quantities	6 20
Powdered sugar, in bbls	5 75
" " in boxes	5 95
" " in small quantities	6 60
Lump, hard, in bbls	6 45
" " in ½-bbls	6 55
" " in 100-lb. cases	6 55

Foreign Dried Fruits—The raisin output has been exceptionally large and the 3-crown sultanas are scarce. The demand continues for the high grades and the strong market does not affect the trade. The supply of prunes to railway construction camps is heavy and the supply is getting small. Firmer prices on all lines are sure to result from the present demand.

Smyrna Sultana raisins, uncleaned, per lb	0 06	0 11	
" " " cleaned, per lb	0 09	0 3	
Valencia raisins, Rowley's, f.o.s. per case, 28's		1 65	
" " selects " 28's		1 80	
" " layers " 28's		1 95	
California raisins, choice seeded in ¾-lb. packages per package		0 06	
" " fancy seeded, in ¾-lb. packages per package		0 06½	
" choice seeded in 1-lb. packages per package		0 07½	
" " fancy seeded in 1-lb. packages per package		0 08½	
Raisins, 3 crown muscatels, per lb		0 06½	
" 4 " " "		0 07	
Prunes, 90-100, lb	0 05	Prunes, 50-60 "	0 07½
" 80-90 "	0 05½	Prunes, 40-50, lb	0 08½
" 70-80 "	0 06½	Silver prunes, ac. to quality	0 09 0 12
" 60-70 "	0 06½		
Currants uncleaned, loose pack, per lb		0 06½	
" dry, cleaned, Filiatras, per lb		0 06½	
" wet, cleaned, per lb		0 07½	
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb		0 08½	
Pears, per lb	0 09 0 15	Dates, per lb., Hallows, bulk	0 06½
Peaches, standard, per lb	0 08½	Dates, Fard, 9½ lb. boxes	1 30
Peaches, choice	0 09	Dates, packages 30 in case	0 07
Apricots, standard, per lb	0 15	Figs, per lb	0 04½ 0 05
Apricots, choice per lb	0 15½	Peel, lb., lemon	0 09½
Plums, pitted, lb	0 11 0 12½	" " orange	0 10
Nectarines, lb	0 09½	" " citron	0 13½ 0 18

Syrup—The trade is excellent in syrup just now and will continue so during the season. It is a leading camp commodity and a rural table delicacy. The molasses trade is steady with prices quite unchanged.

Syrups—	
24 2-lb. tins, per case	2 15
12 5-lb. tins, per case	2 55
6 10-lb. tins, per case	2 40
3 20-lb. tins, per case	2 45
Half bbls., per lb	0 03½
Barbadoes molasses in ½-bbls., per gal	0 50
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, ½ bbls., per gal	0 33 0 35
Challenger, 6 10-lb. tins, per case	2 15

Honey—Last year's goods are getting more scarce and it looks as if supplies will be depleted before new goods come in. The following prices hold to-day but many be advanced slightly in a short time.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	1 90
" 60-lb. tins, per lb	0 15

Nuts—The shelled nut market is one in which wholesalers have no difficulty in working up. The trouble is to supply the demand which thus far has been easy. The prices are firm but no advances are expected.

Shelled Walnuts, in boxes, per lb	0 30
" " small lots, per lb	0 31
" Almonds, in boxes, per lb	0 33
" " small lots, per lb	0 34
Peanuts, Japan, per lb	0 13 0 16

Rolled Oats—This market is held weak and all efforts to revive it are futile. The price is not in keeping with the oat market and only keen competition keeps the rolled product down.

Rolled oats, 80 lb. sacks, per 80 lbs	1 75
" 40 " " 40	0 90
" 20 " " 20	0 45
" 80 " (8, 10s)	2 15

Lard—Quotations are strong at the following figures. The pure stuff is particularly firm and slight advances would not be surprising.

Pure, 20-lb. pails	3 65
" 3-lb. tins, 60-lb. cases	11 25
" 10-lb. tins, 60-lb. cases	11 05
Compound, 20-lb. pails, per pail	2 80
" 5-lb. tins, 60-lb. cases	8 80

Maple Syrup—Although the demand this year is greater than ever before and supplies are no heavier, yet the market is unchanged since last reports. The city trade is better than the rural for this product.

24 quarts, per case	8 50
12½ gallons, per case	7 85
6 gallons, per case	7 25

Tapioca and Sago—The output has quieted and the firmness has abated in the market values. Some houses are selling sago at 4¾ cents, but the decline is not general.

Pearl tapioca, per lb	0 04½
Sago, per lb	0 05

Beans—Local jobbers find it difficult to land any quantity of supplies from the east and the trade here is hand to mouth. Prices are unchanged and those who are holding stocks may find the trade getting duller.

3-lb. picker, per bushel	2 20
Hand picked, per bushel	2 30

Fresh Fruits and Vegetables—Higher prices prevail except on the citrus lines which are moderate. The trade is excellent in imported vegetables and as exporting increases, prices will be higher.

Oranges, per box	3 25 4 00
Lemons, per box	5 25 5 50
Grape Fruit, Florida, per box	6 00
Apples, Ontario, per bbl	4 50
Apples, Washington, per box	2 50
Pears, California, per box	3 50
Bananas, according to size	2 50 and up
Rhubarb, per box	3 00
Celery, per crate	5 50
Onions, Valencia, per crate	4 25
Cranberries, Wisconsin, per bbl	7 50
Cucumbers, per dozen	3 00

Evaporated Apples—The market is weak and 7½ cents will buy anything in stock. The goods are not worth the handling at a smaller figure.

Eggs—Manitoba can supply all the eggs required and the trade is good. The jobbing price is 19 to 20 cents. A shipment of 4,000 cases left Winnipeg for the west last week.

Butter—A high price is maintained for all butter. Local creameries are advancing prices and it is rumored that they are about to quote 43 cents to the retailers. At present jobbers are asking 41 cents for No. 1 creamery and 30 to 35 cents for dairy. Jobbers succeeded in getting a small supply from the eastern townships but it went off quickly. A rapid decline will take place as soon as the grass butter comes on the market.

BRITISH COLUMBIA MARKETS.

Vancouver, May 5, 1910.

A little flurry took place in eggs this week. Locals are up from 30c to 33c, while Californias, which were 28c. are back to 30c. An arrival from the Northwest this week brought 400 dozen with him, in the hopes of selling at a profit. He figured on the price here, but he forgot that the Manitoba eggs, gathered at random intervals, are always two or three cents lower, with a poor demand at that. It is doubtful, with such good eggs from California on the market, that he will make much on his deal. The eggs from California are worthy of remark. They are invariably of uniform size, cleaner in most instances than local eggs, and on the average as good in quality. The best are exported here, and it has been found that this pays.

Local creamery butter is 35c, while eastern of the best grade is 36c.

Sugar, standard granulated		5 80	
Sugar, Imported		5 25	
Val. raisins, lb		0 05½	
Cal. " "		0 07	
Prunes	0 05½	0 07½	
Currants	0 06½	0 07½	
Dried apricots	0 11	0 13	
Flour, Standard, bbl		6 90	
Cornmeal, p. 100 lbs		2 60	
Beans, per lb	0 03½	0 04½	
Rice, per ton	68 00	76 00	
Tapioca, per lb		0 03½	
Apples, box	2 75	3 00	
Evaporated apples		0 08½	
Butter, Eastern dairy in tubs		0 25	
Butter, Eastern dairy, choice	0 34	0 36	
Butter, local creamery		0 35	
Butter, Western	0 22	0 25	
Eggs, California		0 30	
Eggs, local	0 30	0 33	
Cheese, Ontario	0 14½	0 15	
" Manitoba		0 14	
Bacon	0 24	0 30	
Lard, pure		0 20	
Lard, compound		0 17½	
Potatoes—			
Ashcrofts, ton		40 00	
Local, ton		20 00	
Cal. Burbanks		25 00	
Canned Goods—			
Peas, Early June		1 40	
Tomatoes		1 27½	
Corn		1 02½	
Apples		3 42½	
Strawberries		2 15	
Raspberries		1 85	

NOVA SCOTIA MARKETS.

Halifax, May 5, 1910.

General conditions in the grocery trade are considered good, despite the high prices that are quoted for many lines. Butter is now one of the leaders in the price movement, and there is a good demand for all the first-class stock that is offered. The cause of the scarcity is said to be due to the heavy demand from the west, Recently a large quantity was sent from Halifax to Montreal and that cleaned up nearly all the surplus stock that was on the market. Some of the jobbers are now asking 32 cents for the best creamery, and dairy is also up two cents per pound. A short time ago it was thought that there would be lots of new butter coming on the market by this time, but the weather is backward and the cattle cannot be placed on pasture.

There is a fairly good demand for eggs, and the price is firmer. They are now quoted at 20 cents per dozen. There is not much doing in the fruit business just at present, the unseasonable weather having had a bad effect on trade. The trade in flour and feeds is also

quiet, the high prices keeping the dealers from ordering any large stocks.

Creamery prints per lb.....	0 30	0 32
Creamery solids per lb.....	0 28	0 29
Dairy, tubs, lb.	0 25	0 25
Fresh eggs, doz.		0 20
Sugars—		
Extra Standard, granulated		5 05
Austrian, bags, granulated		4 95
Bright yellow		4 75
No 1 yellow....		4 65
Flour h. wheat per bbl.....	6 40	6 50
Flour, Ontario blends, bbl...	5 75	5 85
Cornmeal, bag.	1 70	1 75
Oats.....	0 54	0 55
Pork, American per bbl.....		28 00
Pork, clear bbl	31 50	32 00
Beef, American p.ate per bbl.		18 75
Beef, Canadian per bbl.....		18 00
Hams smoked		0 16½
Pork, fresh.....	0 10	0 11½
Codfish, quintal		5 50
Herring, pickled per bbl.....		5 00
Apples, per. bbl.	1 50	3 00
Potatoes—		
P.E. Island, bag		1 50
Nova Scotia....		1 50
Onions, Spanish per lb.....		0 02½
Onions, American, per lb....		0 02½
Onions, Canadian, per bag .	1 60	1 75
Molasses, fancy Barbados, bbl.		0 37
Molasses, fancy Barbados, gal.	0 32	0 35
Beans, bushel..		2 25
Rolled Oats, bbl.	5 25	5 40

NEW BRUNSWICK MARKETS.

St. John, N.B., May 5, 1910.

About the only feature of interest in the local markets last week was the decline in the price of flours. Ontarios dropped 20c Wednesday morning, and a little later in the day Manitobas declined a like amount. The quotation now is $5.55 to $5.85 for the former and $6.35 to $645 for the latter.

With the advent of warmer weather, fish are coming in more plentiful, and the prices are beginning to drop. The quotations on eggs and butter are unchanged.

Sugar—		
Standard gran.	5 20	5 30
Austrian "	5 10	5 20
Yellows.....	4 70	5 10
Flour, Manitoba	6 35	6 45
" Ontario..	5 55	5 85
Cornmeal, bags.	1 55	1 57
" bbls.	3 25	3 30
Rolled oats, bbls	5 00	5 10
Buckwheat, west. grey, bag	2 90	3 00
Val. raisins, lb..	0 05½	0 06½
Cal. raisins, seeded	0 07½	0 08½
Currants, lb	0 07	0 07½
Prunes, lb.....	0 05½	0 09
Rice, lb	0 03½	0 03½
Beans, hand picked, bus ..	2 20	2 25
Beans, yellow eye, bus	3 50	3 65
Cheese, new, lb	0 13	0 14
Lard, compound lb	0 14	0 14½
Lard, pure, lb...	0 17½	C 17½
Pork, domestic mess.....	30 00	30 50
Pork, American clear...	32 00	32 50
Molasses, fcy. Barbados, gl	0 33	0 34
Butter, dairy, lb.....		0 25
Butter, creamery, lb.....		0 27
Eggs, new laid	0 16	0 18
Potatoes, bbl.	1 25	1 50
Canned goods—		
Peas, doz....	1 10	1 50
Corn, doz....	0 85	0 90
Tomatoes, dz	0 95	1 00
Raspberries, dozen.....	1 90	2 00
Strawberries, dozen.....	1 65	1 75
Salmon, case—		
Red spring...	6 50	6 75
Cohoes.....	6 00	6 25
Peaches, 2's, dozen.....	1 70	1 80
Peaches, 3's, dozen.....	2 80	2 90
Baked beans, dozen.....	1 15	1 25
Fish—		
Cod, dry.....	3 25	4 50
Herring, salt, ha bbls ..	2 60	2 70
Herring, smoked, box	0 11	0 12

The Retail Merchant and His Show Window

The Best Advertising Medium the Retailer Has—Large Stores Have Proved That Window Displays Sell Goods — Night the Most Effective Time—Windows Must be Changed Frequently and Kept Clean.

By H. L. Hall.

The properly used show window is the best advertising medium withir the reach of the retail merchant, and yet curiously enough, it seems to be the least appreciated of all the means he uses. His show window is his best medium, because it will sell goods for him at a less percentage of cost than any other means at his command. I say that it is the least appreciated because of the fact that it is so very generally neglected. Most retail merchants have not yet learned its true value. Many of them seem to think that it is merely a space which must be filled up with something—it does not really matter what or how. All this is wrong.

The department store manager appreciates his window space and makes good use of it. If you do not believe that he considers window space valuable, go to him and try to rent one of those he is using. You will soon get a larger idea of its value. The big store even employs an artist who spends all his time and thought in getting up and executing attractive window displays. And these window displays sell goods enough to make the window dresser and his big salary a good investment. It is not enough that a display shall please the eye. It must sell goods or it is not successful. The big store demands that there shall be a material increase in the sale of a displayed article while it is in the window, and if the increase does not come the fact is chalked up against the window dresser in the records of the manager.

The advertising agent of your local opera house knows the value of show windows, for he is willing to exchange seats worth money for the privilege of hanging his lithographs in your window, and I cannot conceive of him doing it unless your window has a real value to him—and if to him, why not to you?

The real potential value of a show window lies in the number of people who will pass it within a given space of time. Its value may be computed on the same basis as that used for the computation of any other means of publicity. Magazines charge so much a line per thousand of circulation. If you buy space in the pages of a magazine you pay for the privilege of exhibiting your announcement in a place where a given number of people will pass. It is up to you to make your announcement in such a manner that these people, or a goodly number of them, will stop to see what you have to say. It is just the same with your show window. No matter what your location, there will be about so many people pass your window each day, and it is your task to make that window catch and hold their attention to such an extent that some of them will feel a want of what you there offer.

Night Displays Most Effective.

Of course the average retail merchant cannot afford to pay a big salary to an exclusive window trimmer, but the chances are that there is some one within reach who can do many times better than he is now doing with the means at his command. It may be his clerk or porter. It may be his wife or daughter. The proper thing to do is to experiment till he finds the right one, and then let that one do his best. Window trimming is an art, but like the most other arts it can be studied and acquired. Get out on the street and study other windows. Analyze the ones which appeal to you as being above the average. Learn what it is which makes them better than most of the others. Pick out the good points and emulate them. Pick out the faults and avoid them. I do not mean to advise copying, but we can learn from the mistakes and successes of others without copying.

It is at night when the outside world is dark that your window will look the most attractive. Hence the best time for window display is in the fall and winter, when the evenings are longest. For this reason, too, it follows that one of the first things to be seen to is that the window must be well illuminated. Nothing so surely kills off a window display as poor lights. And at the same time it may be stated that there is no other investment which will pay a merchant so well as good lights throughout the store as well as in the window, but if the lights must be cut down anywhere, let it not be in the windows.

The chief fault of the ordinary window display is crowding. Don't try to to put your entire stock in your windows, but leave room for an effective arrangement of what you do put there. Too much stuff will defeat your purpose, which is to call attention to the items displayed with enough force to make the gazer want to buy. The handsomest and most effective window the writer has seen in a long time was at the same time the simplest. It was in the window of a shoe store. The back and sides of the window were finished in plain wood of a dark shade, and in the window were three pedestals about fourteen inches high. Over these pedestals were draped three skins, one white, one red and one blue. On the top of each was a single slipper, matching in color the skin under it. In the centre of the window, on a white mat, was placed a single shoe, one of a new pattern. This shoe was marked "Our Marquise Shoe—$3.50." I'll warrant that the display sold that brand of shoes and sold plenty of them.

TRAVELER WANTED.

WANTED—Traveler, well connected, by wholesale grocery specialty house. Fast ground. Must know teas. Give age, references, salary required and when open for engagement. Box 340, CANADIAN GROCER, Toronto. (19)

Hindrances to a Larger Consumption of Coffee

According to the View of a Scientist—The Valuable Constituents of Coffee and How They May be Extracted — Ideas for Grocers in Selling this Beverage.

By A. McGill.

I have long been impressed with the easily demonstrable superiority of coffee, among available domestic beverages, and have been surprised that its consumption is not at least ten times what statistics prove it to be. In seeking for an explanation, I am forced to recognize that the greatest hindrances to a larger use of coffee are capable of being overcome, by the exercise of a little of what Scotchmen call gumption.

Coffee, as usually prepared, when well prepared, is an expensive beverage. A really good cup of coffee costs us, to-day, at least one-third more than it need do, simply because we do not exercise scientific precautions in brewing it. Let me explain:

Two things are necessary to a satisfactory cup of coffee, viz.: (1) body, (2) aroma. The "body" is due to the effective solution of the sugars, gums, caffeo-tannates, and other fixed soluble matters of the roasted berry. I call these matters fixed because, when dissolved, you may continue to boil the solution without losing them by volatilization. If you boil to dryness, you will find these matters as a dry residue in the pot.

The "aroma" is due chiefly to a substance known as caffeol. This is easily got into solution; but it is also easily lost from solution. Being volatile, it escapes with the steam and a few minutes' boiling causes its total loss when the beverage becomes odorless, tasteless, flat and insipid.

But the caffeol is not only necessary to give a pleasant and characteristic aroma to the drink. It possesses well marked physiological properties, is a cardiac stimulant, and is absolutely needed to balance the caffeine, which, in boiled coffee, produces a disagreeable after effect with most people.

A Difference in Tea.

In making a cup of tea in which very little "body" is wanted and in which there is danger of having too much tannin dissolved from the leaves, it is only necessary to pour boiling water on the leaves, allow to draw for a few minutes, and then pour it off again. In this way we get all the theine and volatile oil of the tea into solution, and quite as much of the tannins as is good for us. But you can't economically make a cup of coffee that way! The average amount of tannin in tea is 15.32 per cent.; that of roasted coffee is only 4.63 per cent. It follows that in order to get necessary "body" in coffee we must actually boil the coffee. But if we do that, we lose the caffeol (aroma), which we also need to give a good beverage. How shall we proceed in order to fulfil both requirements?

One way is to use a great excess of coffee; put this in a sieve (or percolator) and pour boiling water through it. We thus extract all the aroma, and about half of the body-giving components of the coffee, and by using plenty of it, we get an excellent beverage. But it is a wasteful and extravagant way of brewing coffee.

To Get Both Requisites.

Common sense suggests that we should recognize the quite different character of the body-giving constituents of coffee, from the aroma-giving constituents, and proceed somewhat as follows:

From a quantum of coffee which we shall call A, extract the whole of its soluble matter by actual boiling for five or ten minutes. Of course, the caffeol (aroma) will boil away and be lost. Take another quantum of coffee (which we shall call B), equal to A, and, placing this in a sieve or percolator, pour over it the boiling solution from A. This will rapidly filter through B, and will dissolve out the caffeol (aroma) from B, together with a small quantity of the body giving material; but not more than one-fourth or one-fifth of this, if the sieve, or strainer, be properly constructed. The finished beverage is now a perfect drink, containing full "body" (obtained from quantum A) and full "aroma" (obtained from quantum B). The dregs from A may be thrown away, as completely exhausted. But the dregs from B still contain by far the larger part of their total extractive matters. This residue must be boiled for the next brew, just exactly as was done with quantum A for this brew. The hot solution will be poured through a fresh quantum C for the second brew, and this residue (C) will be used, in turn, for a third brew, while residue (B) will be thrown away as waste.

If I have made this clear it will be seen that no coffee dregs are thrown away until fully exhausted. Hence, a maximum economy is practised. Further, the finished beverage, in every case, is perfect, both as regards body-giving and aroma-giving components. And, still further, the finished beverage contains the physiologically active caffeol, as well as caffeine, tannin, sugars, etc., and is a properly balanced drink, healthful, invigorating and delicious.

Things That Shouldn't Be

Fruits and Vegetables Left on the Side walks in Boxes Invite Microbes and Dust from the Air.

DIRECTORY OF

Manufacturers, Manufacturers' Agents, Brokers, Etc.

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W. A. JAMESON COFFEE CO.

Importers and Roasters of High Grade Coffees.

Manufacturers and Proprietors of

"Feather-Light" Brand Baking Powder

We also carry a full line of TEAS, SPICES, etc.

Mail orders promptly attended to.

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139 Water St. VANCOUVER, B.C,
Wholesale Grocery Brokers and Manufacturers' Agents
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FRUIT GROWERS' ASSOCIATION
The largest packers and shippers of first-class Fruits of all kinds in British Columbia.
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GROCERIES, PRODUCE, FRUITS, GRAINS
Importers and Exporters

Reference—Bank of Montreal.
Write us for information about B.C. trade.
Cable Address—"Robin," Vancouver.
Codes—A B C, 5th Edition; Revised Economy; Modern Economy; Utility and Dowling's.

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THE CANADIAN GROCER
British Columbia Office at Room 11, Hartney Chambers, Cor. Pender and Homer Sts., Vancouver.
H. HODGSON Manager

When writing advertisers kindly mention having seen the advertisement in this paper.

McLEOD & LARKSON
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144 WATER ST., VANCOUVER, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

Do you want live representation? We are in touch with the trade.

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Correspondence Solicited — Highest References

MORE THAN SEVEN THOUSAND pairs of eyes—interested eyes—rest on this page fifty-two times a year. By the use of an inch space an advertiser is able to place himself prominently before nearly one hundred pairs of eyes for every cent the advertising costs him.

The West India Co., Ltd.

The Canadian house of

Sandbach, Parker & Co., Demerara, B.C. Sandbach, Tinne & Co., Liverpool, Eng.

and with agents and correspondents in all British West Indian Islands.

WEST INDIAN PRODUCE

of all descriptions.

WRITE US FOR PARTICULARS, PRICES, ETC.

305 St. Nicholas Building, - - - MONTREAL

You Can Beat Out the Peddler

YOUR OPPORTUNITY

There are three reasons why the peddlers get so large a share of the tea trade. They sell a customer more at a time than the merchant does; they sell a larger percentage of 40c. tea than the average merchant; and they sell blended teas in preference to straight tea.

A tea peddler will sell as much as 400 lbs. of tea in a day from a single wagon. I know of one man who boasts that he sold 50,000 lbs. of tea from a single wagon last season. He is operating in Central Ontario.

There is no inducement in 25c tea to bring yourcustomer back for more of it. Nine out of every ten customers will buy better tea on your recommendation. When you sell them Red Rose Tea, and especially the 40c grade or better, they will be back for "more of that tea." You can be sure the peddler will not offer them anything so good at the price.

To sell in quantity you can get the 30c and 40c grades of Red Rose Tea in three, five and ten pound tins. The surest way to get back a customer who is buying from a peddler is to sell her a tin of the 40c grade of Red Rose Tea. The chances are she is buying 40c tea from the peddler.

You can beat out the peddler, get back your own customers, and get other new ones if you will push Red Rose Tea. You will find it will pay you to display it on your counter and in your windows and recommend it to your customers.

Red Rose Tea

"Is Good Tea"

Branches: Front Street East, Toronto, Ont. — 315 William Ave., Winnipeg, Man.

T. H. ESTABROOKS
ST. JOHN, N.B.

WEEKLY CHANGES IN BUSINESS.

Destruction by Fire, Assignments Made, and New Men in the Trade.

Ontario.

H. L. Davies, grocer, etc., Toronto, Ont., has assigned.

B. H. Scott & Co., grocers, Toronto, Ont., have assigned.

H. Latimer, grocer, Toronto, Ont., has gone out of business.

W. H. Rutledge, grocer, Toronto, Ont., offers to compromise.

H. Proctor, grocer, Toronto, Ont., advertized stock for sale on May 4.

Swafford & Co., grocers, Sarnia, Ont., have sold to Burnett & Fricker.

A. C. Kindree, general merchant, Hornby, Ont., has sold to W. J. Lindsay.

Saunders & Co., general merchants, Lavalee, Ont., have sold to Ross D. McKenzie & Co.

In the recent fire at Cornwall, Ont., G. W. Armstrong and Dunkin & Co., suffered losses by fire and water.

Quebec.

Gerardus Cote, grocer, Quebec, has assigned.

Thos. Elliott, grocer, Montreal, offers to compromise.

Cyrus Kellar, general merchant, Low, Que., has assigned.

J. H. Goyer, grocer, Westmount, has sold to James Graham.

The assets of Arthur Turcotte, grocer, Quebec, are to be sold.

Veillet, Tref & Co., general merchants St. Stanislas, have registered.

E. H. Champagne, general merchant, St. Eustache, has compromised.

Jos. Courtemanche, general merchant, Ferme Veuve, Que., has assigned.

Auguste Lapensee, grocer, Montreal, has assigned. A. Lamarche, curator.

N. J. Roy, general merchant, Ste. Anne des Monts, Que., has compromised.

The assets of Alf. Guay, general merchant, St. Leon, Que., to be sold May 6th.

The assets of Jos. Warren, general merchant, Pointe a Pic, Que., have been sold.

J. P. Liboiron, general merchant, Dalhousie Station, Que., offers a compromise.

The assets of J. E. Platenaude, general merchant, St. Blaise, Que., have been sold.

Demand of assignment has been made on J. E. Lemarier, general merchant, Precieux Sang.

Jos. Rockstein, general merchant, Cabano and Edmundston, Que., offers to compromise.

The assets of Jean Lacasse, general merchant, St. Rose de Watford, and of H. Brunelle, general merchant, Three Rivers, Que., have been sold.

Western Canada.

C. Devenbaugh, grocer, Tiny, Sask., has sold to Chas. Parkhurst.

H. J. Parry, grocer, Vancouver, B.C., advertizes his business for sale.

J. Churchland, general merchant, Surrey Centre, B.C., has sold to J. Oxenham.

New Companies.

The Canadian Compressed Yeast Co., Montreal, Que., have registered.

A charter has been granted "Wilders' Limited," of Montreal, to carry on business as general merchants, importers and exporters. The company's stock is chartered at $450,000. The incorporators are Jas. E. Wilder, W. W. Wilder, J. A. C. Poole, H. P. Graham and Jas. Robertson.

BUTTER WEIGHTS.

Editor Canadian Grocer,—When will the retail grocers wake up to the fact that they are paying for more butter than they really get? How often do you get a print of butter that only weighs fourteen ounces? It doesn't seem much by the one print, does it? But take on a hundred-pound lot and you will find you have only received eighty-seven and a half pounds for every hundred you have paid for. Twelve and a half pounds short isn't much, is it?—enough to open the merchant's eyes.

Why not get right after the farmers and make them weigh every print of butter they bring in off the farm, and see that you get 16 oz. for every pound. Little things like these count.

GEO. NICHOLSON.

Winnipeg, May 4, 1910.

MIXING GOOD AND BAD BUTTER.

This is an Accusation Made Against British Columbia Creameries.

Vancouver, B.C., May 5.—The peculiar condition exists in the butter market just now that local creamery is lower in price than choice eastern. Generally, the local has such a good call that the price is about five cents more, and at times even higher, but this week, local creamery is 35 cents, while eastern of the best grade is 36 cents, with a special figure of 34 cents in ton lots.

One of the large commission men stated that he was selling considerable quantities of eastern butter to the creameries, and the only assumption is that it is made over and sold under a local name. In fact, this practice has been declared before. Since the creameries buy at 34 and 36 cents and sell at 35 cents, it seems probable that if it is made over an inferior grade of butter is mixed in, else there would be no room for profit. When the customer finds fault, and sees a streak of white butter in the brick he has bought for the locally-produced article, it is the retailer who has to bear the brunt of the objections.

It does not improve eastern butter to mix it with inferior, but the strong demand gives a ready sale, and it has not time to get bad. The result of this will be that eastern butter will be coming through in some convenient shape that will keep good, and will be sold for what it is, and during the winter, it will compare exceedingly favorably with local creamery in quality, and is much cheaper in price.

EXTRACTS EXAMINED.

A report from the laboratory of the Inland Revenue Department of the Dominion Government on the examination of flavoring extracts of vanilla gives an idea of the standard of some of the samples found on the market. Vanillin, the substance from which the extract in its purest form is prepared, is replaced in many cases by coumarin, which resembles, states Chief Analyst A. McGill, vanillin in its flavor, but is quite distinct chemically. The odor of coumarin is more pungent, he says, and penetrating than that of vanillin, and in mixtures is apt to predominate over the milder and more delicate odor of vanillin.

TRADE NOTES.

J. E. Lamontague, grocer, Montreal, has registered.

C. F. Specht, grocer and butcher, Toronto, offers to compromise.

J. W. Colter, grocer, Niagara Falls, Ont., has sold to M. Winterton & Co.

Frank B. Thompson, general merchant, of Hammond's Plains, N.S., died recently.

D. W. Fry, general merchant, Vineland, Ont., is succeeded by Jno. C. Fluhrer.

Jos. Rockstein, general merchant, Cabano and Edmunston, Que., has assigned to Jos. Desantels.

R. H. Stewart, grocer, 599 Sherbourne Street, Toronto, sustained considerable loss by a recent fire.

E. J. Ryan's grocery, London, Ont., was damaged to the extent of $2,500 by smoke and water in a recent fire.

J. W. Jones, formerly with Lumsden Bros., Hamilton, Ont., has recently joined the staff of the Guelph Soap Co.

J. T. Robinson, grocer, Bobcaygeon, Ont., has disposed of his business to R. A. Kennedy, of the same place, and with his family is removing to the west. Mr. Kennedy is having the store renovated prior to occupying it.

Alex. Lamb has opened a new grocery store at 332 Colborne Street, Brantford, Ont., The design and fixtures place it among the modern groceries. The fittings are in stained glass. He is making a specialty of a telephone service. Mr. Lamb has been a barber for fourteen years.

NEEDED BY LIVE GROCERS.

The Canadian Grocer,—I enclose herewith $2 subscription to your paper for another year, and in renewing would say, that I consider your paper indispensable to a live grocer.

MITCHELL'S GROCERY.
per S. H. Mitchell

Peterboro, Ont., Apr. 28, 1910.

GET in on the Ground Floor

The markets of the West are not yet glutted, and the man of enterprise has his opportunity of getting in there first! Does not this appeal to you, Mr. Manufacturer? We are here to assist you to capture this profitable trade. We have the facilities, the connection, the business ability and the financial standing to do so. Our large track warehouses are situated at the chief distributing points of the West—Winnipeg, Calgary, Edmonton, Regina and Fort William—and we know we can serve you as no other firm can. Send us details of what you have to sell. We are after more business.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Winnipeg Regina Calgary Edmonton Fort William

STORAGE FOR ALL CLASSES OF MERCHANDISE

BE WISE IN TIME!

The reason that "E.D.S" Brand Jams and Jellies hold pride of place throughout the Dominion is because of their ABSOLUTE PURITY—***no*** coloring matter or preservatives being used in their manufacture.

Have ***you*** proved the wisdom of handling "quality" goods which never fail to satisfy? If not, just try "E.D.S." Brand. Your guarantee lies in the Government Analyst's finding. Send to the Department of Inland Revenue for Bulletin 194, and see for yourself how much purer "E.D.S." Brand is than most other lines.

Stock "E.D.S." GRAPE JUICE. It's pure, non-alcoholic, refreshing and a ready seller. Made by

E. D. Smith, At His Fruit Farms, **Winona, Ont.**

Agents—N. A. Hill, 25 Front Street East, Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.

Lard Essentials

Purity - Results - Price

First principles are none of them forgotten in

Easifirst

Lard Compound

Made under Government inspection.

IT WILL WIPE OUT YOUR LARD WORRIES.

Figure saving compared with Pure Lard.

Write for prices.

GUNNS LIMITED — **Pork and Beef Packers** TORONTO

GET THE HABIT

of asking for weekly shipments of cooked hams. This is an excellent custom—it saves you the trouble of thinking of your requirements and the expense of wiring for goods at the last moment—and it enables us to anticipate your wants and see that they are taken care of.

F.W. Fearman Co.
LIMITED
Hamilton

THE MILK

Everywhere Acknowledged to be

Richest and Best

Reindeer Condensed Milk

The dealer wins customers by selling reliable goods that give satisfaction.

The Truro Condensed Milk Co., Limited, Truro, N.S.

MILD CURED

Breakfast Bacon Skinned Backs and Hams

Finest Quality. Made from Selected Hogs. Made under Government Inspection.

The WM. RYAN CO.

LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Pork Products Show Slightly Reduced Prices

Live and Dressed Hogs Dropped Still Further—Lard has Become Easier in its Figures—Butter and Eggs Continue Firm but can Scarcely Maintain Present Prices—Spring Broilers Coming in and at High Figure.

There is a noticeable feeling of expectancy for lower prices in the provision markets in regard to butter and eggs particularly. The receipts in both cases have been large, but there has been a counteracting demand that has enlivened the market and held the prices in spite of the influences which have been uniting for a break. The production of eggs continues far in advance of last year's report for the same period. An instance is offered from Montreal where the number of cases received numbered 16,731, as compared with 9,931 for the same week last year. Those who are in close touch with the conditions express the belief that easier prices are not far distant. At present a large percentage of the production is finding its way into storage.

Easier quotations are about due in butter lists. The weather although wet has been good for the grass and points to a heavy output.

The cheese market is showing the first indications of a rejuvenation. The new make is a fodder cheese but is reported of good quality. Grass cheese should be received at an early date. The market is easy at present.

In both live and dressed hogs prices are a little easier and lard also has loosened slightly. Receipts have been fairly large.

MONTREAL.

Provisions.—Owing to an increase in the price of cotton seed oil, the price of compound lards has gone up ½c. Most other lines including pure lards (down ½c) and porks are easier. A ½c advance is reported in boned hams and one brand of bacon. Live hogs are from 25c to 50c cheaper, selling now for $9.50 to $9.75. Dressed prices ranges from $13.75 to $14. Trade is reported rather slack.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16½
Cases, tins, each 10 lbs., per lb	0 16¾
" " " 5 " "	0 16¼
" " " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb	0 17
Pails, tin, 20 lbs. gross, per lb	0 17½
Tubs, 50 lbs. net, per lb	0 16½
Tierces, 375 lbs., per lb	0 16½
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 12½
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12¾
" 5 " " " "	0 12¾
" 3 " " " "	0 13
Pails, wood, 20 lbs. net, per lb	0 11¾
Pails, tin, 20 lbs. gross, per lb	0 12¼
Tubs, 50 lbs. net, per lb	0 12¾
Tierces, 375 lbs., per lb	0 12¼
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	31 00
Bean pork	27 00
Canada short cut back pork, bbl. 45-55 pieces	30 50
Clear fat backs	33 00
Heavy flank pork, bbl	20 50
Plate beef, 100 lb bbls	9 25
" 200 "	18 00
" 300 "	26 50
Dry Salt Meats—	
Green bacon, flanks, lb	0 16
Long clear bacon, heavy, lb	0 16
Long clear bacon, light, lb	0 16½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 16
Large sizes, 18 to 25 lbs., per lb	0 17½
Medium sizes, 13 to 18 lbs., per lb	0 18
Extra small sizes, 10 to 13 lbs., per lb	0 18½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 19
" " " small, 9 to 12 lbs., per lb	0 19½
Breakfast bacon, English, boneless, per lb	0 19½
Windsor bacon, skinned, backs, per lb	0 20
Spiced roll bacon, boneless, short, per lb	0 16
Hogs, live, per cwt	9 50 9 75
" dressed, per cwt	13 75 14 00

Butter.—It is thought that the remedy for cream exportation has been found in a campaign of education, showing the farmers that, while they seem to make a larger profit by exporting, the actual fact is that a loss is incurred. The situation is slightly weaker this week. Supplies are coming in more freely and a 2c drop is looked for this week. Receipts for the week are 2,580 packages, as against 3,473 same week last year. May 1st marks the beginning of the butter year.

New milk creamery		0 32
Fall creamery solids	0 30	0 30½
Dairy, tubs, lb	0 22½	0 23½
Fresh dairy rolls	0 25	0 26

Cheese.—Total cheese receipts for the year are at hand, as April 30th marks the close of the season. They are 1,977,558 boxes. Supplies are coming forward freely and cheese boards are opening in most sections. Receipts for the week are 5,104 boxes, as against 3,889 boxes same week last year. Prices are the same.

Quebec, large	0 13
Western, large	0 13
" twins	0 13½
" small, 20 lbs	0 13½
Old cheese, large	0 16

Eggs.—Supplies are coming forward freely now, and dealers are somewhat at a loss to account for the continuation of present prices. They seem too high in view of the large increase of arrivals over this time last year. For the week they are 15,587 cases as against 11,005 cases same week last year.

New laid	0 22	0 24

Maple Products.—Sales are slackening principally for lack of supplies. Prices are firm and unchanged, while at first hand little sugar or syrup is visible.

Compound maple syrup, per lb	0 04½	0 05
Pure townships sugar, per lb	0 10	0 11
Pure syrup, 8½ lb. tin		0 70
" " 10½ lb. tin		0 85

Honey.—Honey is enjoying a slight increase, due to the closing of the maple season. Prices are the same.

White clover comb honey (nominal prices)	0 15	0 17
Buckwheat, extracted	0 08½	0 09
Clover, strained, bulk, 30 lb. tins	0 11	0 11½
Buckwheat comb	0 12½	0 13

TORONTO.

Provisions.—With a general easier feeling in the provision market during the past week, lard dropped ¼c per lb. Live and dressed hogs continued their decline, the former being quoted at $8.65 per cwt., and dressed hogs at $12 to $12.50 per cwt. The market is quite brisk, the supply meeting the present demand.

Long clear bacon, per lb	0 15	0 15½
Smoked breakfast bacon, per lb	0 18½	0 19
Roll bacon, per lb	0 15½	0 16
Light hams, per lb	0 17½	0 18
Medium hams, per lb	0 17½	0 18
Large hams, per lb	0 17	0 17½
Shoulder hams, per lb	0 14	0 14½
Backs, plain, per lb	0 20	0 20½
" pea meal	0 20½	0 21
Heavy mess pork, per bbl	28 00	29 00
Short cut, per bbl	31 00	31 50
Lard, tierces, per lb	0 16	0 16½
" tubs "	0 16½	0 16½
" palls "	0 16½	0 16¾
" compounds, per lb		0 13
Live hogs, at country points	8 65	8 75
Dressed hogs	12 00	12 50

Butter.—A prominent provision merchant referring to the butter market stated that it had never been known to be as high for this season of the year as it is at present. There has been but little relaxation during the past week. The make at the factories is increasing, but there is a strong demand for creamery butter with the result that the market has remained steady. Stored creamery solids is done for this season. With ideal weather conditions reported on every side, and with the western provinces preparing to practically supply their own demands, everything indicates easier prices in the immediate future.

	Per lb.	
Fresh creamery print	0 31	0 33
Farmers' separator butter	0 27	0 29
Dairy prints, choice	0 24	0 25
Baking butter	0 20	0 21

Cheese.—New cheese is not a factor in Toronto up to the present. Old cheese is moving along at 13 to 13¼ cents.

Eggs.—Although there is no distinct change in the price of eggs the market itself is snappy. The price being paid in the country is 18 cents a doz. The market has continued firm due to the fact that there are no surplus supplies as large quantities are being put in storage. The market is three weeks in advance of last year's and the production remains at a top figure.

New laid eggs	0 18	0 20

Poultry.—The poultry market has not yet come into its own. Ducks and turkeys have almost passed and spring broilers have not yet begun to come in as plentifully as is expected a month hence.

Spring broilers, dressed	0 40	0 45
Hens, per lb. dressed		0 15
Turkeys, per lb., large	0 18	0 19
Ducks	0 16	0 17

Honey.—Steadiness characterizes the honey market. The demand continues firm and the price has not declined.

Stored creamery solids	0 26	0 27
Clover honey, extracted, 60 lb. cans	0 10½	0 11
" " " 10 lb pails	0 11	0 12
" " " 5 lb. pails	0 12	0 12½
" " comb, per dozen	2 50	2 75
Buckwheat honey, lb	0 08	0 08½

CONSUMPTION OF NUT BUTTER.

Nut butter, as a substitute to the milk butter, has many points in its favor, according to repofts from European countries, where it is in gerenal use. It is made principally from cocoanuts and peanuts. The cocoanut process was discovered fifteen years ago by a Frenchman. It has the appearance of lard and is tasteless and odorless. It is claimed to be absolutely pure where butter is adulterated with water and salt. It is easily digested by the weakest stomach and can be marketed at a price far below that of either butter or lard.

The original manufacturing firm in France is now turning out twenty million pounds monthly. While it is an innovation in America, European countries, including France, Belgium, Germany, England and Russia, are consuming four hundred million pounds annually. The field of supply is unlimited. There are twenty million cocoanut trees, it is claimed, planted every year, and if the demand justified it, that number could be easily increased.

Phillip Rive, merchant, of Caraquet, Gloucester County, N.B., died last week, aged 72 years.

HANDLING B. C. BERRIES.

Vancouver, B.C., May 3.—An important convention was held at Kamloops, B.C., which was attended by fruit growers and representatives of the wholesale fruit trade and transportation companies. It was called by the provincial department of agriculture, with a view of discussing the many points bearing on the fruit industry, so that the best possible results could be obtained. One of the principal results was the reorganization of the British Columbia Fruit Growers' Association.

Regarding the marketing of strawberries, a special conference was held between a number of the representatives of jobbing houses of the northwest and the small fruit growers. The jobbers sought to secure the control of the whole of the export strawberry crop of the province, thus eliminating the shipment of berries by growers to retailers. The statement was made that all of the British Columbia strawberry crop could be sold in competition with berries from the States at $4 per crate retail, but to secure a permanent market at this price, the jobbers maintained that they only pay $2 per crate cash f.o.b. at point of shipment. Though no definite arrangement was reached, it is probable that an agreement will be arrived at whereby growers will secure a minimum rate of $2.50 a crate f.o.b.

AN ERROR.

A typographical error occurred in the advertisement of W. B. Stringer in The Grocer of April 29. One paragraph read: "The growers in Texas have succeeded in placing on our market a first-class onion—packed in the square slat crate, 50c net." This should have been 50 "pound" net.

THE MAN WHO DOES.

To-day the man who does is the only one who is recognized.

What he has been or what he has done—

What he expects to do in the future—all these make a pretty story.

But we like the sound of the footsteps of the man with red blood in his veins—

The man with fire in his eyes, energy in his movements.

Not a man who expects to do—some day.

But the man who is doing things—now.

—Obermayer.

MAPLE SYRUP!

Small's Maple Leaf Brand
is the Standard the world over.
CANADA MAPLE EXCHANGE
Montreal

THICK, SWOLLEN GLANDS

that make a horse Wheeze, Roar, have Thick Wind, or Choke-down, can be removed with

ABSORBINE

or any Bunch or Swelling. No blister, no hair gone, and horse kept at work. $2.00 per bottle, delivered. Book 3 D free.

ABSORBINE, JR., for mankind, $1.00, delivered. Reduces Goitre, Tumors, Wens, Varicose Veins, Ulcers, Hydrocele, Varicocele. Book free. Made only by

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

Most Grocers

appreciate the fact that Fels-Naptha soap is not forced upon them by schemes, premiums, prizes, coupons, or cut prices.

The satisfaction of a consumer, with the meritorious quality of the soap, is a mighty force behind its popularity.

WILSON'S FLY PADS

PAY RETAIL GROCERS A LARGER PROFIT THAN ANY OTHER WELL ADVERTISED ARTICLE.

Taking Care of Your Profit

In making prices for our different lines we have always been careful to leave **You** a fair margin of profit. This is a feature to consider when you are ordering your biscuits.

Our O. K. Sodas in pails run from 40 to 44 to the lb.

The Canadian Biscuit Co., - La Perade, Que.

A SUGGESTION

to your customers of the time and labor saved by the use of Gillett's Lye for house-cleaning purposes will be appreciated by them and will largely increase your sales and profits on this popular line of goods.

BETTER STILL—place a few cans of Gillett's Lye in your window with one of our two-color cardboard signs, which we will supply upon request.

Gillett's Lye Eats Dirt!

Gillett's Lye is the standard Lye of Canada, and is too well known to be classed with the cheap imitations that claim to be "just as good."

E. W. Gillett Co. Ltd.

Toronto, Ont.

Winnipeg Montreal

Why Haven't You One?

FIRST AND STILL THE BEST.

Made in Canada

¶ Have you put off installing THE McCASKEY CREDIT REGISTER because you are skeptical as to what it will do?

¶ Then learn this! Sixty thousand merchants in all parts of the United States, Canada and other countries say it

SAVES { TIME / LABOR / MONEY

¶ We shall be very glad to prove to you that it will pay for itself many times in the course of the first year it is in your store.

¶ The information will be free. Do your part by mailing a postal.

Dominion Register Co., Limited

Successor to The McCaskey Register Co., in Canada.

96-104 SPADINA AVE. · TORONTO, CANADA

Your Customers Want

CLARK'S CORNED BEEF

At this time of meat economy it is in special demand, saving as it does 25% on the meat bill.

Keep it and recommend it.

It makes money for you and saves money to your customer.

Wm. Clark - Montreal

Manufacturer of high-grade

—Food Specialties—

Have You Any Credit Customers?

Yes. Almost every grocer has. And it's a serious matter to avoid loss. Yet there is a way to make the credit customer just as good an asset and as safe as the cash buyer.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Book are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.
Manufactured by
ALLISON COUPON CO., Indianapolis, Ind.

LEITCH ANCHOR BRAND OAK LAKE

"Always The Same"

Milled from the very best wheat, with every advantage given by intelligent use of modern equipment,

ANCHOR BRAND FLOUR

is "always the same," of uniform excellence, the highest standard of flour quality.

Manfd. by Leitch Brothers Flour Mills,
Oak Lake, Manitoba, Canada 10

T. E. CHAREST

Commission Merchant
QUEBEC

My several years' experience makes me a particularly reliable representative for a Canned Goods House. Am open to consider a good proposition in this line at once. Highest references.

Turn Your Accounts into Cash

Our Collection System can get the money—that's its big recommendation.

If we don't collect we make no charge.

We make a specialty of getting collateral security.

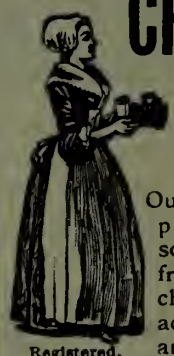
Write for circular, rates and methods.

References from best dealers and Bank of Hamilton, Winnipeg.

Commercial Union Association
45 Aikins Bldg., McDermott and Albert Sts.
WINNIPEG, MAN.
Service Est. 1903 Satisfaction

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

It dries them up **Common Sense** KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

Tidy Lard Dishes

Two Oval Butter Dishes—one to hold the lard, the other to cover it, with the edges meeting, is the tidiest package you can make.

Graham Bros. & Co., Kinmount, Ont.

CHINESE STARCH

Quick Sales.
Satisfaction.
Large Profit.
No Dead Stock.

Get Prices

OCEAN MILLS
MONTREAL

CHRISTIE

A plain business talk to our partners, the Grocers of Canada, about stable profits

Have you ever figured out the source of *the only profit worth while* in the grocery business? Take your pencil and do it right now.

Transient business does *not* amount to much.

Your few score or few hundred dependable customers—*mainly your particular buyers*—make up your *paying* trade.

They are *precisely* the customers who make your good will a *valuable asset.*

These customers *insist* on the best groceries—inferior goods will not satisfy them.

If they want biscuits they *demand*

CHRISTIE BISCUITS

because it's a matter of common knowledge that Christie Biscuits are *"The Purest of all Pure Foods."*

Now, isn't it as plain as day that the manufacturer of high-grade groceries is your best friend? His reputation works for you day after day—keeps on working for you even on Sundays and holidays.

HIGH STANDARD GOODS ARE THE ONLY SOURCE OF STABLE PROFITS IN THE GROCERY BUSINESS.

The superiority of Christie Biscuits *is* conceded—has never been seriously questioned.

You know that, your customers know it—more of them will know it. Whether your best customer wants soda biscuits, sweet or fancy biscuits, she invariably asks for *Christie's.*

The name is a guarantee of biscuit purity and perfection. And the fact remains that

"Christie Biscuits sell more than Biscuits."

CHRISTIE, BROWN & CO., LIMITED

BISCUITS

As we have entered the field for the manufacture of high-class pepsin chewing-gum under our brand of Y&S, which for forty years has been the leading brand of Stick Licorice sold in the United States and Canada, we beg to call the attention of the trade to the Y&S pepsin gum, a strictly high-class article containing only the finest ingredients. Y&S is the stamp of quality. We put up the following flavors: LICORICE, PEPPERMINT, WINTERGREEN, SPEARMINT. Order a sample box (assorted if required) from your jobber. There is no better gum made. Each piece wrapped singly. 5 pieces to package. 20 packages to box.

National Licorice Co.

MONTREAL

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
RichMixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Wett, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Wett & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Effects of Expected Drop in the Price of Wheat

Various Grades of Flour Have Declined—Next Movement Can Only be Surmised—Cereals Have Also Been Touched—Business Reported Satisfactory—Export Trade Quiet.

In both Ontario and Quebec there has been an appreciable decline in the prices of flour and cereals. The drop did not come as a great surprise and it is further believed by some that the bottom price has not yet been reached. While quotations have slumped, business has apparently been sustained and it is reported in some quarters that the decline is acting on the market as a spring tonic.

MONTREAL.

Flour.—A drop of 20c in flour has taken place, owing to the present dull state of the market. It is thought this reduction will prove the necessary stimulus for increased buying. The drop was almost a necessity under existing market conditions. Export demand is so far light.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 60
Glenora, bbl	5 10
Manitoba spring wheat patents, bbl	5 60
" strong bakers, bbl	5 10
Five Roses, bbl	5 60
Harvest Queen, bbl	5 10

Oatmeal.—A drop of 20c has taken place in bolted cornmeal. Other lines are unchanged. The market throughout is slack and needs a stimulant. Bran has dropped to $19, but a brisk sale is reported at the reduction.

Fine oatmeal, bags	2 20
Standard oatmeal, bags	2 20
Granulated "	2 20
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 65
Rolled oats, bags	2 00
" barrels	4 25

TORONTO.

Flour.—Since last week's drop of 20 cents a barrel in the price of flour interest has been centred as to whether the decline will continue or whether the decrease will be recovered to any extent. Prices are easier as the result of the drop in the price of wheat, a fact recalling the Grocer's predictions to that effect. Opinion is divided as to the direction of the next jump. One prominent miller stated that it would not surprise him to see a little further decline. In that respect the market is rather unsettled at present.

Manitoba Wheat.		
1st Patent	5 40	5 50
2nd Patent		5 10
Strong bakers	4 80	4 90
Winter Wheat.		
Straight roller		4 90
Patents	5 2[illegible]	5 30
Blended		5 00

Cereals.—The cereal market has also been affected, prices having been pared to a certain extent. Business continues good and is reported a little brisker of late, although the season would warrant a decline.

Rolled oats, small lots, 90 lb. sacks	2 00
" " 25 bags to carlots	1 90
Rolled wheat, small lots, 100 lb. brls	3 10
" " 25 brls. to car lots	2 90
Standard and granulated oatmeal, 98 lb. sacks	2 20

CHARACTER IN NEWSPAPERS.

Dr. Woodrow Wilson, president of Princeton University, at the annual meeting of the American Newspaper Publishers' Association, said:—

"There has been an unmistakable falling off in the influence of printed opinion. The power of the editorial is certainly not what it once was.

"A very interesting thing has happened involving an entirely new assessment of what we read. We are beginning to judge what we read, as we judge what we hear, by the character of the person who utters it. It is becoming a matter of common knowledge who own certain journals, for example, and that the opinions of those journals are the opinions of the owners, that they may not be at all the individual opinions of the editor who penned them."

FRESH BERRIES IN WINTER.

Experiments Show That They Can be Kept for Many Months.

Chicago, May 5.—One of the latest triumphs of the cold storage warehouses in this city is the keeping of red raspberries fresh all through the winter and spring. They were stored away last July by a produce merchant as an experiment. When taken out a few days ago they were found to be in a perfect condition.

They are frozen solid and stored in rooms maintained at a steady temperature of several degrees below freezing. When taken from storage they are spread out and sugared so they can thaw without washing. When thawed they are ready to eat and will keep in good condition for two or three days.

Of course retailers, who handled these berries would have some difficulty in keeping them from thawing once they passed into their hands. It would mean the installation of modern cold storage facilities.

The experiment marks another great advance in the development of cold storage refrigerators.

TRADE NOTES.

Arthur Crandel, who has been conducting a corner store grocery business in Lindsay, Ont., intends leaving shortly for Prince Rupert, and has disposed of his store business to Wilbert Nicholls.

F. E. Williams, who recently bought out the Phillips & White Co., St. John, N.B., manufacturers of confectionery, is anticipating reorganizing the company and carrying on the business on a larger scale.

P. F. Millman, of W. H. Millman & Sons, Toronto, who recently underwent an operation for appendicitis, has sufficiently recovered to be able to leave the hospital, where he has been for the past month. It will be at least another month before he will be able to return to business.

The Favorite Family

CRACKER BISCUIT

and the one whose leading feature is a fresh and crisp condition, is

MOONEY'S "PERFECTION" Cream Soda

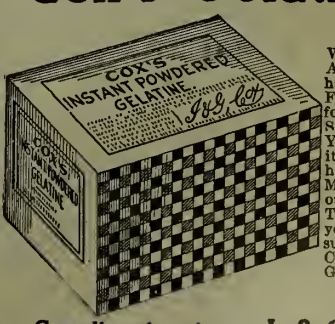
It is perfectly wholesome and unusually appetising, and will do much to strengthen your hold on the family trade.

It leaves a good profit for the retailer.

Order to-day.

The MOONEY BISCUIT & CANDY CO., LTD. Stratford, Can.

Cox's Gelatine



When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should supply COX'S GELATINE

Canadian Agents:
C. E Colson & Son, Montreal
D. Masson & Co. "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills, EDINBURGH

Reputation !

You know the value of a good reputation.

It is sought by all firms.

And a particular line often wins for a house untold prestige, if it possesses special features, and be aggressively pushed.

We find our famous

"CHOCOLATE BORDO"

has made us known everywhere in Canada as makers of high class chocolate goods.

It has brought us reputation, and business—and consequent profits.

Have you ever considered how handling known high-class brands must bring you reputation—meaning customers and dollars?

By featuring our chocolates in your store you educate the public to associate high-grade goods with your name.

The Montreal Biscuit Company

Manufacturing Confectioners

MONTREAL

TRUMILK

An excellent full cream milk in powder form, suitable for tea, coffee, cereals, etc.

MILKSTOCK

A separated milk in powder form, perfect for all kitchen uses.

Both these products are guaranteed to be absolutely free from all chemicals, preservatives or adulterations of any kind, and are excellent articles for drinking purposes. *Always sweet, safe and pure.* Prices, profit, and any other information required, sent on application to

Canadian Milk Products, Limited

Sole Manufacturers

Head Office : MAIL BUILDING, TORONTO.

The New Flavor

MAPLEINE

Better Than Maple

The Crescent Mfg. Co., Seattle, Wash.

Frederick E. Robson & Co.
Sales Agents
26 Front St. E., TORONTO

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance.

WRITE TO

P. POULIN & CO.

39 Bonsecours Market, - Montreal

WE SELL FEATHERS TOO

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON

Pot and Pearl Barley
Split Peas and Feed

John MacKay, Limited
BOWMANVILLE, - ONTARIO

W. H. ESCOTT

WHOLESALE

Grocery Broker

141 BANNATYNE AVENUE

WINNIPEG

COVERING

MANITOBA and SASKATCHEWAN

CORRESPONDENCE SOLICITED

WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments Write us for prices. Phone order our expense

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, MANAGER

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.
Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

THE HODGSON GUM CO.

898 St. Lawrence St. MONTREAL

Makers of High Class Gums at Popular Prices. Write for Samples and Quotations.

We make special brands to order.

When writing advertisers kindly mention having seen the advertisement in this paper.

LAKE OF THE WOODS MILLING COMPANY KEEWATIN
UNIFORMITY & PURITY
TRADE MARK
REGISTERED

Strength Comes Next

WHEN a woman has six or seven dollars to spend on flour, she doesn't want to see the bottom of that barrel too soon.

So you see, Brother Grocer, that STRENGTH is a great big selling point.

And strength means *power of absorption.*

Strength means what the bakers call *"bounce"* in the oven—

Strength means *retention of moisture during the baking and after*—

It means *delaying staleness and dryness*—

Strength means that where Madam expected ten loaves she gets *twelve*—It means *increased yield,* according to her ability.

For she gets loftier loaves, lighter loaves, healthier loaves.

When she gets a flour like that, she gets *more* than her money's worth. She's forced to *duplicate* the brand.

Next to reliable uniformity, Brother Grocer, FIVE ROSES flour claims its UNUSUAL STRENGTH for its strongest selling feature.

Hard to get this strength, Brother Grocer.

Easier to tell you why FIVE ROSES has it.

Over 80 elevators belong to the Lake of the Woods Milling Company, studding the best sections of the Manitoba Spring Wheat belt sifting the cream of the crop.

And FIVE ROSES contains the pure *unadulterated* extract of the ripe berries, the quality gluten which makes Manitoba wheat the strongest and sturdiest under the sun.

There isn't a grain of soft wheat gluten or soft wheat constituent in FIVE ROSES flour which might reduce in the least this strength.

FIVE ROSES *isn't a blend,* it's a pure Manitoba flour, you see.

Now, Brother Grocer, you know *why* FIVE ROSES flour is so strong.

Let your trade prove that it is *strongest of all family flours.*

Strong enough to lift the burden of bad business from your shoulders for good and all.

Strong enough to increase your trade, your profits, your bank account.

Give yourself a chance, Brother Grocer.

LAKE OF THE WOODS MILLING COMPANY, LTD.
CANADA

Grocer Has Booth Ready for Food Demonstrators

When Not in Use for This Purpose He Utilizes it for Displaying Goods—Interior Fixtures and Arrangement of Stock to Make it Attractive—A Unique Lighting System.

Winnipeg, May 5.—One need not be a particularly observant person to note the negligence on the part of many merchants in the matter of interior display and arrangement of goods. This neglect goes further back than merely the arrangement of goods in stock. It is evident that too many do not take the proper care in laying out the plan of the store, and in arranging the architectural design, in order that the store might always have a comely appearance.

A good store plan is half the display of the goods. When either one of these features is lacking the whole effect is weakened. The statement that "capital is usually too small for the prospective grocer to consider the perfection of a plan" is no argument. A good plan is as easy to secure as a poor one, and the merchant who rushes into business without taking precaution as to the character of his premises is making an inexcusable mistake.

In order that the beginner with a moderate capital may be assured that an admirable store plan is feasible, reference is made here to a new store opened on Portage Avenue, Winnipeg, last month. Just what the store cost to equip has not been made known, and that is not the important thing. One kind of paint costs as much as another, and the woodwork in every store is practically the same price. Lighting fixtures vary little in cost.

The main things are the color of the paint used, the design of the woodwork, and the characteristics of the lighting fixtures, etc.

What Interior Fixtures Are.

That every grocer would exactly agree with J. W. Jones, the proprietor of the Colonial Grocery Store, in the matter of design, is a question; but he would be a crude artist indeed who would not be pleased with the impression which the whole place presents.

The outstanding features of the plan are, that the store is painted in white enamel—nothing, states Mr. Jones, is better than this—a large booth of Colonial architecture projects from the left wall; a circular meat counter, about five feet in diameter, sits in the centre of the store, and "eye-comfort" electric lights hang from the ceiling. These lights are something unique in that they cast the light upwards and at right angles and not down.

The clear finish of the store reflects the light and the whole interior is brilliantly illuminated. Another feature which might be mentioned is that at the rear of the store, at a separate small counter constructed for the purpose, is the telephone, and there is room for two or more, should necessity demand them.

As already intimated, the store plan lays the basis for the arrangement of goods in order that the best possible attraction might be secured. Mr. Jones in this matter it would appear has not "fallen down." He may be an exceptional artist, but there is no doubt that the average grocer could make his goods look just as neat if he took the pains to do so.

Yet it is not pains, it is pleasure, as experience will also show..

Special Shelf for Canned Goods.

The high bank of canned goods at the rear, resting on specially prepared shelves, with the individual colors massed, is certainly much better than having the same goods scattered unsystematically over the store.

The booth for traveling demonstrators is an idea worthy of consideration. It serves also to "set off" the large stock of teas and coffees in the rear, and is too attractive to be in the way. The show cases, in which there is a tendency to mass too much stuff. contains only a few, well-arranged delicacies and novelty goods.

One feature of the display which may not be commended by all, and the same criticism applies to the average grocer in western Canada, (for travelers say it is not so noticeable in Ontario or the east) is the piling of goods on the floor. Dogs and men with unscrupulous habits are sure to enter the store some time, and in that case it seems better to have the goods off the floor. An open floor space takes away the appearance of over-crowding. There are, apparently other much better ways to display biscuits, fruits and vegetables than on the floor.

Interior of The Colonial Grocery Store in Winnipeg, Showing New Ideas.

Some System Needed in the Pricing of Goods

The Importance of a Simple, Expeditious System of Making and Recording Prices—A Loose-Leaf Book Recommended—Will Mean an Important Saving of Time.

By D. F. Barker.

The proper pricing of goods is so necessary that it needs no apology or argument. It is done, however, in many instances in a slipshod manner that does not reflect credit upon merchants, and is often not as progressive as the general condition of the establishment would seem to warrant.

We have seen, in some otherwise splendid stores, clerks having to take down slovenly looking books or lists which strongly reminded one of a poorly kept scrap book or list of little value; and, furthermore, took a good deal of valuable time of customer and clerk trying to find the proper price.

I say valuable time, for while the time of any merchant or clerk is valuable, the time of the customer is valuable indeed, as you can well understand that when the customer is not looking at goods, but has to wait while you or the clerk is trying to find something apparently unfamiliar, his thoughts are probably something like this, "That man doesn't know the price, and doesn't know where to find it, and I am going to get stuck."

Anything that will lead a customer to such a conclusion is not conducive to increased business, which is the goal toward which we are all striving.

Importance of the Office Price Book.

I maintain that even if the store is so small that only one clerk is needed to attend to the business, the pricing should be done at the office—that is, the proprietor should have the new or corrected prices in his office price book, and the store price list or lists should be corrected from that. Too generally the price is made on the box, or on the article, and no attention is paid to correcting the office price book.

No one, even the storekeeper with one clerk, can afford to spend time running about the store to gather up prices scattered about on shelves or goods, as with such a hap-hazard way of doing things there can be no regularity, and customers soon find out this fact, and will prefer to do their trading where there is more system and attention paid to this important matter. Where they find there is close attention paid to this work and lists present a clean and attractive appearance it shows on its face that the matter is looked after closely, and therefore the prices must be right.

We think, therefore, first, we should aim for the best result with the least amount of work.

Second, we wish to find the most expeditious and exact way of pricing and finding the price.

Third, we wish to find some way of duplicating these price lists with the least amount of time and energy.

Some time ago we gave this matter a good deal of attention, and with the assistance of some friends, the jobbers and others, we were able to find a loose leaf price list which seemed of suitable size, and after a rough draft of the pages had been made, these were given to the stenographer, who made duplicates. As many copies can be made as are necessary, and one page is inserted in the store list, which is hung on brackets and protected on both sides by celluloid face.

Of course, only one side of the sheet is used, but as we have a number of duplicates this is not an item to be considered. We can therefore make as many price lists for salesmen as may be needed, and we are sure that they are all alike, so that if corrections have to be made, they are made so that all the lists are exactly alike.

Even if the store is too small to have a typewriter, or the duplicating machines, this plan may be adopted by using the carbon sheet and a hard pencil or stylus; but, of course, it would be necessary to hold the sheets firmly. This is done by pins or screws inserted in the perforations wherever they occur. When we have done this we have taken two boards having a brass screw inserted from the back, and, after the sheets were in, putting on the nuts which hold them firmly in place. It is necessary to have two boards, so as to use both sides of the sheet.

R.M.A. BILL PASSES.

Federal Charter Granted to the Merchants After Strong Opposition.

Ottawa, May 5.—There has been considerable opposition in the House of Commons to the bill of the Retail Merchants Association asking for incorporation under a Federal charter. It was discussed last week but finally left over until Monday. On Monday the bill passed after a vigorous stand from its opponents who regarded it as a move against the principle of co-operative stores embodied in the measure which was defeated earlier in the session. The bill was strongly opposed by Messrs. Emmerson, Neely, Best, Ralph Smith, and Boyce and as strongly supported by Messrs. Gervais and Bickerdike. Sir Wilfrid Laurier and the other ministers supported it with the exception of Hon. Mackenzie King.

WESTERN RETAILERS INDIGNANT.

Winnipeg, May 5.—Following the report from Ottawa a few days ago that the Retail Merchants' Association bill of incorporation was opposed in the House of Commons, The Grocer got in touch with W. T. Devlin, President of the Western Retail Association. He said:

"The opposition to the bill on the grounds that it was in the same class with the Co-operative Societies Bill presented a short time ago, was an absurd argument and such opposition was unworthy of any Member of the House. The facts are that there is no similarity whatever, and no censure should be passed until the facts are known. The Co-operative Society bill was a foolish scheme, and an act to incorporate the retail merchants would be well advised."

Secretary Hyndman was much annoyed to think that the retail merchants were classed with the promotors of the unfair Co-operative Societies bill, but was optimistic regarding the future of the retail association, and thought the desired end was fast approaching through the organization of provincial associations.

FOLEY BROS., LARSON & CO. FIRE.

Winnipeg, May 5.—Fire broke out in the wholesale grocery house of Foley Bros., Larson & Company, Winnipeg, on the evening of April 29, and it is conservatively estimated that the damage amounted to $250,000. The fire chief was of the opinion that the flame began on the third floor in the spice grinding department, and shot up by way of the elevator shaft. The two floors above were rapidly consumed. No damage was done to the confectionery department at the east end of the building but the grocery department was a complete loss. It was the most spectacular blaze which has been witnessed in Winnipeg for some time.

ELECTED NEW OFFICERS.

Ottawa R. G. A. in a Sound Financial Condition—Arrangements for Picnic.

Ottawa, Ont., May 4.—At the annual meeting of the Ottawa Retail Grocers' Association held recently the following officers were elected for the ensuing year: President, A. G. Johnson; Vice-presidents, C. B. McLean and Wm. Farmer; Secretary, T. W. Collins; Treasurer, Duncan Bell; Executive, E. Souliere, Wm. York, F. W. Forde, A. Cochrane, R. B. Younghusband; Auditors, W. J. Eastcott and A. P. Johnson.

It was decided to hold a picnic on Civic Holiday, and also it was proposed to run an excursion to New York in the fall.

The association is in a good financial position, having to its credit the sum of $600.

Pineapples

The market still keeps high, do not expect any break for the next two weeks; supplies coming forward very slowly.

Choice and Fancy Tomatoes, Bermuda Onions, Texas Bermuda Onions, Egyptian Onions, New Cabbages, New Potatoes, Cukes, Asparagus, Strawberries.

Messina and Palermo Lemons, November cut and present cut.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO
Carload Importers

Tracuzzi's

November cuts now on the market are very fine. There is nothing else on the market that even the most elastic judgment would refer to as "just as good." Other brands are just what they are.

"St. Nicholas"
and
"Home Guard"

are fine, elegant, superior.

J. J. McCABE
AGENT
32 Church Street, Toronto.

Slight Advance in Oranges Brightens the Market

Small-Sized Navels are in Good Demand and a Further Advance is Expected—Brisker Trade in Lemons and Oranges in Montreal—Imported Spring Vegetables Selling Readily — Tomatoes a General Favorite—Decrease in Price of Strawberries—General Market is Encouraging.

MONTREAL.

Green Fruits—The arrival of the Fremona this week with a cargo of lemons, oranges, etc., from Spain, has given an impetus to trade in those lines, and other lines have materially gained on account of the renewed buying. Prices are somewhat higher and firm. Some fine Valencia oranges are on the market, quoted at $4.50 per case. Pineapples are 25—75c weaker.

Apples—		
Baldwins, bbl.		3 50
Greenings, bbl.		4 00
Russets		5 50
Kings, No. 1.		4 00
Spies, per bbl.	4 25	6 00
Tallman Sweets.		3 00
Bananas crated, bunch	2 00	3 00
Cranberries, bbl.	6 00	10 00
Cranberries, per bushel box	1 50	2 00
Cocoanuts, bags.		4 25
Grape fruit—		
Florida, box		5 00
Grapes, Almeria, per keg	5 00	7 50
Lemons—		
Sicily bitters, box	1 75	2 25
Messinas	3 00	3 25
Oranges—		
Floridas		3 00
California navels	3 25	3 75
Porto Ricos		2 50
Mexicans		2 25
Sicily bitters, box	2 25	3 00
Jamaica, bbl	3 75	4 25
Valencias, large, per case		4 50
Pineapples—		
Floridas, case	3 75	4 25
Strawberries—		
Florida, qt.	0 15	0 18

Vegetables—Fresh vegetables are coming in sufficiently to weaken the price of many lines. Radishes and rhubarb are notably so. Other lines show scarcity, such as carrots and cabbage. New potatoes are on the market at $6 per barrel. The quality and size are good.

Asparagus, doz.		5 00
Beets, bag	0 25	0 50
Carrots, bag	0 40	0 75
Cabbage, bbl	1 50	2 00
Cabbage, new, ct		4 00
Celery—		
Florida, crate	2 75	3 50
Cauliflowers, cr'te		5 50
Cucumbers, doz.		2 00
Garlic, per lb.		0 15
Green Peppers, basket.		0 75
Lettuce—		
Montreal, box	0 50	60
Imported, box		2 20
Mushrooms, lb.	0 50	0 75
Onions—		
Egyptian, lb.		0 02½
Red, per bag		1 50
Spanish, cases 150 lbs.	3 50	4 25
Spanish, ½ cases	1 50	1 75
Potatoes—		
Montreal, bag	0 60	0 70
Potatoes, new, per bbl.		6 00
Sweet, per bbl.	2 50	3 50
" basket.		1 75
Parsley, dozen	0 30	0 60
Parsnips, bag	0 75	0 80
Radishes, dozen bunches		0 25
Rhubarb, doz.		0 75
Spinach, bbl.		2 00
Tomatoes—		
Floridas, crate	2 75	3 25
Cubans, crate	2 25	2 50
Turnips, bag	0 50	0 75

Fish—The brook trout season is now open and some good lots are expected. Whitefish and trout are also procurable now. Frogs will start shortly. Haddock is still scarce, also lobsters. This is due to rough weather on the fishing grounds. Trade in general is picking up, higher prices are in order and prospects are brighter.

FRESH

Shad, 'Roe,' ea.	0 30	Brook trout	0 25
Shad, 'Buck,' ea.	0 40	Lake trout	0 10
Pike	0 11	Whitefish	0 12
Perch	0 05	Mullets	0 05
Steak cod	0 07	Haddock	0 07
B.C. salmon	0 20	Halibut	0 10
Gaspe salmon	0 50	Bullheads	0 10
Market cod.	0 05	Carp	0 06

FROZEN

Codfish	0 04	Mackerel	0 08
Dore, winter caught, per lb.	0 08	Pike	0 06
Haddock	0 05	Salmon, B.C., red,	0 10
Halibut, per lb.	0 10	Gaspe salmon, per lb.	0 18
Herring, per 100	1 00	Smelts, 10 lb. boxes	0 07
Market cod	0 04	Whitefish, large, lb.	0 09
Steak cod	0 05	Whitefish, small	0 07

SALTED AND PICKLED

Green cod, No. 1, bbl.	6 00	6 50	
Labrador herring, bbl		5 00	
" " ½ bbl		2 85	
Labrador sea trout, bbls		11 00	
Labrador sea trout, half bbls.		6 00	
No. 1 mackerel, pail		2 00	
" " ½ bbls		9 00	
No. 1 pollock, bl		4 00	
Salmon, B.C., red, bbl		14 00	
" pink, bbl		12 00	
" Labrador, bbl		18 00	
" " ½ bbls		9 00	
" " trcs., 300 lb.		25 00	
Salt eels, per lb.		0 07	
Salt sardines, 20 lb. pls		1 00	
Scotch herring, bbl.		6 50	
" " keg		1 00	
Holland herring, bbl		5 50	
" " keg		0 75	

SMOKED

Bloaters, large, per box	1 00
Haddies	0 07
Herring, new smoked, per box	0 13
Kippered herring, per box	1 00

SHELL FISH

Shell oysters, bbl.	9 00
Lobsters, live, per lb.	0 16
Oysters, choice, bulk, Imp. gal.	1 30
" Selects, Imp. gal.	1 5
" "Sealshipt," standards, per Imp. gal.	1 75
" " select, per Imp. gal.	2 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Shredded cod, per box	1 80
Skinless cod, 100 lb. case	5 50

TORONTO.

Green Fruits—The season is not far distant when fruits will have their greatest demand. The weather of the past two weeks is delaying the opening of the season, which will put new vigor into the greeen fruit market. However, the conditions are healthy and there have been no discouraging features. Oranges are showing an upward tendency, and it is stated that there is a possibility of them further increasing. Navels in the smaller sizes are in good demand. Strawberries are quoted at from 16 to 18 cents and are moving easily. Pineapples are also selling freely; in fact, the market has no sluggard features. Cranberries, Almeria grapes, Sicily oranges are worn out and have been dropped. The price of lemons is firm and is inclined upward. The demand for fruits has been steady and is expected to expand in a short time.

Apples	1 00	4 50	Small	3 50	4 00
Bananas	1 75	2 25	Floridas	2 50	2 75
Cocoanuts, sack		4 00	Mexican	2 00	2 25
Grape Fruit—			Valencia	3 50	3 75
Florida	4 50	4 75	Jamaica, barrel		4 25
Lemons—			Pineapples, case	4 50	4 75
Sicily	2 50	3 00	Strawberries—		
Oranges—			N.Carolina, q. bx	0 16	0 18
California navels Large	3 00	3 25			

Vegetables—The Canadian market in green vegetables is largely dependent upon the early garden states to the south. New peas, potatoes, lettuce, beans, tomatoes, cabbage, etc., are arriving daily and are sold in hampers and crates. The demand is strong and all the lines are moving easily. Tomatoes are one of the best, as there is a more general sale of

them. There is no improvement in the potato market.

Asparagus, per dozen	1 00	1 25	Spanish, ½ cases		1 50
Beets, hamper	1 50	1 75	Texas Bermudas per crate		2 00
Beans, green per hamper		3 75	Parsnips, bag	0 85	0 90
Beans, wax, per hamper		4 50	Potatoes, bag	0 45	0 55
Cabbage, case		3 50	Bermuda, new, per barrel		7 50
Carrots, hamper		2 00	Sweet, hamper	1 00	1 25
Cucumbers, doz.	1 50	1 75	Parsley, per doz bunches		0 70
Lettuce, per doz Boston head		1 50	Radishes, doz	0 35	0 40
Mushrooms, lb	0 50	0 60	Peas, green, per hamper		3 00
Onions—			Rhubarb, doz		0 50
Canadian, bag	1 00	1 25	Spinach, hamper		0 60
Valencias, new, crate	3 00	3 25	Tomatoes, case of 6 baskets	2 50	2 75
Spanish	3 50	3 75	Turnips, bag		0 40
Green, per doz	0 50	0 60			

Fish—The market is almost featureless. The demand is steady, particularly in the fresh-caught varieties.

FRESH CAUGHT FISH

Halibut	0 09	Steak cod	0 07½
Salmon trout	0 10	Perch	0 07
White fish	0 11	Haddock	0 06½

FROZEN LAKE FISH

Goldeyes	0 06	Pike	0 05
Pickerel yellow	0 08	Whitefish, frozen	0 0
		Perch, fresh caught	0 07

OCEAN FISH (FROZEN)

Herring, per 100	1 50	Salmon, pink, per lb	0 08
Mackerel, each	0 20	" red	0 09
Smelts, No. 1	0 08	" sea dressed	0 10

SMOKED, BONELESS AND PICKLED FISH.

Acadia, tablets, box	1 60	Fillets, per lb	0 11
Bloaters, per basket	0 90	Haddie, Finnan	0 07
Codfish, shredded, box	1 80	Herrings, Digby, bndie	0 60
" Bluenose, "	1 40	Herrings, Imported Loch Fyne, per kit	1 50
Cod steak, per lb	0 07	Kippers, per box	1 25
Cod, Imperial, per lb	0 05	Quail on toast, per lb	0 05½
Ciscoes, per basket	1 25		

TRADE NOTES

M. B. Green continues the grocery business of Green & Kerr, Huntsville, Ont., who have dissolved partnership.

A demand of assignment has been made on Jacob Rockstein, general merchant, Cabano, Que., and Edmundston.

W. H. Morgan & Co., general merchants, Stonewall, Man., are removing to Delisle, Sask., succeeding C. E. Buck.

John Home, manager, Campbell, Wilson & Home, Calgary, was in Winnipeg on a business trip for a few days last week.

J. P. Laurent, for a number of years warehouse manager of Jobbin Marrin wholesale grocery house, has opened a retail store at Bradwell, Saskatchewan, and has stocked a line of dry goods, groceries and hardware.

Oranges Oranges

We have several cars due this week

Our Prices Are Very Moderate

Navels
Med. Sweets
Mexican Oranges
Valencia Oranges

Daily arrivals: Strawberries, New Potatoes, Cabbage, Bananas, Asparagus, Cucumbers, Beans, etc.

WHITE & CO., Limited
The Fancy Fruit House, Toronto

FANCY

RIPE PINEAPPLES, FLORIDA TOMATOES, BANANAS

FRESH LETTUCE, RADISH, RHUBARB, GREEN ONIONS

Finest Oranges and Lemons

HUGH WALKER & SON
(Established 1861) GUELPH, ONTARIO

50 Pounds Net

Not 50c. Net, as appeared in last week's ad.

Texas Bermuda Onions

In Square Slat Crates

The onions are good size, clean, bright and mild—the best onions on the market to-day.

Order them from your wholesaler.

Buster Brown Lemons

Follina Bros., the packers, paid $7,000.00 for the exclusive use of this name for their Lemons. Will we protect it? Certainly yes! Not only for the reason of price paid, but to increase our already growing business in Canada.

Always mention this brand or name of packers when ordering.

W. B. STRINGER, Toronto, Sales Agent.

Montreal Grocer Makes Good Profit in Fresh Fish

From 25 to 30 Per Cent., he Says—His Methods for Keeping Fresh Fish in Good Condition—How he Attracts Buyers in Summer—The Varieties he Handles.

During the summer months the sale of fish is rarely undertaken by the average grocer, on account of the danger of loss incurred by the hot weather, and the difficulty of preserving them. Yet it is stated by men in a position to know that there are few more profitable lines for summer trade.

The average grocer who has not made a study of methods of keeping his fish stock is afraid of it. He fears that the possibility of making a few dollars is rather a probability of losing them.

The kernel of the whole business lies in the man himself. There is no doubt about the demand for fresh fish at all seasons of the year, summer included, and this demand, if fostered properly, would be much larger in summer than it is, owing to the fact that meats are considered heavy for hot weather, while there is almost, if not quite equal food value in the much lighter fish.

To handle such trade there are several requirements. First—a live and wide-awake grocer who is not afraid to invest a few dollars to make a few more. Second—a complete knowledge of the most modern and up-to-date methods of handling his fresh fish and displaying them to the best advantage. Third—a sufficient study of his customers to enable him to stock only enough fish at one time to fill their requirements. These requisites may seem simple, but in them may be found the secret of the successful grocer of to-day so far as fresh fish is concerned.

As to the methods of buying, storing and displaying of fresh fish in summer, one of Montreal's largest retail fish merchants gives his experience.

"Fish must be brought in fresh every day if possible, and must not be kept over two days," he said.

"This fact brings out the necessity for studying your trade so that you know, almost to a pound, how much fish can be sold in a given time. Undoubtedly you will make mistakes at first, but experience is the best of teachers, and a gain is often preceded by a necessary loss, in the average business man's education.

"A thorough study of your customers will teach you what fish to buy for summer consumption. Speaking for myself, I find that whitefish, salmon and halibut are my three best lines. Others may have a different experience. My best halibut come from the west, while the east furnishes the best salmon.

To Prevent Decay.

"As to keeping fish; they must, of course, be shipped to you in ice, and, if necessary, repacked on the trip. Western fish often need two relays, so to speak, of ice, on the way. In the store they must be immediately placed in some refrigerating apparatus. There are many of these, and it is hard to specify just which would be best for another man's purpose.

"I have also a show case outside my store, in which I can display fish. Its construction is such that ice can be placed in the bottom and covered by a sheet metal tray, in which the fish are placed. This keeps them fully as well as the regular refrigerator and, at the same time, allows the customer to see what I have.

"My counters are also of special construction, that is, those for fish. They have a false bottom, under which is an ice compartment. I place chipped ice over and around the fish themselves.

"As to profits, I find that 25 to 30 per cent. can readily be made, as there is very little competition, and in summer fish is a form of food very acceptable to the consumer in place of the heavier meats.

"With good judgment in buying, there is no reason at all why every grocer who has railway connection, may not make a handsome profit from handling fish during the hot summer months.

TRADE NOTES.

E. W. Root, grocer, North Bay, Ont., has sold to Benj. Brill.

H. Proctor, grocer, Toronto, has assigned to J. P. Langley.

The assets of O. J. Levesque, general merchant, Avignon, Que., have been sold.

C. H. Allen, general merchant, Yarmouth, Centre, Ont., has sold to D. B. Stewart.

Yeates & Salmon, general merchants, Perdue, Sask., have disposed of their business to Chas. Clark.

W. J. Joyce, Herron, Le Blanc & Co., Montreal, has returned from a trip to the Murray Bay district.

George W. Paige, wholesale and retail grocer, Coaticook, Quebec, was recently married to Miss Allard, of the same town. They are at present on an extended honeymoon trip.

FRED. L. MYERS & SON
ESTABLISHED 1879.
KINGSTON, JAMAICA, B.W.I.
Wholesale Wine and Spirit (Rum, etc.), Sugar, Export and Commission Merchants and Wharf Owners.
Our Specialties:—Sugar and "GENUINE JAMAICA RUM" shipped to all parts of the world.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON
"GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

SEPTEMBER
CHEESE
Rich, Full Cream, Fine Texture, Colored Cheese.
It will please your trade. Try it.
Fisher Produce Co.
Limited
76 Colborne St., Toronto

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Lemon Bros.
Owen Sound, Ont., and Sault Ste. Marie
Wholesale FRUIT, FISH and PRODUCE
Commission Merchants, and
Dealers in HIDES, WOOL and RAW FURS

TRY LEARD'S LOBSTERS and CANNED CHICKEN
Write for Prices
W. A. LEARD
Summerside, - P.E.I.

We Absolutely GUARANTEE Every Can of

Loggie's Lobsters

to be safe, healthy and very palatable. We only can the freshest and finest fish and our product is one which will draw trade to your store and retain it there. Send for Prices.

W. S. Loggie Co.

LIMITED

Our Brands:
GOLDEN KEY and
GOLDEN CROWN

Sole Packers
CHATHAM
N. B

Your best customers will buy "Concord" Norwegian Sardines

because of their distinctive and delicate flavor, and because there is an absolute guarantee of purity of contents given with each tin.

Each tin is provided with a spare lid for use after the tin has been opened.

"CONCORD" SARDINES will more than please your better-class customers, and will prove a remunerative line to handle.

CCC
Norwegian Canned Goods

LIST OF AGENTS:
R. S. McIndoe, Toronto; A. H. Brittain & Co., Montreal; W. A. Simonds, St. John, N.B.; Watson & Truesdale, Winnipeg; Radigar & Janion, Vancouver and Victoria, B.C.

PERFECTION IN PACKING

POPULAR AND PALATABLE

BRUNSWICK BRAND SEA FOODS

THE LINES YOU CAN HANDLE WITH PROFIT

¼ OIL SARDINES
KIPPERED HERRING
FINNAN HADDIES
¾ MUSTARD SARDINES
HERRING IN TOMATO SAUCE
CLAMS
SCALLOPS

Are your shelves stocked with these splendid sellers and satisfaction givers?

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C. B.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec; Leonard Bros., Montreal; A. W. Huband, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

Keeping the Grocer's Name Before the Public

Methods at Hand to Aid the Newspaper Advertising Campaign —Handling of Brands That are Distinctive —'Suggestions on Increasing Business With Seasonable Side-lines—The Name on Paper Bags.

By Wm. Bryans.

Any merchant can, by simple methods and at small expense, advertise well his store and business and thus secure a larger patronage if he will but put forth a little extra energy.

Especially is this true in the towns and villages where the merchant draws his customers from the whole town and also from the surrounding farming district. Of course a merchant may secure considerable prominence by extensive advertising in the local papers, but this can be helped out a great deal by simple methods that will repay, if correctly done, many times over the investment.

With every business of importance, there is a name connected that helps one to remember that business and the goods sold. Bringing this rule of memory down to the retail business and we find in order that the business may be successfully advertised, the proprietor's name must have prominence, so that the customers will link that name with the business carried on.

We find many retail establishments without a name on the window, building or awning to denote who owns or operates that particular store. This is a serious mistake. Every merchant should have his name placed on the awning or on some other prominent spot. It is not a good plan to have it on the window unless neatly placed to one side in small lettering, as it is a nuisance in washing and also in dressing a window. But it is better there than not at all. A large sign extending across the front of the store above the window is a good name exhibitor; another good plan is to have name boards just below the windows. The business carried on, should also be placed on these signs. Where one side of the building is open to public view, a catchy name and business sign can be painted on it.

Another thing a person wonders at when driving through many farming communities, is the lack of merchant's sign boards. Few merchants realize their advertising power especially on a road that is traveled a great deal. A good country advertisement is the mile board with such advertisements as: "One mile to Busyman's, dealer in high-grade groceries," and "Two miles to—Busyman's—for best family flour," and other like phrases. A merchant can prepare the sign boards himself easily in spare time, out of ordinary boxes. The signs should be large enough so that the printing may be easily deciphered. White letters on a black background or black on white are the easiest to read. When mile boards are used, care should be taken that the miles are carefully measured off, for if the people know that the mile boards are not in exact position, they will not put the same confidence in you, your advertisements or your goods.

Another scheme to keep your name before your customers is by placing it on the paper bags. A common rubber stamp may be used for the purpose. It is greatly improved by the addition of a short catchy motto or inscription such as "Our store is your store," "Good goods at low prices," "We want your trade," etc.

Your name should also occupy a prominent place on your delivery waggon, and also on your horse cover. Use any way possible to keep your name before the public.

The Selling of Specialties.

Another way of drawing attention to your name and also drawing customers to your store is by handling and advertising special goods that no one else in your town or neighborhood sell. Some merchants handle a special outstanding brand of some article or some extra quality of butter or bread and find that it brings customers to their stores.

More trade may be secured by handling a full stock of fish during the winter season and vegetables during the summer, provided you are the only merchant in that neighborhood that does so.

A drawing card for the farmer's trade is a good brand of flour that no other merchant in the town handles. Another line that, besides its advertising power, yields a good profit if properly handled is the sale of tomato,

Never Run Short of
SHAMROCK
BIG PLUG
SMOKING TOBACCO
Your client will buy his groceries where he buys his SHAMROCK tobacco

CLAY PIPES
Those made by McDOUGALL are peerless. Insist upon having them.
D. McDOUGALL & CO., Ltd., Glasgow, Scot.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO ILL., U S.A.

TANGLEFOOT

The Original Fly Paper
For 25 years the Standard in quality
All others are Imitations

JAMAICA CIGARS and CIGARETTES
"La Retreat" Brand
Made from the finest and choicest tobacco
La Retreat Factory Co.
7 Port Royal St.
Kingston, Jamaica, B. W. I.
Agent required for these Products in Canada.
Special inducement to financially responsible party.

Black Watch
The Big Black Plug Chewing Tobacco
"A Trade Bringer"
Sold by all the Wholesale Trade

cabbage and flower plants in the spring of the year. During the summer and fall, this may be replaced by the sale of fruit.

A great deal of trade may be secured during the summer months by running an ice cream parlor in connection with your store, provided you have the necessary room and assistance. If you make your own cream there is a considerable work connected with this line but it sells a large quantity of goods and also yields a good profit when given the proper attention. Of course, an ice cream parlor requires considerable advertising on the start to get the people into the habit of buying it.

You will generally find that the buying public follow the crowd. A person likes to deal with a store that appears busy. Keep your clerks busy by all means, as there is always plenty of work. Customers hate to go into a store and be greeted in a drowsy manner by a sleepy clerk who has just awakened from a little nap, or tore himself away from an interesting conversation on the latest baseball match. A customer makes a mental note of the true facts as she finds them and you may be assured her future trade will depend on the decision she passes on the service received.

Motto in Newspaper Space.

In advertising, merchants will find it much better to have either a name or motto for their store, as a good motto is easily remembered by the people and helps them to single out your advertisement in the paper and also to remember your store.

Care should be taken in newspaper advertising in order to procure best results. Suecial attention should be taken in preparing copy for the printer. Do not try to say too much and overcrowd the space alloted to your advertising. Prepare your copy in the exact style in which you wish the printer to set it. Remember that your advertisement in order to be read, must be attractive. When many advertisements are crowded together in a newspaper, unless there is some special feature to distinguish one from the others, it is liable to go unnoticed.

A grocer might attract attention to his advertisement by publishing a cooking recipe. Of course these recipes in order to attract the housewife's notice must always be seasonable. Weather predictions will also attract many readers.

In order that your advertising will be successful, you must have full confidence of your readers. Do not allow the imagination to work too freely in writing copy for the paper, for if the people find that goods are not exactly as advertised, there is small chance of the advertisement interesting them again.

Many merchants profit well by using special sales and contests for advertising purposes, but in all such cases it is best to have something original as it is much more liable to catch the public eye. Do not conduct a certain line of contest or special sale because some other merchant in your town has done so. The world hates imitators. Break away from the ordinary. Do something that will start the press and public commenting on your store.

WINDOW CARD PHRASES.

If you want to live more economically buy here.

No hen ever cackled over better eggs than these.

The first time such good prunes as these ever begged for a purchase.

For genuine "good things" to eat, our foods will surely be a treat.

The aroma of this coffee creates an appetite and its taste satisfies it.

All the boys on the water-wagon are drinking this sparkling pure grape juice.

Here's a tea for richness, delicacy of flavor and fragrance that is unequaled.

All varieties of cheese of purest quality. Order a "wedge" of your favorite kind.

Good time to lay in a supply of brooms—they are pretty sure to be higher in price.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

Classified Advertising

ADDING MACHINE.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

AGENCIES WANTED.

A FIRM OF COMMISSION AGENTS in Jamaica are desirous of representing Canadian firms manufacturing groceries, biscuits, condensed milk, etc. Can influence large turnover in these lines. Highest references given. Box 343, CANADIAN GROCER, Toronto. (tf)

BUSINESS CHANCES.

FOR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover $20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

IF YOU WISH TO SELL your business or farm, we can find you a customer. If you wish to BUY, write us. We may have just what you are looking for. Address, Wm. J. Platt & Co., Bridgeport, Conn. (19)

COUNTER CHECK BOOKS.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

FOR SALE—The biggest little grocery business in Windsor, Ont. Address Box 348, CANADIAN GROCER, Toronto. (22p)

FOR SALE—Grocery store, well located in one of the best Quebec cities. Only one competitor in the neighborhood. Established 14 years. Have good thriving, high class trade. Terms cash, or cash for stock and time for store and good will. Address A.V.L., care CANADIAN GROCER, Montreal. (18p)

FOR SALE in the city of Windsor, Ontario, large corner grocery store. Good business reasons for selling. Address 23 Pitt St. West, Windsor, Ont. (23p)

MALE HELP WANTED.

WANTED—At once, first-class catsup maker. Give references and full particulars. Box 64, Hamilton, Ont. (tf)

WANTED—TRAVELERS—J. Hirsch & Sons, Ltd., Montreal, manufacturers of the Irving and Metropole Cigars, want travelers with knowledge of the territory in the Lower Provinces and the North West. Apply by letter, stating experience and giving references. Applications treated in strict confidence. (19p)

SITUATIONS VACANT.

CITY SALESMAN WANTED for thoroughly reliable and well established specialty house. Splendid opportunity for a first-class man. Box 347, CANADIAN GROCER, Toronto. (18p)

MISCELLANEOUS.

A book-keeping staff in itself—doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. National Cash Register Co., 285 Yonge Street, Toronto.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

MISCELLANEOUS.

ATTRACTIVE fixtures sell your goods. Walker Bin Fixtures and Show Cases prove invaluable in economising store space, and by compelling custom, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. Walker Bin and Store Fixture Company, Ltd., Berlin, Ont.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

DON'T use poor business stationery. Get your printer or stationer to furnish you with "Banker's Bond." Letterheads, envelopes, writing tablets, etc. Goods perfect, price moderate. Satisfaction accompanies the added prestige which follows the use of good stationery. W. J. Gage & Co., Limited, Paper Makers, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

FOR FILING PAPERS, LETTERS and Vouchers, fastening bulky envelopes or backing statements, the ACME No. 2 Binder is indispensable in every store. Penetrates the thickest paper and perforates and binds in one operation. For sale by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Company, Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

MISCELLANEOUS.

PROFESSIONAL MEN, business men, merchants, church workers, find innumerable uses for the Fulton Sign and Price Marker. The Fulton Rubber Type Company, of Elizabeth, N.J., are makers of Ink Pads, Daters and business outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Tarsulay Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macay Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S" The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

REPRESENTATIVES WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

TECHNICAL BOOKS.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond—
- 6 b. tins, 5 doz. in case $2 00
- ½ lb. tins, " " " 1 25
- 1 lb. tins 4 " " " 0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-dozen	10c.	$0 85
3-dozen	6-oz.	1 75
1-dozen	12-oz.	3 50
3-dozen	12-oz.	3 40
½-dozen	2½ lb.	10 50
½-dozen	5-lb.	19 50

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 dozen	5c.	$0 50
4 "	4-oz	0 75
4 "	6 "	1 00
4 "	8 "	1 30
4 "	12 "	1 80
2 "	12 "	1 85
4 "	16 "	2 25
2 "	16 "	2 30
1 "	2½-lb	5 00
1 "	5-lb	9 50
2 "	6-oz	Percase
1 "	12 "	$6 00
1 "	16 "	

ROYAL BAKING POWDER

Size.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

DOMINION CANADIAN CANNERS, LIMITED

Aylmer Jams — Per doz

Strawberry	1 90
Raspberry	1 90
Black currant	1 80
Red currant	1 80
Raspberry & red currant	1 80
Raspberry and gooseberry	1 80
Damson plum, stoneless	1 70
Greengage plum, stoneless	1 70
Gooseberry	1 80
Peach	1 80
Pear	1 70

Jellies

Red currant	2 40
Black currant	2 40
Crabapple	1 70
Plum	1 70
Grape	1 70

Marmalade

Scotch	1 40
Orange Jelly	1 75
Green Fig	2 25
Lemon	1 80
Pineapple	2 25
Ginger	2 25

Pure Preserves—Bulk

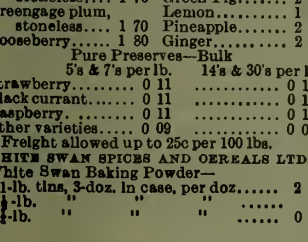
	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08¼

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	
¼-lb. " " "	0



Cook's Friend Baking Powder

Cartoons—	Per doz	No. 12, 4-oz.,	6 doz 0 70
No. 1, 1-lb.,	4 doz 2 40	No. 12, 4-oz.,	3 doz. 0 75
No. 1, 1-lb.,	2 doz 2 50	In Tin Boxes—	
No. 2, 5-oz.,	6 doz 0 80	No. 13, 1-lb.,	2 dz. 3 00
No. 2, 5-oz.,	3 doz 0 85	No. 14, 8-oz.,	3 dz 1 75
No. 3, 2½-oz.,	4 dz 0 45	No. 15, 4-oz.,	4 dz. 1 10
No. 10, 12-oz.,	4 dz 2 10	No. 16, 2½-lbs.	7 25
No. 10, 12-oz.,	2 dz 2 20	No. 17, 5-lbs.	14 00

Cereals

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case $3.00.
The King's Food, 2-doz. In case, per case $4.80.
White Swan Barley Crisps, per doz. $1.
White Swan Self-rising Buckwheat Flour, per doz. $1.
White Swan Self-rising Pancake Flour, per doz. $1.

White Swan Wheat Kernels, per doz.. $1 40
White Swan Flaked Rice, per doz..... 1 00
White Swan Flaked Peas, per doz..... 1 00

Blue

Keen's Oxford, per lb..... 0 17
In 10-box lots or case..... 0 16
Gillett's Mammoth, 1-gross box..... 2 00

Cho olates and Cocoas

THE COWAN CO., LIMITED

Cocoa—

Perfection, 1-lb. tins, per doz	$4 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Soluble, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22

special quotations or Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cases, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 4
Vanilla, ½-lb., 12-lb. boxes, per lo	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 50 bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

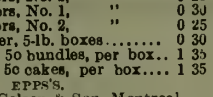
EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz 0 90



Mott's breakfast cocoa,	10c. size	90 per dz.
" breakfast cocoa,	½'s	0 38
" " "	¼'s	0 38
" No. 1 chocolate,	½'s	0 32
" Navy "	½'s	0 29
" Vanilla sticks, per gross		1 00
" Diamond chocolate,	½'s	0 24
" Plain choice chocolate liquors		0 32
" Sweet Chocolate Coatings		0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 35
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 32
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ¼-lb. pkgs., 6-lbs. bags	0 32
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases. Per lb

1-lb. packages	0 26
½-lb. packages	0 27
¼-lb. packages	0 28
1 and ½ lb. packages, assorted	0 26½
½ and ¼ lb. packages, assorted	0 27½
½ lb. packages, assorted, in 5 lb. boxes.	0 28
¼ lb. packages, assorted, in 5 lb. boxes.	0 29
¼ lb. packages, assorted, 5,10,15 lb. cas.	0 30

Bulk—

In 15 lb. tins, 15 lb. pails and 10, 25 and 50 lb. boxes.

	Palls.	Tins.	Bbls.
White moss, fine strip	0 12	0 21	0 17
Best Shredded	0 18	....	0 1
Special Shred	0 17	....	0 1
Ribbon	0 19	....	0 15
Macaroon	0 17	....	0 17
Desiccated	16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 35

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 50	1 15
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in air-proof bags and tins.

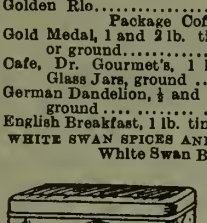
Club House	$0 32	Ambrosia	0 25
Nectar	0 30	Plantation	0 22½
Empress	0 28	Fancy Bourbon	0 20½
Duchess	0 26	Bourbon	0 18½
Crushed Java and Mocha, whole			0 1
" " ground			0 17½
Golden Rio			0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $5.50.
Cafe l'Aromatique—1-lb. amber glass jars per doz., $4.
Presentation, with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

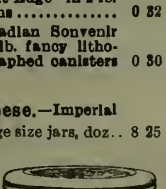
Large size jars, doz.. 8 25
Medium size jars, per doz. 4 50
Small size jars, per doz. 2 40
Individual size jars per doz. 1 00

Imperial holder—

Large size, doz.	18 00
Med. size, doz.	17 00
Small size, doz.	12 00

Roquefort—

Large size, doz.	2 40
Small size, doz.	1 40



Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40

	W.S.P.	Ret. P.
Ground or bean,	1s	0 50
	1s	0 50
	½s	0 40
	1s	0 40
	½s	0 30
	1s	0 30
	½s	0 23

Packed in 30s and 50-lb. cases. Terms—Net 30 days prepaid.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95 dozen
Medium, cases 2 dozen	1 80 "
Large, cases 1 dozen	2 75 "
Tumblers, cases 2 dozen	1 35 "
25-lb. pails	0 15 lb.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co Ltd Toronto. C. O. Beauchemin & Fils. Montreal $2, $3, $5, $10, $15 and $20.
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ¼ cent.

Infants' Food

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors),	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application.

CRESCENT MFG. CO.

	Per doz
2 oz. bottles (retail at 50c.)	4 20
4 oz. bottles (retail at 90c.)	6 50
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	14 50

Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. $2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
5 and 7 lb. tin pails, 8 and 6 pails in crate, per lb	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails, per lb	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails	0 06½

SOUPS

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds per dozen, $1.20. Chicken soup, $1.25 per dozen. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. $1.40. Tomato Ketchup—Bottles (10c. size only) doz. $1.40. Tabasco-Ketchup—Bottles (10c size only) doz. $1.40 Chili Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (new) doz. $1.40; No. 80 jars, doz. $1.40.

W. CLARK'S SPECIALTIES

S.S. Beef (Inglass Brand), 3 sizes—½s, $1.60; ½s, $2.25; 1s, $3.35 dozen. Ox Tongue (Paragon), 4 sizes—½s, $7.50; 2s, $8.50; 2½s, $9.50; 3s, $12 doz. Stewed Ox Tail—1s, $1.60 dozen. Stewed Kidney—1s, $1.50; 2s, $2.65 dozen. Minced Collops—1s, $1.40; 2s, $2.50 dozen.

ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

The GROCER'S Big Spring Number

¶ Every Dealer in Canada will take an unusual interest in THE GROCER'S BIG SPRING NUMBER, to be issued May 27th. There are few of them who will not make money by reading and studying it closely. There are few of them who will not keep it for reference for a considerable time.

¶ In the Spring Number we will get right down to facts and figures in showing retailers how they may improve their methods of buying, stock-keeping, handling credits, store arrangement, assorting, display, advertising, stopping leaks, cost accounting, delivery, salesmanship, etc.

¶ The Spring Number will be given over almost entirely to "Scientific Methods of Retailing." Each one of the series of articles coming under this heading will be founded on definite information gathered first-hand from the best sources.

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

HAVE YOU TRIED

MOLASSINE DOG and PUPPY CAKES?

MARVELLOUS FOR ERADICATING WORMS and Keeping Dogs in Splendid General Health

The "MOLASSINE" Dog Foods are the only Foods on the market which besides feeding, keep dogs healthy and improve their coats.

QUOTATIONS AND SAMPLES FROM

ANDREW WATSON, - Sole Importer

91 PLACE YOUVILLE MONTREAL

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants,

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

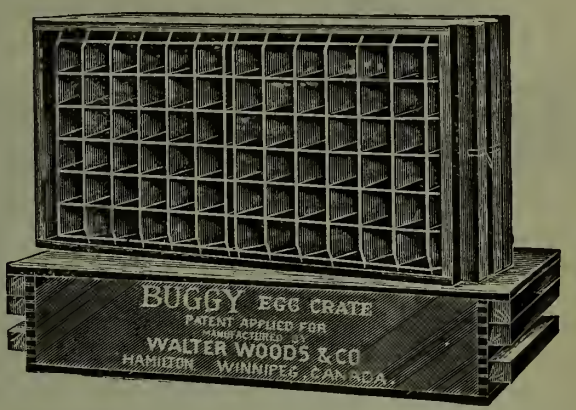
LAMBE & MacDOUGAL, London
H. & A. B. LAMBE, Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax

GREEK CURRANT CO.

95 Broad Street - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

BUGGY EGG CRATE



The most satisfactory Egg Carrier yet invented.

YOU should have them in stock.

5,000 sold first season.

Walter Woods & Co.

Hamilton and Winnipeg

OCEAN MILLS
Montreal

Chinese starch, 48 1-lb., per case $4.00; Ocean Baking Powder, 48 3-oz., $1.40; 48 4-oz., $1.80; 60 8-oz., $4.50; 36 1-lb., $3.75; 48 1-lb. pkg., $4; 10 1-lb. tins, $5; loose 25 lbs., $1.75; Ocean blancmange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-ounce, $7.20; Ocean corn starch, 48 1-lb. $3.60.

Jam

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

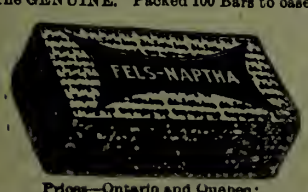
Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.

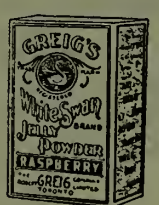
Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 06
Five cases or more	4 95



List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

WHITE SWAN SPICE AND CEREALS, LTD'

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 13½
½-bbls.	0 13⅝
Tubs, 60 lbs.	0 13⅝
20-lb. Pails.	2 73
20-lb. tins	2 63
Cases 3-lb.	0 14½
" 5-lb.	0 14
" 10-lb.	0 13⅞

F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.

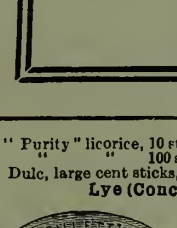
Tierces	0 12½
Tubs	0 12¾
20-lb. pails.	0 13
20-lb. tins	0 12½
10-lb. "	0 14
5-lb. "	0 13⅝
3-lb. "	0 13½
1-lb. cartons	13½

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)



GILLETT'S PERFUMED LYE

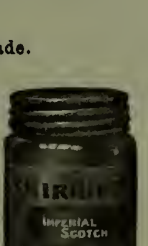
Per case

1 case of 4 doz	$3 50
3 cases of 4 doz	3 40
5 cases or more	3 35

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 dozen case, per doz. $1; 16-oz. glass jars, 2 doz. in case, per doz. $1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 7½c.; pint sealers (24 oz.), 1 doz. in case, per dozen $2.25.



SHIRRIFF BRAND

"Imperial Scotch"—

1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35

"Sbredded"—

1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross, net ... $12 00
" per case of 3 dozen, net ....

ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream, family size, per case	$3 50
Baby size, per case	2.00
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen	0 45 dozen
Medium, cases 2 dozen	0 90 "
Large, cases 1 dozen	1 35 "

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—

Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

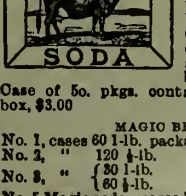
Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

		Per case
No. 1, cases 60 1-lb. packages		$2 60
No. 2, " 120 ½-lb.	"	2 60
No. 3, " 30 1-lb.	"	2 60
" 60 ½-lb.	"	2 60
No. 5 Magic soda—cases 100—10-oz. pkgs.		
1 case		2 65
5 cases		2 55

TRADE MARK BRAND

REGISTERED

WOOD'S HOLLANDER COFFEE

Fragrant, Pungent, Delicious! *The Choicest of the Choice.*

Imported and Roasted by

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. Montreal

Soap and Washing Powders

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	$10 20
Maypole soap, black, per gross	15 30
Oriole soap, per gross	10 20
Gloriola soap, per gross	12 00
Straw hat polish, per gross	18 20

3 doz. to box..... $3 60

6 doz. to box..... $7 20

30 days.

1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lot

Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

	Per lb
Laundry Starches—	
No. 1 white or blue, 4-lb. carton	$0 07
No. 1 white or blue, 2-lb. carton	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada white gloss, 1-lb. pkgs	0 06½
Benson's enamel, per box	1 50 to 3 00
Culinary Starch—	
Benson & Co's. Prepared Corn	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue	0

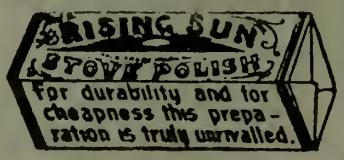
BRANTFORD STAROH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lb	0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb	0 06½
Finest Quality White Laundry—	
3-lb. canisters, cases of 48 lb	0 07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 35 lb.	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish

	Per gross
Rising Sun, No. 1 cakes, ½ & ¼ grs. bxs.	$8 50
Rising Sun, No. 3 cakes, gross boxes	4 50
No. 5 Sun Paste, ¼ gross boxes	5 40
No. 10 Sun Paste, ¼ gross boxes	9 00



JAMES DOME BLACK LEAD

6a size, gross, $2.40. 2a size, gross, $2.50

Boot Polish

PACKARD'S BOOT AND SHOE POLISHES

Mon-Ami, $9 gross; Black "O," $9 gross; Large Combination, $20 per gross; Pony Combination, $10; French Glycerine, $8; Ladies' Special, $20; Pat. Lea. Cream $20 per gross.

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03½ "
¼-barrels, 175 lbs.	0 03½ "
Pails 25 lbs.	1 30 each
" 38½ lbs.	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 75
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire bandles.)

Teas

THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

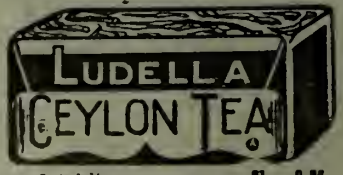
OEO. E. BRISTOL & CO., Hamilton, Ont.

EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ¼'s	$1	0 36
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, 1's	0 30	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

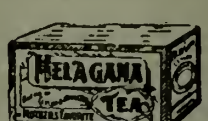
LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb



MELAGAMA TEA.

MINTO BROS., 45 Front St. East

Black, green, mixed—½s, wholesale 70c., retail $1; ¼s, 55c. and 80c.; ⅛s, 44c. and 60c.; 1 lbs and ½s, 40c. and 60c.; ¼s, 38c. and 50c.; 1 lbs. and ⅛s, 35c. and 50c.; 1 lb., ½s, 30c. and 40c.; ¼s, 32c. and 40c.; ⅛s, 25c. and 30c.; 1 lbs., 24c. and 30c. We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
Black Label, ½-lb., retail at 25c	0 21
Blue Label, retail at 0c	0 23
Green Label, retail at 40c	0 30
Red Label, retail at 50c	0 35
Orange Label, retail at 60c	0 42
Gold Label, retail at 80c	0 55

Pure Gold Jelly Powder } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.

THOMAS WOOD & CO., LTD.

Montreal and Boston.

Wood's Prairie Rose, per pound wholesale 40c., retail 60c.; Golden Rod, 35c. and 50c; Fleur-de-Lis, 30c. and 40c. Packed in ½-lb. tins. All grades either black, green or mixed.

GILLETT'S CREAM TARTAR

	Per doz
¼-lb. paper pkgs., 4 doz. in case	$0 90
½-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ¼-lb. paper pkgs. / 2 doz. ½-lb. paper pkgs. } assorted	$7 20
	Per doz
¼-lb. cans with screw covers, 4 doz. in case	$2 00
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ¼ doz. in case	0 30
10-lb. wooden boxes	0 27½
25-lb. wooden pails	0 27½
100-lb. kegs	0 25½
360-lb. barrels	0 25

THE QUAKER OATS CO.

Winnipeg prices—Quaker oats, 36's (or 2-18's) $3. case; Quaker oats, 20's, (with premium) 4.10; Quaker Best Y. Cornmeal, 24's, 2.40; Puffed rice, 36's, 2.90; Puffed wheat, 36's, 2.90; Quaker Toasted Corn Flakes, 36's, (11 case lots, 1 case free, delivered) 2.90; 5½ case lots, ½ case free, delivered); Banner oats, 20's (with premium) 4.10; Saxon oats, 20's, (with premium) 4.10; Pettijohn breakfast food, 18's, 2.25 Apitezo biscuits, 24's, 3.50; Saxon wheat food 24's, 3.25; Cracked wheat, 24's, 3.50; Hominy 24's, 2.40; Puffed rice, brls., 25 lbs. each, 22c lb

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 6 2-5s	46
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s., plug or bar.	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	59

Veterinary Remedies

W. F. YOUNG

Absorbine, per dozen	$18 00
Absorbine Jr., per dozen	9 00

Yeast

Royal Yeast, 3 doz. 5 cent pkgs.	$1 15
Gillett's Cream Yeast, 3 doz. in case.	1 15

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt s Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

The West Indies

If you have anything to ship to the West Indies we will handle it promptly and get you the top price.

If you are a manufacturer and wish to place your goods on the West Indian markets our travellers will do it for you.

If you want information of any kind about the West Indies do not hesitate to write us for it.

T. Geddes Grant

Port of Spain - Trinidad

Strength — Purity

Your Guarantee for profit lies in "COW BRAND" Baking Soda

because of its popularity with the housewife!

Order from your jobber

Church & Dwight

Manufacturers MONTREAL

Uniformity — Reliability

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

The Beardwood Agency

313 New York Life Building - MONTREAL

We sell absolutely the best brands of **SALT** for all purposes, made from purest brine by most modern and up-to-date processes.

Complete list of delivered prices gladly submitted.

VERRET, STEWART & CO.
LIMITED

No. 12 Port St.

MONTREAL

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

WETHEY'S CONDENSED MINCE MEAT

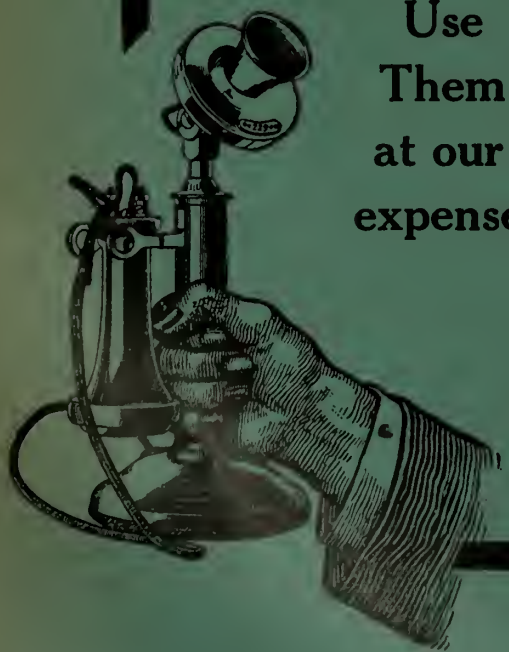
Wrapped and packed in sanitary packages

SOLVES THIS QUESTION

Quality Unexcelled. Absolutely Dust-proof.
Three dozen to a case. All jobbers.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.

4
Free Phones.
Use
Them
at our
expense.



Japan Teas

Do you want some? We have them. And the prices are tempting. May we send you a sample to compare? The tea will do the rest.

Canned goods are up this week, and must go higher. We still have a few bargains in these. Come early or it will be too late.

Geo. E. Bristol & Co.
Wholesale Grocers
HAMILTON, - ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building
London, Eng.: 88 Fleet St., E.C. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV. PUBLICATION OFFICE: TORONTO, MAY 13, 1910 NO. 19.

KEEN'S OXFORD BLUE

No Grocer can afford to be without this world-famed blue. It's in steady demand by every practical housewife, and stands out pre-eminent as a satisfaction-giver.

See to your Stocks.

For Sale by all the Canadian Jobbing Trade.

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

Agents for the Dominion of Canada

DRIVE THESE TANDEM

BENSON'S "Prepared" Corn STARCH

and

EDWARDSBURG "Silver Gloss" STARCH

They are the leading Laundry and Cooking Starches in Canada, and are noted for their purity and ease in handling. They leave a "worth-while" profit for the dealer. Order from your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works: Cardinal, Ont. 164 St. James St., Montreal

"SURPRISE" SOAP

"SURPRISE" SOAP

A Pure, Hard Soap, which has peculiar and remarkable qualities for washing clothes.

"SURPRISE" Washing Powder

A Dry Soap in fine Powder, with Borax added, possessing wonderful lathering and cleansing properties. Can be used for all washing, cleansing and purifying purposes, in hard or soft, hot or cold water, without the use of soap, soda or any other preparation.

5c. per package.

"SURPRISE" Soap is known everywhere in Canada.

"SURPRISE" Washing Powder has not been so long on the market. We will be pleased to send a sample of this Powder to any Grocer on application.

The St. Croix Soap Mfg. Co.

Factory at St. Stephen, N.B.

Branches:—Montreal, Toronto, Winnipeg, Vancouver, West Indies

As Supplied to His Majesty the King

As Supplied to the British House of Commons

"Stower's" Lime Juice Cordial

Few persons would purchase plain Lime Juice if they once tried a bottle of STOWER'S LIME JUICE CORDIAL, which is all ready for use, blended just right to suit the taste of the most fastidious, and so convenient.

LIME JUICE CORDIAL is one of the most popular drinks. It is delicious—quenching thirst—keeps the blood and digestive organs in an excellent state.

STOWER'S LIME JUICE CORDIAL is prepared from the freshly squeezed juice of the Lime Fruit, with every impurity carefully removed. **It will not ferment and is sweetened with the best refined loaf sugar.**

NO MUSTY FLAVOR

Order now and be in time.

ARTHUR P. TIPPET & CO.
SOLE AGENTS

Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

Winnipeg Office

R. B. Colwell

BROKER HALIFAX, N.S.

REPRESENTING LEADING MANUFACTURERS, SUCH AS

E. D. Smith Lowneys Toblers

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

Representing Morris Packing Co.

Pork and Lard—Finest Quality

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON, Western Canada

T. E. CHAREST

Commission Merchant

QUEBEC

My several years' experience makes me a particularly reliable representative for a Canned Goods House. Am open to consider a good proposition in this line at once. Highest references.

Live Representation !

Do not neglect the Eastern Townships. Am open for another good agency. Know the trade. Have three travelers.

E. H. BOWEN, SHERBROOKE, QUE.

Manufacturers' Agent and Broker.

E. T. BUSINESS.

You, Mr. Manufacturer, can do a good deal larger business in the Eastern Townships, if your lines are pushed by a live representative right on the ground. You want someone who thoroughly knows the field and to whom grocery business is not a Chinese puzzle.

15 Years on the Ground

S. ROBITAILLE & CO., Sherbrooke

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

Consignment of genuine Fraser River Sockeye Salmon. Ask for prices.

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

Trade Established 12 Years.

Domestic and Foreign Agencies Solicited.

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1895.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

77 York Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

ON SPOT

Spanish and French Shelled Peanuts. Two and three Crown Shelled Almonds. Whole, Halves and Broken Shelled Walnuts. Shelled Filberts.

Quotations gladly furnished.

Lind Brokerage Company

73 Front St. E., Toronto

OUT FOR MORE BUSINESS

THE HARRY HORNE CO.

Grocery Brokers and Manufacturers' Agents.

309-311 King St. West, - - Toronto

We are open to represent a leading Manufacturer of Groceries or Grocery Sundries, for Toronto district. Will give special attention to a good line. Reference—Traders Bank. We solicit your correspondence.

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

Prout, Simpson & Co.

Wholesale Produce Merchants

We are open to act as Selling Agents and Distributors for few suitable lines.

GROCERS BUTCHERS BAKERS

Canvassed Twice Weekly.

Splendid Trackage Warehouse. Low Insurance Rates.

WINNIPEG - - MAN.

WRITE TO

10 Garfield Chambers, Belfast, Ireland

For sample copy of the

Irish Grocer, Drug, Provision, and General Trades' Journal

If you are interested in Irish Trade.

A sure, easy and satisfactory way to make money

Sell

½-lb.
1-lb.
2-lb. cans—
Whole or ground—

Retails at 40c. lb.

It will bring you new customers
WE GUARANTEE EVERY TIN

EBY-BLAIN, LIMITED

COFFEE IMPORTERS

TORONTO

That's Blue Ribbon Tea

GOOD TEA Draws Trade AND Holds Trade

As all good Dealers know

Dealers are often judged by the Tea they sell.
If the Tea is good, other things sold are likewise good.

The Buyer asks for such tea

This is why "Blue Ribbon Tea" wins trade and holds it for the dealer.

Do you know this for a fact?

It will pay you to sell your trade this high-grade tea.

It sells other goods

The Blue Ribbon Tea Co. LIMITED
MONTREAL, CANADA

UNSWEETENED

Borden's Brands Do Build Trade—

Merchants who follow the policy of reserving the choice locations on shelves and counters, and in their windows, for such standard goods as Borden's are those who win and hold the largest measure of public confidence.

Always keep Borden's Brands to the front.

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE
BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Mason & Hickey, Winnipeg, Man.

Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

FROM

Coast to Coast

This is a reproduction of our large poster which appears on the billboards in every large city and town between the Atlantic and Pacific.

"HE IS WORKING FOR YOU"

THINK what this means to the sale of "NUGGET" POLISHES.

ARE YOU IN ON THIS?

THE

"NUGGET" POLISH CO.

LIMITED

Toronto and Halifax

Things That Shouldn't Be

Fruits and Vegetables Left on the Sidewalks in Boxes Invite Microbes and Dust from the Air.

The cartoon as above appeared in last week's Grocer.

It is a very strong argument in favor of using Canned Fruits and Vegetables instead of fresh.

Canned Fruits and Vegetables as put up by the Dominion Canners, Limited, *are guaranteed to be absolutely pure.* They are *packed practically the same day as picked,* when at their best for table use, *and are thoroughly sterilized.* It is absolutely *impossible to have any microbes* or germs in them.

Show this cartoon to your lady customers and with the arguments we have given you, you will be able to largely increase your sales of canned goods.

DOMINION CANNERS
Limited
HAMILTON, - CANADA

"Increased our Cash Business 50%"

Any proposition that can do that for a dealer is worth instant and serious attention. We want to help you to combat the increasing competition of the DEPARTMENT STORE OCTOPUS, and to get back to your store a large volume of the trade that rightfully belongs there. We aim at encouraging QUICK Cash Sales, and our proposal has nothing of the 'experiment' about it,—it's rational, sensible and feasible. Don't imagine that we ask you to make a big outlay,—the expense is trifling compared with the benefit that must accrue to your store. Will *you* give our plan a trial?

Read what one delighted dealer says.

Office of
E. THOMPSON & CO.
General Merchants CAMROSE, ALTA.

B. C. C. Co.

Dear Sir:—Please forward the following order enclosed herein at once. We wish for the Sage Design.

We are well satisfied with our first order and have no doubt but what it has increased our cash business 50%. Yours truly,

E. THOMPSON & CO.

The British Canadian Crockery Co., Ltd.

25 Melinda Street :-: : : TORONTO

Cut Your Ice Bill!

You can do it with a McCray Refrigerator

HUNDREDS of grocers who use **McCray Refrigerators** have told us they are not only able to preserve perishable goods perfectly but to do so with *less ice*. If *we* said to you "McCray Refrigerators use less ice than any other kinds," you might reply "That's only an advertising claim," but when *other grocers* say it you *know* it's a *fact*. Facts of this kind affect *your pocket-book*. You're *wasting money* on ice now and *losing money* by having goods spoil in spite of the big ice bills. The "ice eater" refrigerator is a "profit eater." Find out about the **McCray Refrigerator** by sending us a postal with your name and address. Ask us for "Catalog No. 66," because it tells especially about our refrigerators for *Retail Grocers*.

McCray Refrigerator Company

131 LAKE STREET, KENDALLVILLE, INDIANA

Campbell's SOUPS SELL!

One of the most important features of the grocery business is the big sale of CAMPBELL'S SOUPS which is constantly being made BIGGER by our thorough and systematic advertising. It is important to YOU because we are reaching YOUR CUSTOMERS and INTERESTING THEM and because there is such a splendid profit in CAMPBELL'S SOUPS. It will pay you to attract to your store the sales we are creating. We'll help you do this. We'll supply you with window-dressing material, attractive banners, and display cards. We'll send you an "address list"—fill it with the names of your customers and return it to us and we'll mail our "Menu Book" to each one with YOUR name on the envelope. Push CAMPBELL'S SOUPS because they PAY YOU, because they PLEASE YOUR CUSTOMERS, and because WE'LL HELP.

JOSEPH CAMPBELL COMPANY

CAMDEN, N.J.

"21 KINDS—LOOK FOR THE RED-AND-WHITE LABEL"

ROSE & LAFLAMME, LIMITED, 400 ST. PAUL STREET, MONTREAL
Sales Agency for Provinces of Quebec and Ontario

LAST CALL

Do not wait another day to order your Lobster and Kippered Herring supplies. Write us now for

ICE CASTLE LOBSTERS

AND ALSO

Ice Castle Kippered Herring

We are packing the goods and are nearly sold up. Quality high as ever. Going to go as quickly as packed.

J. W. WINDSOR

Packer of the Largest Variety of Canned Goods in Canada

AGENTS—Jas. Craig, Windsor; A. E. Richards, Toronto and Hamilton; Geo. H. Gillespie, London, Ont.; W. H. Escott, Winnipeg; Dominion Brokerage Co., Edmonton.

Hobart Electrical Meat Choppers

Please Write for Catalogue.

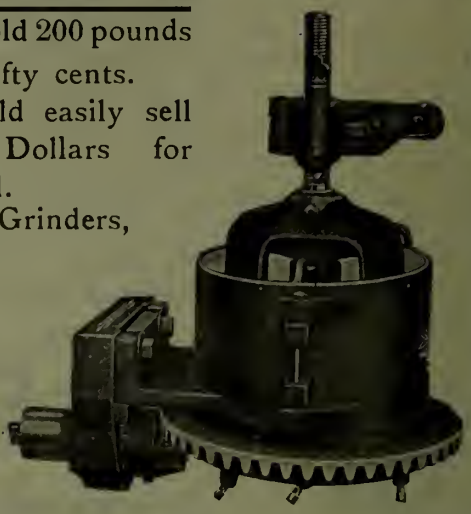
Are the Standard of Quality from the Atlantic to the Pacific.

Bone Grinder Attachment

You Lost Six Dollars Last Week if you sold 200 pounds of bones for fifty cents.

They would easily sell for Seven Dollars for Chicken Feed.

Hobart Bone Grinders, attachable to Hobart Choppers, are making big money for Butchers everywhere.



CANADIAN SALES AGENTS **The W. A. FREEMAN CO., Limited, Hamilton, Ont.**

A 1 SAUCE

This sauce has been delighting the palate for 100 years, and is still giving a zest and relish to the plainest and richest fare.

As a merchant you are interested both in quality and profit. You'll find both satisfactory.

A1 Sauce will repay you well for any trouble you may go to in giving it prominent display and asking your customers to try it. Sample it yourself, though, first.

GENERAL AGENTS:

THOS. O. BAXTER, 27 Front St. E., Toronto H. HUBBARD, 27 Common St., Montreal
R. T. TINN, 337 Hastings St. W., Vancouver

We also make a full line of Meat Extracts, Essences, Soups and Potted Meats

BRAND & CO., Limited, Purveyors to H.M. the King **London, England**

Dear Mr. Grocer—

Your main idea is to eliminate dead timber—"poor sellers"—from your shelves.

Every month that your money stays in bank it earns something—credit or interest.

Every month a brand of goods remains on your shelves without a sale it costs you something. Because the money you have invested in it is not earning you anything.

Pure Gold

(Trade Mark Registered)

Food Products

are quick sellers. Our advertising moves them in a hurry. The quality of the goods brings quick repeat sales. But above all our guarantee to you makes you safe. If you don't find the goods ready sellers—or if *the quality* of the goods is not entirely satisfactory to your customers, return the unsold stock and get your money back. Without discount.

If you don't carry the goods now, write for information and a salesman's call (should you wish it).

These goods can be had of all jobbers and can be shipped from Pure Gold stocks at Victoria, Vancouver, Winnipeg, Montreal, Toronto and Calgary.

PURE GOLD MANUFACTURING CO., Limited, Toronto

They look for this trade-mark when they buy salt, and insist on having

Windsor Salt

because they have found no other to equal it in fineness, dryness, flavor or purity.

The Canadian Salt Co.
Limited
WINDSOR ONTARIO

ST. CHARLES EVAPORATED CREAM

The Purest

and Best

Retailers make no mistake in pushing the sale of ST. CHARLES BRAND, as orders always repeat. A quick seller and trade-builder. Every can guaranteed.

Manufactured by

St. Charles Condensing Co.
"Manufacturers of quality CREAM"
INGERSOLL, ONTARIO
CANADA

Retailers are advised to place orders with their jobbers at once, as spring importations are about to be received in Canada, and live grocers will want prompt deliveries.

PROPRIETORS:

ROWAT & CO.

GLASGOW, - SCOTLAND

CANADIAN DISTRIBUTORS:—Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the North-west; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

Cane's "New Idea" Butter Tubs

These are the kind of Butter Tubs your customers want. Show them how the specially-treated wood keeps the butter absolutely free from contamination and retains its freshness unimpaired.

YOU SHOULD HANDLE THEM

because they return you a fair profit and never fail to give entire satisfaction.

Ask your jobber for Cane's "New Idea" Butter Tubs, and when buying any kind of Woodenware remember Cane's is the best line made

The Wm. Cane & Sons Co., Limited, - Newmarket, Ont.

COOK'S FRIEND BAKING POWDER

"It pays to sell goods that give satisfaction."

Mr. Grocer, you cannot conscientiously hand out some other brand as "just as good," but you can recommend

Cook's Friend Baking Powder

as the best at any price.

Remember, 50 years a leader for high-grade quality, purity and uniformity is some record. Never changes in quality—always the best—and **Contains No Alum.**

ORDER FROM YOUR JOBBER

W. D. McLAREN, LIMITED
MONTREAL

DUST IS A GENERAL NUISANCE

BUT IT CAN BE AVOIDED BY USING

DUSTBANE

on sweeping day. "Dustbane," moreover, disinfects the room and restores carpets aud rugs to their original freshness. The women swear by "Dustbane" when once they have used it. Get them on your side by selling "Dustbane." There's money in it for you.

Dustbane Manufacturing Co.
Boston, - Mass.

Canadian Factories: Winnipeg, Manitoba, St. John, N.B.

Ask Your Wholesaler for These Goods

We make a specialty of

Maple Flavor

For Manufacturers of Extracts Syrups, Biscuits and Confectionery

STUART BROTHERS

Distillers Essential Oils, Etc.

NIAGARA FALLS - - - - CANADA

Gossages' Magical Soap

The Best, The Cheapest and The Sweetest Free Lathering Soap in the Market.

GUARANTEED GENUINE

William Gossage & Sons, Ltd., Widnes, Eng.

Importers, Roasters and Grinders

—OF—

COFFEE AND SPICES

MANUFACTURERS OF

Jams, Jellies, Pickles, Sauces and Flavoring Extracts

We manufacture a full line of these and are able to supply you quickly and cheaply.

OUR PRICES ARE RIGHT
WE WANT YOUR BUSINESS

Before replenishing your stock get our prices.

Empress Manufacturing Co.

Limited

VANCOUVER, B.C.

MADE IN CANADA

SUPERFINE LINEN RECORD

For all Commercial Purposes, Blank Books, Loose Leaf Sheets and Letter Heads.

Superfine Linen Record will give you perfect satisfaction.

Envelopes to Match.

Send for our new sample book.

THE ROLLAND PAPER COMPANY, LIMITED

MONTREAL, P.Q.

Balaklava Brand

You can't eat soup with a fork and you can't put up high class pork and beans unless you pack the best pork and the choicest beans in a modern factory.

Our beans are the pick of the Canadian crop—really choice. And our pork is specially selected, corn-fed stock.

Our factory is modern, equipped in the most up-to-date fashion.

In consequence, when you order Balaklava Brand you secure something much above the average in quality.

The Eastern Canning Co.

PORT CANADA, : N.B.

CANADIAN AGENTS—C. A. Chouillou & Cie., Montreal; Green & Co., John Street, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.; Martin & Robertson, Vancouver, B.C.

NO SPRINGS

MADE IN CANADA

70,000 Now in Use

After 9 Years' Test and Its Adoption by the World's Greatest Merchants

The Toledo Scale

Is Now the Recognized Standard.

1. It is Automatic.
2. It contains No Springs.
3. It is always reliable—not affected by temperature.
4. Guarantees Honest Weight.
5. Pleases Customers and Brings Trade.
6. Saves Money, Time and Labor.
7. Is Most Beautiful and Attractive.

105 Styles and Sizes for all kinds of Stores
PRICES $40 UP.

The Great Fair Store, Chicago, uses 100 Toledo Scales, and say:

"The 100 Scales you sold us are very satisfactory. They are certainly money-savers on over-weight.

"We satisfied ourselves the Toledo Scale was superior to all others."

E. J. Lehmann, Vice Pres.

Scales of all makes taken in exchange rebuilt and for sale cheap

Send for Catalogue, Free

Toledo Computing Scale Co.

Makers of Honest Scales
TOLEDO - - OHIO

OFFICES:
Toronto, 335 Yonge St.
Winnipeg. Edmonton, Calgary

MADE IN CANADA

NO SPRINGS

White Mop Wringer

always proves a splendid seller, because it does all we claim for it.

It never disappoints. Wrings drier and easier than any other device.

Each one sold is YOUR advertisement, creating more sales.

Watch for TRADE MARK below; it stands for excellence.

Write for Details. **Made in Canada.**

White Mop Wringer Co.,
FULTONVILLE, : N.Y.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

Meadow Cream Sodas

Why are they in such demand all over the Dominion? Because they are made from the choicest Winter Wheat Flour by highly skilled bakers. From the trough to the shipping room the best and most scientific methods are used.

You should stock Meadow Cream Sodas. Their goodness and flavor will please your customers, and you'll find the profit satisfactory.

The W. J. CROTHERS CO., : Kingston, Ont.

OK

ENGLAND'S LEADING FRUIT SAUCE

25 years' reputation, and the only sauce backed up by a purity guarantee of

1000 GUINEAS

Sells at 15 cents and 25 cents

BE WARY OF IMITATIONS

SAUCE

George Mason & Co., Limited

Sole Manufacturers - - - LONDON, ENG.

Sole Canadian Agents

S. T. NISHIMURA & CO.

MONTREAL

SUB-AGENTS:

Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—H. D. Marceau
London, Ont.—Wm. G. Coles & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig

Redpath

is

Canada's Standard

for

Refined Sugar

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

A Genuine Business Builder!

That is what you will find

SHIRRIFF'S JELLY POWDERS

to be. They produce instantly that sparkling, pure, natural-flavored Jelly which delights the dainty housewife. See to it that you are able to supply the insistent demand for SHIRRIFF'S.

Order from your jobber or write us direct.

Imperial Extract Co., 8, 10, 12 Matilda St., Toronto

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR

LONDON, ENGLAND

Commands a Preferenc over all others.

IS THE BEST

Made from the finest maltd barley.

AGENTS

W. S. Clawson & Co., South Wharf, St. John, N.B. W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto. R. Robertson & Co., 912-913 Dominion Trust Bldg., Vancouver, B.C.
J. W. Snowdon, 413 St. Paul St., Montreal

We are open to do business on easy consignment terms *Write our Agents for Particulars*

FOREST CITY BAKING POWDER

THE STANDARD FOR 25 YEARS

6 oz. tins, 75c. doz.
12 oz. " $1.25 "
16 oz. " $1.50 "

Manufactured By

GORMAN ECKERT & C.O, Limited

London & Winnipeg

"Cleanliness is next to Godliness"

For every kind of house-cleaning the particular housewife has nothing but good to say about

ASEPTO

Soap Powder

"The enemy of dirt"

It is very economical in use, and the effective and rapid way in which it does its work is a certain guarantee of repeat orders.

See to your stocks.

ASEPTO MFG. CO.

ST. JOHN, N.B.

Agents— ROSE & LAFLAMME, Ltd. Montreal

THERE'S a reason why

Canada First Evaporated Cream

sells so well throughout the year. Customers know that the process of manufacture is as perfect as care, skill and cleanliness can make it, and the canning in air-tight, sanitary tins, without the use of acid or solder, uniformly safe. Stock and recommend this splendid selling line.

Order from your wholesaler.

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

Tartan BRAND

CANNED GOODS ARE GETTING SCARCE

—And advancing in price. We have a full assortment of finest quality. Get in your orders while they last.

Five free phones at your service. **NO. 596** for Out-of-Town Buyers.

BALFOUR, SMYE & CO., WHOLESALE GROCERS . . **HAMILTON**

St. Lawrence

GRANULATED and GOLDEN YELLOWS

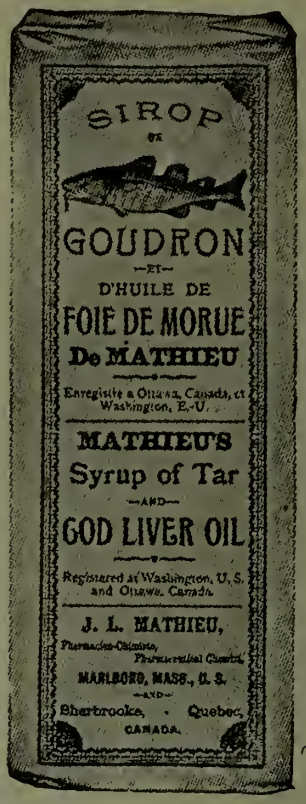
Made only from Pure Cane Sugar

The Trade will appreciate the advantage of our machine sewn bags if they will follow these instructions in opening them :—

Cut off the shortest chain close to the side of the bag, and pull out the single thread.

This is a quick operation and leaves the bag in perfect condition.

The St. Lawrence Sugar Refining Co., Ltd., Montreal



A COLD CURE EVERY Dealer Can Recommend

To be able to recommend an article because of its success in the past makes selling easy.

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

has been a wonderful success.
The testimonials received by the proprietors tell of marvellous cures
Thousands of households are never without it.
Its sales have multiplied in every community where it is sold.
Dealers never find it a slow seller.
During the Fall and Winter seasons large sales are assured.
Keep a good supply on hand and when ordering order also

MATHIEU'S NERVINE POWDERS

which are necessary to reduce fever and remove pains in connection with colds.

J. L. MATHIEU CO., Props.
SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

Absolute Purity is Essential

If you are to build up a business in spices—and such a trade is most profitable—it is essential that you should sell spices which are **absolutely pure.** You can always depend upon **Ewing's Prince of Wales** Brand Spices.

PUT UP ONLY BY

S. H. EWING & SONS, Montreal and Toronto

Royal Salad Dressing

Grocers say "People no longer consider ROYAL SALAD DRESSING a luxury, it's a necessity."

No table relish is so sure to please.

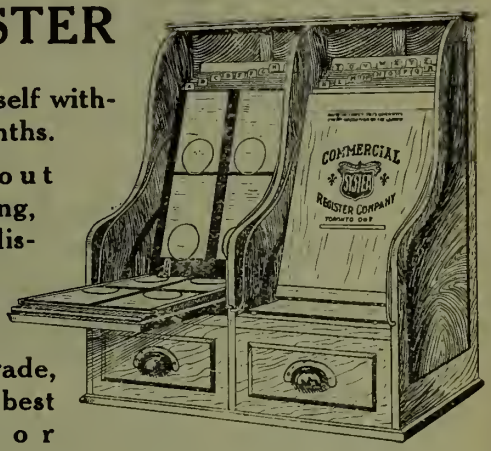
It attracts the kind of trade that buy the best.

Made in Canada by

The Horton-Cato Mfg. Co.

Windsor, :: :: Ontario

THE COMMERCIAL REGISTER



Pays for itself within few months.

It cuts out Bookkeeping, prevents disputes with customers, increases trade, and is the best collector known.

Send postal for catalogue and testimonials of Canadian Merchant users that you know.

COMMERCIAL REGISTER CO.

178-180 Victoria Street - - Toronto, Ont.

Get Wise

to the solution of the profit-making problem by featuring

WONDERFUL SOAP

It is, as its name implies, the Wash Day Wonder Worker in the rapid and effective cleaning of soiled clothes.

WONDERFUL SOAP is attractively packed and made-up and commands a ready sale which leaves you an excellent profit margin.

We have an interesting sales-helping proposition which cannot fail to work to our mutual advantage. Ask us about it!

The Guelph Soap Co.

Guelph, Ontario

Toronto Agents:—MacGreegor Specialty Company

Are you handling the original magic hand cleaner?

For the effective chasing of all

SNAP

dirt, grease, tar or paint from the hands "SNAP" is unrivalled. Sells at sight. Order from your jobber

SNAP Co. Ltd.

MONTREAL CANADA

YOU

have a special opportunity to get and hold a large part of the family soap trade if you are handling

Richards Pure Soap

It is an honest soap of guaranteed purity and leaves a good profit. Here's the full line:

Quick Naptha Soap **100% Pure Lye** **Snowflake Soap Chips**
Ammonia Powder **Toilet Soaps**

Agent for Toronto and Hamilton: Mr. Hutchinson, Omand Mfg. Co., 76 Colborne St., Toronto.

The
"Eureka" Refrigerator

A Handsome Fixture

Write for Catalogue

The "Eureka"

Patented System

is by long odds the most satisfactory for grocers and butchers. Merchants throughout the Dominion have pronounced it the most economical and effective.

Eureka Refrigerator Co., Ltd.
56 Noble Street (Near Queen St. Subway)
TORONTO

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.,
Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.
Niagara Falls, · · Ontario

JAPAN TEAS

Operations in New Crop have commenced, and we can submit favorable cable quotations.

S. T. NISHIMURA & COMPANY
MONTREAL & JAPAN

ADVANCE—OR RETIRE?

there's no standing still in business

It's lines like H. P. SAUCE that make for progress.
Good Value, Good Profit and Good Advertising—some of you are doing great things through H. P. SAUCE. Now how about you?

W. G. Patrick & Co., Toronto and Montreal.
R. B. Seeton & Co., Halifax, N. S.
W. H. Escott Winnipeg, Man.
The Midland Vinegar Co., Birmingham, Eng

H.P. SAUCE

BAIRD'S "Second-to-None" Pickles

So called because they are second to none for value.

No other manufacturer has produced a better pickle at the price, and there are few as good.

GOOD, SOUND VEGETABLES
and
PURE VINEGAR

Low Price
High Quality

JOHNSTON, BAIRD & CO.
GLASGOW, SCOTLAND

GINGERBREAD
BRAND
MOLASSES

A Molasses that increases your sales.

THREE reasons for it:
No. 1—A Strong Baker
No. 2—Body
No. 3—Flavor

Packed in tins—2's, 3's, 5's, 10's and 20's; pails—1's, 2's, 3's, 5's gals. and in barrels and halves.

A trial order from your wholesaler will convince you that Gingerbread Brand is

THE BEST THERE IS

Be convinced now.

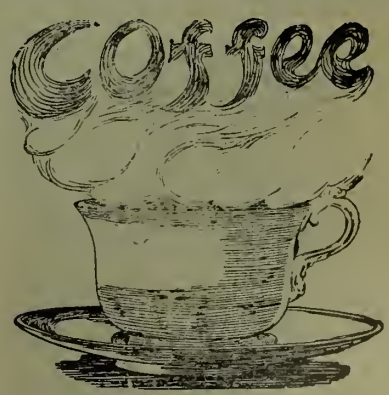
The Dominion Molasses Co., Limited
HALIFAX - NOVA SCOTIA

Facts are Stubborn Things
and the fact that

AURORA COFFEE

is so much Superior to all the others is a valid reason why you should handle it! The aroma and flavor of "Aurora" Coffee are unsurpassed, and its retail price, 40c., leaves you a very good margin of profit. Stock up without delay.

W. H. GILLARD & CO., Hamilton, Ont.



BRANCH—SAULT STE. MARIE

DOME LEAD

There is no better stove polish to be had in the world than

James Dome Black Lead

Pays both Jobber and Retailer a Good Profit.

Send us your order now
FOR

"KANDY KID"

Molasses Popcorn.

Price is 90c. a carton of 2 dozen.

Retails 5c. a package.

A case contains 6 cartons.

It's a Seller and Repeater.

We Expect to Ship Next Week.

John Sloan & Co.

TORONTO :: :: BELLEVILLE

Goodwillie's Fruits
IN GLASS

Have You Tasted Them Yourself ?

If not, do so

Agents.

Rose & Laflamme Limited

Montreal and Toronto

QUALITY

When anyone wants a high-class household refrigerator they always buy the Ham & Nott make. Our grocer refrigerators are made on the same principle. That means the best.

Sold by leading hardware dealers, or write to us.

HAM & NOTT CO.
Limited
BRANTFORD CANADA

McLean's

We originated the line of shredded cocoanut now so popular in Canada. The quality has ever been maintained.

THE CANADIAN COCOANUT COMPANY
MONTREAL

It Pays To Sell Cane's Washboards

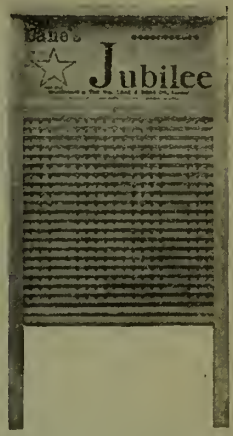
because they are the best-made washboards on the market and are as good as washboards can possibly be made.

Made in ten different styles and grades to suit every class of demand.

These goods are rapid and constant sellers everywhere and never fail to please the women.

Ask Your Jobber for Cane's Woodenware.

The Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.



BRANDS

"BANNER" & "PRINCESS"

CONDENSED MILK

are prepared from the purest and richest country milk, with no addition but that of pure sugar.

St. George Evaporated Cream

(Unsweetened)

The most sanitary conditions are observed in the canning and handling of the milk. The reputation of these brands as genuine satisfaction-givers is unsurpassed.

Lines that mean much in profit and reputation to every grocer who handles them.

J. MALCOLM & SON
ST. GEORGE, ONT.

2 IN 1

THE WORLD'S BEST

SHOE POLISH

Damp, cold and heat alike have no effect on this polish. It does not clog the brush nor soil the clothes, but it lengthens the life of the shoe, and produces a quick, lasting POLISH.

There is more demand for it now than ever before. You are losing a profitable trade if you have been so short-sighted as not to stock it hitherto.

— WRITE TO-DAY —

The F. F. DALLEY CO. LTD.
HAMILTON & BUFFALO, N.Y.

LET US GIVE YOU A POINTER

There's a whole volume of trade possibilities awaiting the grocer who hits the family taste by recommending and selling pure jams.

JAMS

JAMS

are just the line to foster this desirable trade, and to hold it when obtained. Purity and quality are assured to all users of "Sterling" Jams and a good profit for the retailer.

Send for prices.

The T. A. Lytle Co., Ltd.
Sterling Road,
Toronto

Wagstaffe's Pure Black Currant Jam

SOLD OUT

WHY IS THIS? Because we have a special process that retains all the Medicinal Properties that the Black Currant is noted for, and your clients come again. There is a flavor that has a snap with it, not found in other makes.

Wagstaffe's Pure Orange Marmalade

WILL BE SOLD OUT NEXT WEEK

We cannot make any more until next season January 1st, 1911. **Order at once to avoid disappointment.**

WAGSTAFFE LIMITED

Pure Fruit Preservers **HAMILTON**

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

SELL

Royal Metal Polishes

NOW

Do not wait for to-morrow, but push these sterling metal polishes now in the springtime, when everybody is thinking of cleaning up.

ROYAL POLISHES are the best for all kinds of metals. Housekeepers KNOW this.

HAVE YOU A STOCK?

ROYAL POLISHES COMPANY

MONTREAL

TEA LEAD

Best Incorrodible

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. A.B.C. Codes used 4th and 5th Editions.

LIMEHOUSE, LONDON, E., ENG.

Canadian Agents

ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

ARCTIC Refrigerator

It does not matter a great deal what kind of a refrigerator you use. For they don't all refrigerate alike.

There are many good reasons why your refrigerator should be an ARCTIC.

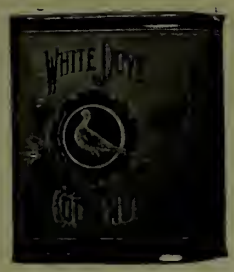
These reasons have to do with the profits you make from butter, eggs and other perishables, and the degree with which you are able to satisfy your customers.

Arctic Refrigerators for All Purposes.

JOHN HILLOCK & CO.

Queen and George Sts., TORONTO

Agents for Western Provinces: Ryan Bros., 147 Bannatyne Ave., Winnipeg



White Dove Cocoanut

stands alone, far superior in quality to all other makes. This is because of the special care exercised in preparing it and our expert knowledge of the business.

You sell it?

W. P. Downey

Maker

MONTREAL

"Walker Bin" Infringement

IN THE EXCHEQUER COURT OF CANADA

BETWEEN

THE WALKER BIN COMPANY
PLAINTIFFS

AND

JOSEPH FRED BELLEFEUILLE, et al
DEFENDANTS

JUDGMENT HAS BEEN GIVEN AGAINST THE DEFENDANTS FOR DAMAGES AND COSTS AND AN INJUNCTION HAS BEEN ISSUED RESTRAINING THE DEFENDANTS FROM FURTHER INFRINGING CANADIAN PATENT No. 81723, AND FROM USING, MANUFACTURING, VENDING OR SELLING THE PLAINTIFFS' PATENTED IMPROVEMENT IN BINS.

In this action judgment is against both manufacturer and user of the infringing bin.

Messrs Lafleur, MacDougall, Macfarlane & Pope, Counsel for the Walker Bin Company, have been instructed to take prompt action against all infringers.

We are sole manufacturers in Canada of Walker Bin Fixtures, which are sold direct or through our accredited agents only.

The Walker Bin & Store Fixture Co., Limited
Berlin, Ontario

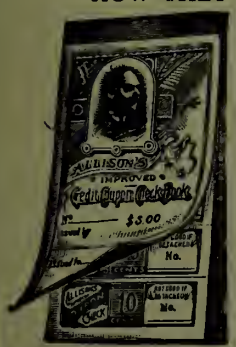
Avoid that Needless Loss

Modernize your method of handling credit customers. Adopt the plan that has proved itself successful all over America.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments They cost but little and pay for themselves many times over.

HOW THEY WORK



A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by

ALLISON COUPON CO., Indianapolis, Ind.

CHINESE STARCH

Quick Sales.
Satisfaction.
Large Profit.
No Dead Stock.

Get Prices

OCEAN MILLS
MONTREAL

Turn Your Accounts into Cash

Our Collection System can get the money—that's its big recommendation.

If we don't collect we make no charge.

We make a specialty of getting collateral security.

Write for circular, rates and methods.

References from best dealers and Bank of Hamilton, Winnipeg.

Commercial Union Association
45 Aikins Bldg., McDermott and Albert Sts.
WINNIPEG, MAN.
Service Est. 1903 Satisfaction

WHITE SWAN BAKING POWDER

Is a well-known medium-priced Baking Powder which

CONTAINS NO ALUM

and is sold in every Province in Canada

"CONTAINS NO ALUM"

was true of

White Swan Brand

BAKING POWDER

Many Years Ago — And is True To-day

IT WAS NEVER SOLD AT FANCY PRICES

And costs you much less than other brands

A CARD WILL BRING YOU FULL INFORMATION

WHITE SWAN SPICES & CEREALS, LIMITED
TORONTO

A QUICK SELLER AT A GOOD PROFIT

Women prefer using ***MINUTE TAPIOCA*** because of its obvious advantages as a summer dessert.

It requires no soaking—fifteen minutes' cooking produces a delicious tapioca pudding.

It is extra good value for the money—one package makes six full quarts of a pudding that is nourishing and delicious, and that presents an unusually smooth and dainty appearance on the table.

And ***MINUTE TAPIOCA*** is absolutely pure—put up in the world's largest and most sanitary tapioca factory.

Ask your jobber for MINUTE TAPIOCA

Minute Tapioca Co.
Orange, - Mass.

ELGIN NATIONAL COFFEE MILLS

are made in no less than

40 DIFFERENT STYLES

This favorite mill, in addition to its being the easiest running and fastest grinding on the market, is an ornament to any Grocery, owing to its attractive symmetry and finish.

The ELGIN has steel grinders, can be adjusted while running, and sells at a

LOW COST

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

Fortune in Foresight

Quality

in the Canned Fish you are handling is a most important matter, and you can obtain and hold the best of the family trade if you are selling

KING OSCAR SARDINES

Show your foresight by pushing these fish. They are pure, sweet, wholesome, well packed and attractively gotten up and never fail to satisfy.

Stock your shelves liberally with "King Oscar" Brand.

CANADIAN AGENTS

J. W. Bickle & Greening
(J. A. Henderson)
Hamilton, - - Ont.

PERRIN'S

RED LABEL

PACKAGE

20 CENT TINS

GRAHAM WAFERS

DELICIOUS GOODS, HANDSOME PACKAGES

No matter what section of the country you live in you will find some PROGRESSIVE MERCHANT using a

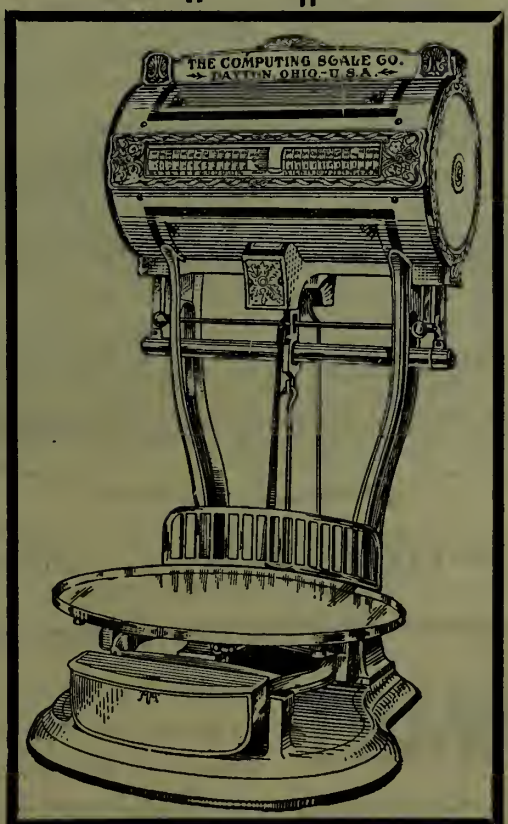
Dayton Computing Scale

WHY DOES HE USE A DAYTON? BECAUSE IT SAVES HIM MONEY OVER THE OLD SYSTEM OF WEIGHING.

WHAT IT DOES FOR HIM IT WILL DO FOR YOU.

It does not cost you much to PROTECT YOUR BUSINESS AGAINST LOSS THROUGH WEIGHING, as we sell FAMOUS DAYTON SCALES FROM $30 UP.

EVERY merchant who is anxious to stop the loss through over-weight should have this AUTOMATIC DAYTON SCALE demonstrated to him. It will be a revelation as OVER-WEIGHT IS IMPOSSIBLE with this Scale. SOLD ON EASY MONTHLY PAYMENTS.



NO INTEREST CHARGED.

Drop us a card and have a demonstration on this scale. You will be under no obligation to buy.

We make very liberal allowances for old COMPUTING SCALES of any manufacture, if traded into us on the price of one of our improved scales, so if you have an old Computing Scale get our figure for an allowance.

Made in Canada by Canadian Workmen

Patronize Canadian factories.

EVERY SCALE WE SELL IS FULLY COVERED BY GUARANTEE.

Send us your card for a demonstration.

THE COMPUTING SCALE CO.
of Canada, Limited.
164 King St. West, - TORONTO, ONT.

BOWSER

Long Distance System

For Handling

Kerosene or Gasolene

meets the highest approval because it is

SAFE

The old method of handling oil by gravity or any kind of pressure was very dangerous, as a leak in a joint or elsewhere was most apt to result in an explosion.

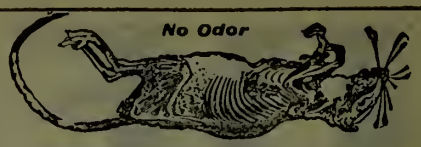
Every feature of the Bowser Long Distance Underground Storage System meets the requirements of Insurance Companies and Fire Underwriters.

HEAR IS THE PLAN: The oil is stored in a tank buried outside, any distance that you desire away from the building. The tank is made of best heavy sheet steel riveted and soldered, tested and guaranteed leak and evaporation proof. It is painted with three coats of asphaltum, which absolutely prevents the damp earth from acting upon the metal. The pump is the latest improved, all metal, and measures accurately gallons, half-gallons, quarts or pints at a stroke. The nozzle is fitted with a lever shut-off that absolutely prevents evaporation.

THE SYSTEM HAS NEVER CAUSED A FIRE, nor has an explosion of aBowser Tank ever occurred. One hundred aud eighteen outfits passed through the San Francisco Fire--not one explosion resulted. Some of the pumos were warped and melted by the heat, but the oil remained in good condition in the tank. The Bowser System is safe in every way.

WRITE FOR BULLETIN 5-G.

S. F. Bowser & Co., Ltd., Toronto, Ontario



It dries them up **Common Sense**

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

THE LARGEST SAUCE FACTORY IN THE WORLD

HOLBROOK'S

Worcestershire

SAUCE

Punch Sauce

Pure Malt Vinegar

Pure Pickles

Local Agents

Quebec: J. R. Renaud & Co.

Montreal: F. L. Benedict & Co.

Winnipeg: Richards & Brown

Regina: Campbell Bros. & Wilson

Calgary: Campbell, Wilson & Horne

Vancouver: Kelly, Douglas & Co.

Victoria: Wilson Bros.

HOLBROOK'S LIMITED

Canadian-American Branch
40 Scott Street, Toronto, Canada

Manager, H. GILBERT NOBBS

DO YOU WANT to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word or first insertion one cent per word for each subsequent insertion. See page 60 for yearly rates.

The Quickest Trip from Plantation to Purchaser

There is a fresh picking of "SALADA" every week and all the year round. The climate of Ceylon makes this possible. Ten weeks after being gathered it reaches you. It is packed in lead packages to ensure uniform goodness.

It is protected every step of the way from plantation to purchaser. Bulk Tea grows old and stale rapidly—being unprotected, it cannot escape deterioration. It soon loses freshness.

We have always advocated the supreme importance of fresh tea—of buying in small quantities and buying often. It does not pay a grocer to buy heavily and keep tea in stock so that it reaches the consumer in impaired condition.

We back up our belief in the paramount importance of fresh tea by unconditionally guaranteeing to refund the full purchase price—to pay the freight both ways—to any merchant who has any "SALADA" in stock that is over six months old.

We do our utmost to have "SALADA" reach the consumer in all its garden freshness and fine flavor. We ask your co-operation in our efforts to serve the public with fresh tea.

The "Salada" Tea Co., - Toronto or Montreal

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Retail Grocer's System of Getting Tourist Trade

Methods Employed by Percy Udy, of Bridgenorth, Ont.—Establishes Exclusive Service for the Accommodation of Summer Visitors to Chemong Park, Nearby —Stocked His Store With General Goods Required by Visitors—Muskoka Men Suffer From Wholesalers Selling to Hotels.

Bridgenorth, Ont., May 12.—Within another month or six week the tourist season will be opening for the summer of 1910 and few localities will fail to benefit by the pleasure-seekers who seem to have located every attractive body of water that boasts a fringe of forest or a school of game fish.

Within easy reach of Bridgenorth is Chemong Park, possessing all the natural beauties that make it an ideal summer resort, and which explains the popularity it has enjoyed for years.

Percy T. Udy, one of Bridgenorth's grocers, has taken advantage of Chemong's increased summer population and has successfully endeavored to secure a large portion of the trade. He is fully prepared for the tourist season prior to its opening and has stocked his shelves with those goods which are in greatest demand by the summer visitors. General groceries of the best quality are always carried, but his stock is increased along such lines as canned fruits. olives, jams, jelly powders, salmon, sardines, fresh fruit, bread and many other items.

A complete stock of provisions is kept throughout the season. He also carries tinware, some hardware, fishing tackle, fresh candy, wire screen, mosquito netting, hammocks, lacrosse shoes, paints, flags, camping hats and other goods unheard of in a grocery store except during the summer months.

Special Delivery for Cottagers.

In order to ensure satisfaction in point of delivery Mr. Udy secured a special horse and wagon which he uses exclusively in delivering orders to Chemong Park.

Orders are taken early in the morning and are delivered before noon. Orders are also taken during the afternoon and are delivered before evening. On the latter trip is delivered fresh fruit, fresh bread and laundry, Mr. Udy being the agent for a laundry company in a neighboring city. In this manner the summer residents of the park are given prompt service which they appreciate and the trips are arranged with a view to delivering goods just before they are required for use.

Has Been Profitable.

Catering to the tourists has necessitated securing an extra horse which is only used in that work three months in the year while it must be kept the entire 12 months. Extra help must also be obtained for two months when wages are highest and assistants are not easily secured, says Mr. Udy.

However, the profits warrant the extra efforts put forward, and particularly if the summer is warmer than usual.

The season is growing longer every year, he says. The first tourist arrived at Chemong for 1910 on Saturday, April 30th. All the regulars are in their cottages by July 1st. The season is at its zenith about the first of August and breaking up begins around Labor Day. Only a few remain until the snow flies.

The hotel at Chemong Park Mr. Udy declares purchases its supplies directly from the wholesale houses and not a few of Bridgenorth's inhabitants buy from the large mail order houses in Toronto.

Mr. Udy is preparing for a good season this year and is looking forward for the weather that practically drives humanity to summer resorts.

Send to Mail Order Houses.

Smith's Falls, Ont., May 11.—The Rideau River in the vicinity of this town is but beginning to come forward as a summer resort. The result has been, W. Hyndman, grocer, states, that the regular trade is not appreciably affected and scarcely calls for extra efforts.

Mr. Hyndman carries his regular stock which is sufficient for those summer visitors who settle near the town. He points out that considerable business is done with the large mail ordering houses by many of the families as well as the larger buyers in Smith's Falls.

Selling Over Retailers' Heads.

Bracebridge, Ont., May 12.—Retailers here and in other tourist centres in Muskoka make special efforts to look after the tourist trade which every summer amounts to much. They make it a point to carry in stock such goods as are particularly required for summer cottagers and hotels. Among these are canned fruits and vegetables, preserved fruits, cheese, pickles, confectionery of high grades, and, of course, fishing tackle.

The tourist trade is certainly worth catering to, according to one grocer who reaches out for his share. This is true in spite of the fact that retail grocers lose considerable business because some wholesale houses often sell over their heads to hotels, supply boats, and large boarding houses.

This naturally makes them feel "sore," to use a colloquial expression, but they hope that the recent big convention will be the means of effecting a change for the better. They claim that when they support the wholesalers twelve months in the year that the wholesalers should sell through them the whole time.

"The jobbers gets a big order from a hotel or supply boat and leaves the smaller orders for us to take care of," said one grocer.

"This, I think, is a contemptible trick and one for which we should not stand. If we are to sell a part of the wholesaler's goods to the consuming public let us sell them all. But if the wholesaler is going to sell to a few consumers let him sell to them all and see where he will land at. We are his agents; we exist for his special benefit as well as our own and it is not fair that he does not give us a fair show. An ordinary hotel will probably purchase $500 worth of groceries in three months. At a gross profit of 25 per cent. that account would mean $125 to one of us. The larger hotels would be much more valuable and we would, in view of a bigger turnover, be better able to handle the wholesaler's goods the rest of the year if we were to get all these accounts."

This is quite a thorn in the sides of retailers in Muskoka and they are anxiously waiting for the turn of the tide in this respect.

HAVE SUSPENDED PAYMENT.

Union Blend Tea Co. In Financial Difficulties.

St. John, N.B., May 11.—Quite a stir was caused in local grocery circles last week by the announcement that Harry W. deForest, Ltd., tea importers and blenders and packers of Union Blend Tea, had suspended payment. A meeting of the creditors was held last week but no statement has yet been issued. Another meeting will be held on Thursday, May 19th, in the office of L. P. D. Tilley. It is stated that the heaviest creditors are the Union Bank of Halifax and United States concerns.

The firm within the past year or two opened an office in Boston and it is believed that the business there was not as good as was anticipated. One estimate places the liabilities at about one hundred thousand dollars.

Brandon Merchants Systematize Deliveries

Take the Orders in the Morning and Deliver in the Afternoon—Grocers There Carry a Good Assortment—Stocks are Large—Some Think Organization is Needed.

By L. C. Harkness.

Brandon is pre-eminently a retail business centre. It is one of the oldest cities in Western Canada, and has long been known as the nucleus of the greatest wheat growing district in the world. This means that it is a place of wealth and a centre of attractions for immigrants who come to our country. The city is fast developing as a manufacturing and distributing centre, and its future is bright and promising. The fact that it is surrounded by a rich agricultural district and also internally prosperous, gives the retailers a splendid opportunity to develop good trades.

On visiting this place for the first time one is struck by the spacious and well equipped stores, the excellent facilities to look after trade, and a feature which may not be so creditable as the others, the carrying by retail grocers of very large stocks of goods, though well assorted and of a wide range.

Have Large Assortment.

Retailers have made their stores attractive to all customers from the country and from the city. The wide range of goods is warranted by the wide range in taste among the customers. Stores are built large, with good equipments and excellent lighting facilities. The picture reproduced here of Dowling & Reid's store is an example of the many that are neat and well equipped. Another feature of Brandon's stores is that each finds it profitable to handle a good stock of confectionery.

Unlike Winnipeg merchants who are deprived to a considerable extent of this trade by the exclusive candy and fruit stores they pay strict attention to this department of the business.

Delivery is Systematized.

The fact that grocers have their customers educated to order their goods in the morning, thereby leaving the afternoon free for delivery, is a new phase of business met with in Brandon. Telephones are busy from eight until eleven in the morning and clerks are busy the rest of the day packing up and delivering. In conversation with a few grocers, it was revealed that this was an unconscious development, and it proves that a merchant can change and systematize his methods no matter what they may have been.

These are a few of the features of the trade in the Wheat City. The overstocking principle is questionable. There was a time in the history of the city when this was more necessary than at present, but goods can be delivered promptly from wholesalers at present and retailers would possibly find it more to their advantage to control their stocks better by buying in smaller lots and more frequently. As it is, they turn over the stock about three times a year, whereas under the local conditions the turn over should occur at least six times a year. It is believed that grocers realize this fact more as time goes on, but force of habit seems to be working against them. Grocers, too, are disposed to grant long terms of credit to all customers.

Thinks Association is Needed.

The need of a strong association is evident among the retailers of Brandon. Some years ago an attempt was made to organize among the grocers, but it was not a success due to the unfair price-cutting tendency of a few of the merchants. This price cutting is still carried on much to the grief of the grocers.

Interior View of Dowling & Reid's Gro cery Store, Brandon, Man., Showing a L arge Show-Case, a Coffee Grinder. Meat Slicer and Cash Register.

A. Grant, who has been in the business for over twenty-five years in the city, was secretary of the association while it existed, and did much to put the trade on a stronger footing. He said recently that the salvation of the business depended upon an association of grocers, since the continued price-cutting was hurtful to the trade. There are many lines, he said, that were being handled at present without a profit.

E. Bolton, a grocer in the east end of the city, is much impressed with the collection systems in vogue in Guelph and Chatham, Ont. He believes that steps should be taken to have a similar system brought into operation in Brandon.

How the Law of Garnishment Affects Grocers

Wages of Mechanic, Laborer, Etc., Cannot be Garnisheed Unless They Amount to More Than $25 — Retailer States That Cost of the Law's Machinery is Practically Prohibitive Under Present Conditions.

Toronto, May 12. — Grocers are few and fortunate who have not during the course of their business careers had occasion to make the acquaintance of the law of garnishment, or in other words who have not garnisheed the wages of a customer who has failed to pay for the goods he has received.

For the benefit of these grocers, if they really exist, it may be stated that the law in this respect does not offer them any particular favors. In Ontario for instance a garnishee order may be issued either before or after judgment from a clerk of the Division Court, but money in the hands of a third party due a mechanic, workman, laborer, servant, clerk or employe for wages, which includes the permanent employes of the Provincial Government, cannot be garnisheed unless the sum due the mechanic, etc., exceeds $25, and then only to the extent of the excess.

If, however, the debt was contracted for board or lodging, and in the opinion of the Judge the exemption of $25 is not necessary for the maintenance of the debtor's family, then the amount to be secured by the garnishee will be in the option of the Judge.

A single man with no one depending on him for support has no amount reserved to him by law against garnishment. Neither have the other classes of people who are not wage earners. The garnishee summons costs $2 on sums up to $10 and $4 is required on amounts from $10 to $20.

How the Law Works Out.

In other words, if a laborer, mechanic, etc., receiving wages of $20 in one week or two weeks and never has more than that amount coming to him is indebted to a grocer, be it for $35 or $135, or any sum, such laborer does not come within the jurisdiction of the law.

It may be that the customer's wages are paid weekly, fortnightly or monthly; at any rate if at the end of any of those periods there is coming to him $25 or less, the grocer cannot according to the written law have the wages garnisheed.

If, however, the man were receiving $28 a week, a month or for two weeks, his wages could be garnished for $3 only. While there are some men who are paid monthly and a greater number receive their remuneration every two weeks, the great majority are probably paid weekly, and the law thus protects the mechanic or laborer at the expense of the grocer who has likely tided him through a crisis of some kind. That there should be a feeling of dissatisfaction among the trade might be reasonably expected, inasmuch as the grocer, having been "bitten" by a customer, is even thwarted by a law which was apparently devised to protect the laboring man.

A Grocer's Opinion.

To a representative of The Grocer one of the members of R. Higgins & Sons, grocers Yonge St., Toronto, said regarding this question.

"I do not know very much about the law in this regard for I do not believe it is worth the trouble of trying to collect from a defaulting customer if you have suffered by meeting one. I have found that the cost of trying to collect a bad debt will almost amount to the debt itself and I have, therefore, tried to keep only safe customers on my credit list."

Mr. Higgins did not think it fair to the trade that an exemption of $25 should be allowed mechanics, etc., and also considered the present method of applying the law too costly.

It would be interesting to know how other grocers view this and other questions respecting the Criminal Code. Exact instances where merchants have tried to collect would prove of much benefit.

Things That Shouldn't Be

What is commonly called "butting in" is too frequently observed in Retail Stores. Travelers ought to await their turns to talk to Grocers.

Designing a Holiday Window for Victoria Day

Background Ought to be of a Patriotic Character as Suggested by Illustration—Foreground Can be Filled in With Appropriate Holiday Goods—A Good Opportunity For Originality.

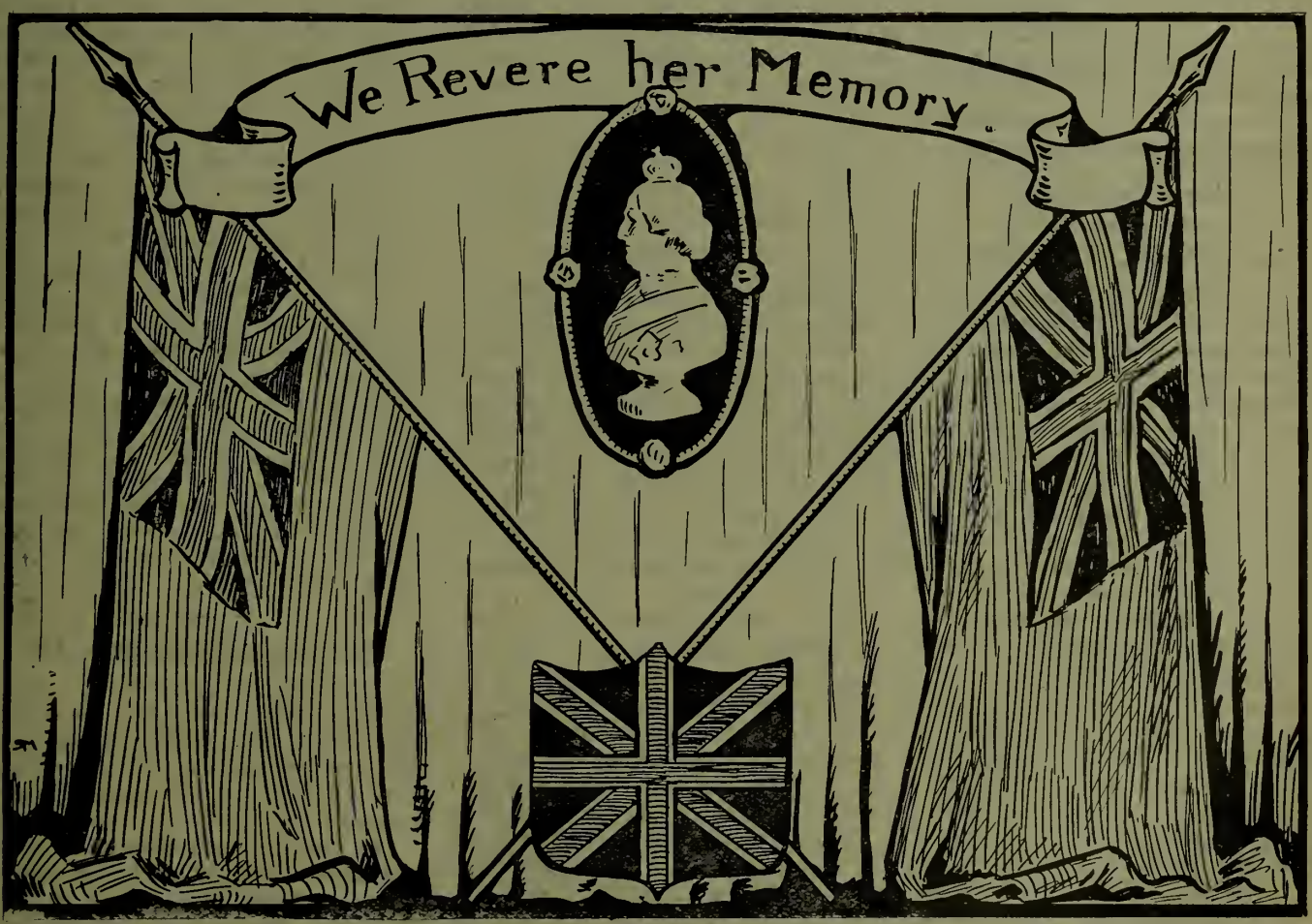
Victoria Day, Tuesday, May 24th, sacred to the memory of our late beloved Queen Victoria, affords grocers the opportunity of assisting in perpetuating her memory, of keeping aglow that spirit of true patriotism, stirred up by recollections of the golden years of her reign and also enables him to prepare a background for his windows that will be attrative and appropriate.

Each grocer should exercise his individual ideas in preparing the background. The accompanying cut displays one suggestion which occurred to the Grocer's artist. A Victoria Day window calls forth the grocer's artistic sense, although he need not aim at an extravagant setting to obtain the most effective appearance.

The window should be prepared early in the week of Monday, May 16th, and should be removed on the 25th. Grocers know that this holiday always results in family reunions and articles of the highest quality are purchased. It is also, if the weather is fine, a day on which the first excursions of the year are made, and pickles, fancy biscuits, condensed milk, bottled preserves, canned goods, and those articles which experience has taught are in greatest demand on occasions of this kind should be displayed.

Quality ought to be a feature of the goods placed in the window and the effect of the background should not be destroyed by an attempt to make a big display. Rather let good taste characterize the whole by first securing an appropriate setting and using the various articles, merely as if they were filling in here and there to relieve a blank.

The result should be that they will be more prominent than if the arrangement of the goods were vieing with the background as to which was the more attractive.



A Suggestion For a Background For a Victoria Day Window Display.

Making the Background.

Almost every family has a picture of Queen Victoria and if possible only a good likeness should be used. It is customary to drape the picture, lightly, with black. In the accompanying suggestion a background of red is called for with a banner inscribed with "We Revere Her Memory," and also a large medallion bearing the late Queen's likeness in bust form. These are really not necessary. The two Union Jacks could be utilized with a picture and a neat card properly inscribed like the banner in the accompanying illustration. Countless ideas can be worked out and for various reasons the grocer should not be remiss in this case as his fellow merchants will likely have attractive windows.

STORE WITH LARGE STOCKS.

"Many stores," remarked a traveler the other day, "especially in the smaller cities and towns, are carrying more stock than in necessary.

"It is all because of the quantity-buying fever.

"The other day I heard of a little store doing an annual business of about $15,000, groceries and meats, the proprietor of which seemed to devote most of his time to watching out for five and ten case deals, the result being that he had twice as many goods of many kinds as he needed and enough canned goods for two or three stores of the size.

"Buy as you need," he added, "and not otherwise. I have repeated this many times, and those who are following this rule I find are getting along well, while those who have the quantity-buying craze are often hard up and without reasonable cause.

"A traveler can usually sell a man one case pretty nearly as low as the five-case price.

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THE LATE COL. DAVIDSON.

The late Colonel Davidson, of Davidson & Hay, was the son of an Aberdeen physician. A reader of The Grocer says the doctor was not only a distinguished practitioner, but made a name for himself by his common-sense methods. Our reader, who in his boyhood days was among his patients, like other youngsters, he sometimes suffered from indiscretions of diet. During a very severe attack his mother sent for Dr. Davidson, who soon diagnosed the trouble—too many green apples. Instead of sympathizing and giving remedies, he gave him a sound spanking and left him with the threat of a worse one if he ever ate unripe fruit again. The spanking was remembered when the stomach ache was forgotten, and there was never any further need for Dr. Davidson's services.

Colonel Davidson had few equals in his capacity for handling men. Magnetic, absolutely just and firm, he always commanded profound respect. When he took a decided stand on any important question, no one ever arose to oppose him.

Marvellously human, genial, always considerate, an injustice was the only thing that ever seemed to arouse him. If he disliked anyone it was a religious hyprocrite. There are not so many of them in business these days.

He was so modest, that he never attained the distinction in public life or the success in the business world his capacity entitled him to. His handling of the greatest industrial strike in Toronto nearly twenty-five years ago was so fair, effective and satisfactory and secured such a reputation for him that he could have obtained an overwhelming popular vote for any position, but he always refused to be a candidate for anything.

While, as was mentioned last week, Colonel Davidson was instrumental in laying the foundation of the Dominion Wholesale Grocers' Guild with the tobacco selling agreement, yet his support of and loyalty to the Guild was a serious, perhaps fatal, handicap to him. At this time his firm was rapidly securing one of the leading places in the trade. It was attracting attention for the way it was getting and holding the best retailers, for its freedom from bad debts, and its knowledge of markets and good buying. It was at this time, too, Colonel Davidson created a sensation by placing the largest sugar order ever given in Canada—25,000 bbls. Under the protecting wings of the Guild, smaller and less aggressive houses, and more of them, were enabled to grow up at the expense of the leaders of those days. Business is now less strenuous, profits greater, but more evenly distributed.

CREAM OF TARTAR SCARCITY.

Cream of tartar is scarce in the primary markets—in fact, practically unobtainable at the present time. Reports from France state that there are two reasons for this condition of affairs. The most important was the heavy frosts of this year, which destroyed a large acreage of vineyards. Cream of tartar is, as many know, produced from the lees formed in wine-making, and is a direct product of the grape.

The second cause was the short supply left over from last year. Last year the crop was none too large, and the greater part has been used already.

The statement was at first made that the farmers had plenty of the raw material on hand, but refused to part with it at current quotations. There is no doubt that to a certain extent this is true, but the shortage is there, nevertheless, and as France is practically our only supplier of this article, the situation may be considered a serious one for Canadian manufacturers.

During the last few days the situation has eased slightly, and it may be that the reports are exaggerated. If not, it is difficult to see where our manufacturers, who have not contracted ahead, will go for their supplies. The United States uses all her own and much more, and France has almost a monopoly otherwise. The outcome will be watched with interest by the trade.

The advance in price amounted to four cents in the primary market. Manufacturers, however, usually contract about January 1st for their year's supplies, and those who have done so will not have difficulty in supplying their demand.

SELLING GRAPEFRUIT.

Does the average grocer realize that the grapefruit is rapidly gaining ground as one of the staple articles on the breakfast table?

A decade or more ago it was practically unknown and the quality was not inviting. The demand has increased in the United States from a few paltry thousands of fifteen years ago to four million boxes in 1909 and this is believed to be but the beginning. The grapefruit's other name is pomelo or the shaddock or chadec and "grapefruit" is derived from the fact that they grow in clusters of a dozen or so like enormous yellow grapes. Florida produces one-fourth of the world's total output and has become one of the grapefruit gardens. In the United States the grapefruit is particularly popular and especially as a breakfast eye-opener—and it is rapidly growing in favor in Canada.

To handle them properly the grocer should acquaint himself with their properties and by actual personal trials should find out their qualities as a table favorite. The grapefruit is pleasing to the palate and possesses medicinal values peculiar to itself.

Persons pass by the grapefruit in stores, because, perhaps, they do not wish to display the fact that they have not tasted it. This affords the grocer an opportunity to do a little educational work. If he does not boost new goods the chances are that his sales will not reach a high figure.

GETTING AROUND THE ACT.

Travelers were much interested in last week's cartoon showing how one of them got around the Secret Commission's Act and one has called the attention of The Grocer to still another "smart" scheme.

The salesman finds difficulty in selling the retailer a bill of goods. In fact the latter declines to buy unless he gets a cut price. The traveler knows he cannot do this on restricted goods and he is aware that if he gives a secret rebate he may be implicated in a criminal suit.

His salesmanship does not carry him through so he bets the retailer five dollars that he (the retailer) will not give him the order. Of course the latter takes him up, gives him the order and gets the money which is virtually a rebate.

This is another case of getting around the Act which has actually occurred in a Canadian town.

What do travelers and retailers think of it?

A CONSUL-AT-LARGE.

None will regret more than the commercial and financial interests of the country the expiration of the term of office of Earl Grey.

He has been an ideal Governor-General. Besides those qualities of geniality, grace and tact so essential in the occupant of the high office, Earl Grey possesses a keen appreciation of the practical, in both the political and commercial affairs of the Dominion. He knows when and how to do the right thing, and is always on the alert for opportunities to do it. Had he been born and bred in this country he could not easily have exhibited and practised more the traits of the patriot. He has been zealous at all times for the welfare of the country.

No one recognizes more fully than he the richness and vastness of the great natural resources of the country. Abroad, as well as at home, has he descanted upon their possibilities and urged their judicious development. His farewell words to the members of the House of Commons and the Senate the other day will not soon be forgotten and the following extract deserves to become a classic:

"When I reflect on the vastness of your area, on the fertility of your soil, on the unlimited wealth of your natural resources—which, I rejoice, you are determined scientifically to conserve as well as vigorously to develop; when I reflect upon the invigorating nature of your climate, and on the sturdy character of your people; when I reflect on all these great advantages which you possess in such abundant and exceptional degree, then, gentlemen, I feel convinced as I am that to-morrow's sun will rise, that if you keep true to the highest ideals of duty and disinterested service, nothing can prevent you from becoming, perhaps before the close of the present century, not only the granary, but the heart and soul and rudder of the empire."

Earl Grey has reason for the faith that is in him. Since he came into the office in 1904 he has seen the foreign trade of the country increase by over $190,000,000; the rapid expansion of the northwestern provinces; the grain output of the Canadian farms swell in value to the respectable sum of $533,000,000, and that of the mines to $90,000,000, and the railway mileage increase by several thousand miles. In fact, he has seen enormous development in all the country's commercial, industrial and financial ramifications.

A true friend is a candid friend. Earl Grey has been both; and he is valued all the more for it. He has counselled as well as praised, for he knows from a world-wide experience that character is even more essential to national greatness than is material wealth.

We are told by Emerson that there is compensation in everything. Canada's compensation when Earl Grey leaves our shores will be in the fact that he will be a sort of counsel-at-large, zealous for this country's best interests and advancing them always as opportunity affords.

CAUSE OF COST OF LIVING.

One usually has to dig down below the surface in order to get at the real causes of existing conditions.

When the "high cost of living" cry was in the air everybody pointed their fingers at the "greedy" retailer or middleman and at the "exorbitant" prices he had been charging for the necessaries of life. But here comes a commission appointed by the State of Massachusetts and says that the trouble is caused principally by "the increase in the world's gold supply" and "extravagance of individuals."

This makes quite a difference and sheds new light on the question; but there will still remain those who are firmly convinced that the retailer is to blame for making undue percentages of profit.

They look upon the surface of things and do not stop to think.

There is an agitation all over Canada now among the retail trade for higher percentages of profit. If retailers were obtaining exorbitant prices it is not likely they would care to expose themselves to further criticism by demanding still larger profits.

THE SUMMER HALF HOLIDAY.

As the years go by retailers all over the Dominion show greater tendency to enjoy their businesses. They are making their work a pleasure instead of a drudge.

The early closing movement has done much to bring this about. Grocers have discovered that to do business on scientific principles they must confine their selling hours to shorter periods in place of letting things drag along from daylight to midnight for six days in the week.

They have discovered that the gross profit of 75 cents or $1 made from 7 o'clock in the evening until 11 o'clock does not pay them for the expense of running the business, their own and their salesmen's time.

Now comes the midweek half holiday which provides a little necessary recreation for the body and mind. This movement is also spreading with great rapidity. All that it needs in every village, town or city is co-operation to make it successful.

It is quite possible to educate the public to concentrate their buying to Wednesday or Thursday morning and if all retailers do this none will lose custom.

PROGRESS OF CANADIAN TRADE.

Since Confederation to date the statistics of Canadian trade have indicated the curious fact that the crests of each marked wave of trade expansion have followed each other in cycles of almost ten years.

Commencing in 1873, all previous records were broken with a total trade of a little over $131,000,000. In 1883 a new high record of over $230,000,000 was established; and in 1893, the third marked expansion and new high record of over $247 600,000 was attained. No halt in the trade followed until the new high record of over $472,700,000 was reached in 1904. A temporary halt was experienced in 1905 and again in 1909, but 1910, when the figures for that fiscal year are announced will show it to have been the greatest in the history of Canada.

KNOWING THE GOODS FOR SALE.

A large manufacturing house in the United States with a view to interesting retail grocers in their goods demonstrated to 500 guests the methods by which their articles were prepared for the market. The main idea of the affair was to give the retailer an insight into the sanitary methods employed and also to familiarize him with the various articles manufactured.

It was an educational idea pure and simple, the manufacturers acting upon the belief that to get the best results the retail grocer should know everything about the goods he was selling. Having seen them in preparation he would be more interested in them and would take greater pains to sell them, calling particular attention to the fact that he had seen them himself and could vouch for the excellence of the articles used in manufacture.

It is the proprietor not the people who makes the store.

Every time a man borrows trouble he gets the worst of the transaction.

The dull summer months may be made profitable if one uses them in preparing for his fall trade.

It's all right to say just what you think, but there are times when it is prudent to say it to yourself.

Opportunity is represented as having long hair in front and being bald behind. He may be grasped when he meets you, but not after he passes.

Practical Methods Used in Retail Grocery Stores

Wheatley Has Early Closing Friday Afternoon — How Regina Merchant Locates Manufacturers of Food Products—Unique Method of a Halifax Grocer in Getting Standing Orders—Guelph Retail Association Has Question Box—Money Made From Old Sprouted Onions.

Will Rest For Saturday.

Wheatley, Ont., May 10.—Wheatley is the latest place in western Ontario to adopt the weekly half holiday idea for the coming summer. The merchants and professional men of the village have got together, and an agreement with thirty-one signatures, representing practically every business man in Wheatley, has been promulgated this week. The agreement is to close all places of business on the afternoon of Friday of each week during the summer months of June, July and August. Hitherto, it has been usual to choose a mid-week afternoon, but Wheatley has chosen Friday largely with a view to resting up for the heavy Saturday business.

Makes Use of Trade Paper.

Regina, Sask., May 11.—A practical method of getting in touch with manufacturers and of satisfying himself in regard to the quality of certain goods is followed by a local grocer. If a customer asks for a particular article which he does not happen to have in stock he turns to The Canadian Grocer to find whether it is therein advertised.

He considers this means a reliable method of judging the class of the goods and it is an easy way to get into communication with the manufacturer. He has not yet been disappointed.

Boosts His Own Town.

Smith's Falls, Ont., May 12.—H. H. Layng, grocer, is a member of the Smith's Falls board of trade and he quite naturally believes in boosting the town.

One method is this: He has printed a neat little business card with his name, business, address and phone number on one side and a half dozen short pithy facts about Smith's Falls and its possibilities on the other. These cards are not only distributed among his customers, but go out of the town as well.

He recognizes that anything he can do to attract new industries or even new families to the town will be not only to his business interests but to the best interests of the whole municipality.

Solicits Standing Orders.

Halifax, N.S., May 11.—A local grocer follows the idea of soliciting standing orders for new fruits and vegetables and the plan possesses features that may appeal to grocers in general.

For instance, one woman will want two boxes of strawberries every other day or every day, as the case may be. Another may want asparagus, lettuce, etc., in the same way. Women like to feel that such things are pre-arranged and left to the grocer's care. The latter can figure better what he requires daily when he knows what is wanted outside of the transient trade. It is an idea that appeals to customers and increases the number of sales.

Modern Fixtures Installed.

Brandon, Man., May 12.—F. W. Hughes, who is conducting a grocery business on 12th Street has recently overhauled the interior of his store and has equipped it with modern improvements that lend to his place a bright appearance. Among the new fixtures installed were several show cases built according to the latest ideas, silent salesmen and new shelving.

Mr. Hughes is carrying a large stock, specializing in English goods and the quality is emphasized by the handsome fixtures. He has also installed a school supplies department in charge of a lady clerk. Mr. Hughes recently purchased a lively horse with a view to ensuring rapid delivery.

Retailers Have Question Box.

Guelph, Ont., May 5.—At the last meeting of the Retail Merchants' Association the question box discussion was the feature, as it brought out some valuable information. J. A. McCrea, grocer, and Jas. Ramsey, dry goods merchant, opened the talks on the questions, which included: "Does Newspaper Advertising Pay?" "The Co-operative Delivery," "The relation of the employer to the clerk, both at work and after hours." "What constitutes a good salesman?"

Some fifteen questions in all were brought out. It was thought advisable to bring these questions up again and this will be done at the next meeting. The question of the Thursday afternoon closing was not taken up at the meeting, but it was discussed privately afterwards. The merchants are of the same opinion that they were before. That is, that as an association they would not take any stand upon it, but that each individual member could act privately. This practically means that the half holiday will be given as usual.

Money From Sprouted Onions.

Peterboro, Ont., May 12.—J. M. Donovan, a local grocer, claims to have a good method for growing green onions under his own roof from the old sprouted ones that are not salable. He usually lays in a few boxes of garden earth every autumn for this purpose but did not do so last year so used sifted coal ashes instead. These were used early before the frost left the ground, and he found them to be as good as garden earth.

"The onions grew from this much easier," he says, "and most everyone has coal ashes. As to the boxes, almost any shallow box will do, sardine packing boxes being very good. This year I am using corn meal boxes; they are about 17x22 inches and 6 inches deep, and hold a peck of onions nicely placed close together.

"I fill the boxes within about 2 inches of the top with the coal ashes or earth, place them in the window and then put in the long sprouted onions (which are always yellow, but which turn green in a day or two) then fill in between the onions with ashes or earth to the top of the box. That being done I thoroughly wet the whole. Long sprouted onions are always drooped, and I place the droop towards me and away from the light, as the sun draws the top towards it. If this is done, when the onions are fit to pull they are as straight as an arrow."

Mr. Donovan states that this is a simple method to make a clear gain and doesn't think that money can be made much easier.

SOME PERTINENT QUESTIONS.

This is the season when the housewife wants to know how the grocer keeps his foodstuffs. Does he sweep his store out while fresh fruits and sticky substances and other articles which collect dust as fly paper does flies, are fully exposed to the product of his broom? Does he keep his milk, butter and other perishables in iced chambers? Does he preserve his fruits and sweets from the flies? Does he banish the "typhoid fly" from his shop? Does he make the fine street display at the cost of exposing much food, which is afterwards sold and eaten, to the dust storms and automobile wraek? Are his clerks careful in handling foods which they are parcelling up? Are these foods well covered for the journey through the streets in the delivery carts?

Why the Average Corner Grocer Fails to Succeed

Necessary Pains Not Always Taken When a Site is Chosen—Advisable Sometimes to Begin With Competition—Selling Above the Man on the Main Street—Losses Through Credits and Bad Bookkeeping.

By Victor Lauriston.

The corner grocery—it's famous.

But with all the song and story in which it is enshrined, and all the great men who date their careers remotely back to it, the business possibilities of the corner grocery are scarcely appreciated by a host of men whose minds are centred upon the big returns certain to flow from a location on the main street.

By the term "corner grocery," I mean primarily the grocery which, instead of joining in the general rush to the business centre of the city, has lingered in a residential or factory section of the community. And the community is that very common and representative community in Canada—the village, town or small sized city, in which the population is somewhat under 20,000, and where the daily or weekly newspaper does not circulate much beyond the territorial limits from which a business man may hope to draw his trade.

If the corner grocery in places of this size is sometimes regarded as a joke, it is largely because the corner grocer has usually failed to take himself and his business seriously. In many cases the glittering allurements of Main Street have drawn to the business centre of the town or city the men of ideas, leaving the groceries on the side streets largely run by men who regarded business as a sort of semi-retirement from actual life—who had, possibly, accumulated a sort of competence and looked upon the running of a small grocery business as a pleasant connecting link with the activities of other days, from which, without too much expenditure of their monetary mental or physical capital they could draw sufficient returns to provide a comfortable livelihood for an inexpensive and quiet old age. But this is not always true, for we have bright men in the corner grocery.

But usually his business training was limited, or else he had no longer that incentive to hustle which youth invariably gives. With cash behind him, he was not hard pressed; or else he regarded the business as scarcely worth more than a casual struggle.

On the contrary, the man on Main Street couldn't afford to stagnate. He was face to face with a big rent, for one thing. His running expenses were large. He simply had to forge ahead or else drop out of the race. He was always on the alert for new methods of business building. Ingenious schemes of advertising, displaying goods, selling groceries, catching the public eye, cutting down expenses—all these he sought for because he found that, without them, he would lose ground and be eliminated from the game.

If moss back methods are often associated with the corner grocery, it is not because the corner grocery refuses to repay the energetic hustler who prefers to be modern and up-to-date. This is a fact which hustlers with a keen eye for the main chance are proving every day.

Expenses are Less.

The magnet which has in the past drawn so many enterprising men to Main St. is the lure of larger returns. To do a big business has seemed synonymous with the reaping of large profits. As a matter of fact, the extra expense involved not infrequently eats up the extra profits. Where big fortunes are made, it is good generalship rather than a good location that is responsible.

If the field from which the corner grocery is likely to draw trade is apparently smaller, so, too, are the fixed charges which must be met. A good store on a side street in a city of 10,000 people can be rented at $10 a month. There are stores more expensive, and there are cheaper stores, but I have known good stores in good locations at this price. Here, at the outset, is a difference in fixed expenses of from $30 up. Furthermore, if the merchant has some capital behind him, he can buy outright in many cases—which is something financially impossible for the beginner on Main St.

Items to Consider Carefully.

Whether he rent or buy, he should be reasonably discreet in selecting his location. If the adjoining population is an industrial one, it would pay him to make some investigation into the running of the factories where they work. A factory which makes a practice of running overtime for one season of the year and shutting down entirely during another is a less desirable adjunct than a factory which employs a smaller number of hands all the year round. Again, where there is a large foreign element, it is hard for a man, unless he can speak their tongue, to compete with a rival business man in the same locality, who is bound to them by every tie of blood relationship.

In fact, there are a multitude of local conditions which may affect the new business man favorably or otherwise. He should carefully examine them: for he must, at the outset, depend largely upon merely local trade.

Establishing a new business in a new locality is usually a rather precarious step, and the merchant should feel pretty sure of his ground before he puts foot upon it. Residential sections, particularly those with some social pretensions, are apt to resent the intrusion of mere commerce, despite the attendant convenience. In every city there are to be found on odd street corners little, abandoned stores with shuttered windows, that tell of misplaced confidence in the patronage of a certain locality.

Strange as it may seem to the uninitiated, it is frequently a better venture to establish a new business in close proximity to an old one, than to go far afield. The reason simply is, that the first business has started a current of trade in that direction which to a certain extent will help the second. At the same time, there is no tragedy like that of two blades of grass trying to grow where there is only room for one. Be sure your territory will justify your venture before you go ahead.

Usually, it is better to buy an established business; and as a rule it is better to buy a business that is considerably run down than one that has been worked up to its full limits of possibility. That is, provided both buyer and seller are perfectly aware the business is run down, and fix the price accordingly.

Some Things to Forget.

The wisest move the new proprietor of the corner grocery can take right at the outset is to forget some things.

He should forget that old, perennial belief that he is justified in charging more than the man on the main street.

He should forget that equally old, equally perennial belief that his business possibilities are limited to the territory immediately adjoining his store.

He should forget that even older, even more perennial belief that two birds on the wing apparently flying in his direction are worth a single bird safely ensconsced in a cage—or, in other words, he must drop the idea that a big credit business is the equivalent of prosperity.

The prevailing superstition (for, after all, it is largely a superstition), that things are more expensive at the corner grocery than they are on Main Street, is one of the main reasons why Main Street commands the bulk of the business while the corner grocery has to be content with little odds and ends that dribble in anywhere from 5 p.m. till midnight.

What Careful Buying Means.

Before the corner grocer can sell, he must know how to buy. It is careful buying and a keen watch on running expenses that will enable him to sell without adopting the expedient of tacking an extra cent on butter, or selling a trifle less sugar for a dollar. Here is where cash, if he can command it, will prove of inestimable advantage. He can buy cheaper from the big grocer in his own town; he can buy cheaper abroad. He should aim, as soon as possible, to put the buying end of his business on a strictly cash basis. He does not need to carry a large stock, and a careful eye to demand will save him from stocking up unnecessarily with slow moving lines.

Here is where the maintenance of good feeling betwixt himself and his fellow merchant on Main Street proves advantageous very often. The big grocer often finds himself overstocked with a certain line, which he is anxious to reduce. At such junctures the little grocer can frequently buy to advantage. It is worth while to maintain that good feeling which will prompt the Main Street man to call up 1999 Riverside over the phone

and put him wise to a snap in canned goods, or something equally a bargain.

Losses Through Poor Pays.

But if buying carefully means much, so does selling carefully. The corner grocer suffers far more from bad credits than does the Main Street man. The latther can reject a great deal of suspicious business; but the former, as a rule, has often a harrowing experience with long credits and slow pays.

The grocer should educate his customers to the practice of making monthly settlements. He should keep his books carefully; and should render monthly accounts.

Bad bookkeeping is the bane of many businesses on the side streets. Not infreuently books are kept in such shape that collection of accounts by process of law is actually impossible. That such slipshod methods are the death of business goes without saying. The first thing for a business man is to be businesslike.

Hence, he must keep careful accounts, render them regularly, and be watchful of those to whom he extends credit. As long as he does business on the credit basis he is bound to lose money. But care will reduce this loss to a minimum.

If there is a grocers' association or a merchants' association in his town with a "credit list" of slow pay people he should join.

FIRMS IN THE FISH MERGER.

What the Company Proposes to do—The Capitalization, Etc.

Montreal, May 12.—Four eastern concerns and a Montreal house, with a Toronto branch, are in the new merger recently incorporated, as the Maritime Fish Corporation, Ltd., with an authorized capital of $1,000,000. They are: The Whitman Fish Co., Canso; The Canso Cold Storage Co., Short & Ellis, Digby; Howard Anderson, Digby; A. H. Brittain & Co., Montreal and Toronto.

The Whitman Fish Company's business includes smoke houses, canning and oil factories, and modern accommodation for fresh and frozen fish; The Canso Cold Storage Co. was organized six years ago, and owns a plant with a capacity of 10,000 barrels; Short & Ellis, formerly managed by H. B. Short, and Howard Anderson, both of Digby, did a business in smoked finnan haddies, while A. H. Brittain & Co. are known as selling agents for Atlantic fish houses, and as brokers.

Objects of the concern as stated by them are, "to carry on business in Canada and elsewhere as producers and dealers in fresh, smoked and canned fish, from the Atlantic ocean; to operate cold storage plants, curing and canning factories, and to produce, buy, and sell bait and other merchandise commonly used by fishermen."

Authorized issue of bonds is $250,000; 7 per cent. preferred stock, $500,000; common stock, $500,000. Actually issued: bonds, $125,000; 7 per cent. preferred stock, $100,000; common stock, $300,000.

The head office will be in Montreal, with branches at Canso, Halifax, Digby and Toronto.

It is the intention of the concern to retain the services of the majority of those identified with the firms entering into the merger.

Directors are: Lt.-Col. C. A. Smart, of the Smart Bag Co.; Jas. W. Pyke, of the Phoenix Bridge & Iron Works; C. E. Archibald, of the Terminal Warehouse & Cartage Co.; A. H. Brittain, C. W. Maclean, H. B. Short, E. C. Whitman, L. E. Geoffrion of L. Chaput, Fils & Cie., and W. B. Converse, of National Securities Limited.

Attention will be given by the new concern to bait and to waste material. They claim that fishermen have constant trouble in securing a steady bait supply, which hampers them in their fishing.

A. H. BRITTAIN, MONTREAL,
Who was Instrumental in Bringing About the Fish Company Merger.

The merger proposes to utilize their freezing and storage plants at Digby and Canso to get over this difficulty as far as is possible. From waste material glue, fish oils and a fertilizer will be secured through the instalation of a factory and a refining plant to be operated for the stated purpose of economizing and earning along these lines.

A. H. Brittain, Montreal, is chiefly responsible for the amalgamation of the various companies. Some five years ago he opened a brokerage office in Montreal, which he has conducted since, acting as selling agent for different fish concerns and doing a brokerage business. Mr. Brittain will be sales manager for the new corporation.

SMYRNA FIG CROP ALL SOLD.

Writing from Smyrna, Turkey, E. L. Harris says that the average crop of Smyrna figs amounts to about 25,000 tons, and this quantity was exported in the 1908-9 season to nearly all parts of the world, the home consumption being insignificant.

"Prices were $4.50 to $7.50 per cwt., f.o.b., for layer figs, actual tare. The 1909-10 crop amounted to about 22,000 tons, contrary to previous estimates. The reasons that prices during the season ruled high and steadily advanced were the weakness of the crop, the small stocks in consuming markets, and the large contracts for goods to be shipped. At the end of March, 1910, not a fig can be found either in Smyrna or in the interior."

WHAT DOMINION CHARTER WILL DO.

Ottawa, May 11.—At the last meeting of the Ottawa Retail Grocers' Association addresses were given by E. M. Trowern, Toronto, and Mr. Watson, Montreal, on the effect of the recent granting of a Dominion charter to the Retail Merchants' Association. They expect that it will greatly add to the influence and strength of that body and place all trade on a better basis.

A. G. Johnson, Duncan Bell, F. W. Forde and William York, delegates to the recent wholesale grocers' convention at Toronto, presented their reports.

Arrangements for the grocers' picnic on Civic holiday are progressing. The place has not yet been decided upon but it will be soon. A. G. Johnson, the new president of the association, occupied the chair.

TRADE NOTES.

E. A. Gross, Surrey, N.B., has sold to W. A. Beatty.

Jno. Macnab, a general merchant in Claremont, Ont., for many years, died recently. He was 74 years of age.

The Guelph, Ont., Clerks' Association have now about 200 members in good standing and practically all of them show enthusiasm in the educational work they wish to accomplish. During July and August the Thursday half-holiday will again be in vogue. This question was recently taken up by the clerks.

Sixteen apiary inspectors are being sent through Ontario by the department of agriculture for the purpose of inspecting all beehives, in order to ascertain if there has been any foul breeding during the year. This action is taken under the foul brood act, and is for the purpose of preventing the sale of impure honey.

Cowen & Hall, grocers, Saskatoon, Sask., have been working a novel advertising idea which works in a double capacity as both an ad. and in keeping the windows cool, clear and free from flies and dust. It is a water connection all across the top of the window inside, which when turned on causes a continual stream to flow down the glass, all the way across, and yet the glass is transparent as usual.

The Markets—General Canned Goods are Strong

Canned Salmon Proving a Valuable Stock—Canned Fruits and Vegetables Are Stronger—Dried Fruits Present Firmer Front to the Market—Crop of Nuts Likely to be Short—Prices are Increasing — Sugar Remains Very Firm — Molasses are Slightly Easier.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—

Molasses—Down 2c.

Tarragona Almonds—Short crop and ½c higher.

Ginger—Very firm.

Evaporated Apples—Primary market ½c higher.

Montreal, May 12, 1910.

This week has been marked by a large increase in total trade locally, and few are the lines which have not had their share. Jobbers report a busy week, with no signs of a falling off. Collections are much improved, and country buyers are plentiful.

As yet the weather is almost too cool to expect such a condition of affairs, but it is here, nevertheless.

The retailer who waits for sugar to go down before stocking up is going to be badly left, if signs speak truthfully. Seemingly only a slight excuse will be necessary for refiners to advance prices still farther. The present high and firm state of the raw article will fully warrant it.

Molasses receipts have been large enough to weaken prices 2c in both fancy and choice.

Reports from France show that the almond crop there will be very short, only about quarter what it was last year. On the other hand Ivica and the Balearic Islands report no damage to crops and that this year's will be about the largest in their history. It remains to be seen how far these reports will act on the present market conditions.

Sugar.—Sugar continues high and firm, with far more likelihood of a further increase than a decline. In fact such an advance seemed certain until New York refiners lowered their prices. This had a deterrent influence on local refiners, but with the present high prices of raw there seems to be a good chance for the advance to take place in spite of this..

Granulated, bags	5 05
" 20-lb. bags	5 15
" Imperial	4 80
" Beaver	4 80
Paris lump, boxes, 100 lbs.	5 85
" " " 50 lbs.	5 95
" " " 25 lbs.	6 15
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 75
" " 100 lb. boxes	5 85
" " 50 lb. "	5 95
" " 25 lb. "	6 15
" " 5 lb. cartons, each	0 37½
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37½
Extra ground, bbls.	5 50
" " 50-lb. boxes	5 70
" " 25-lb. boxes	5 90
Powdered, bbls.	5 30
" 50-lb. boxes	5 50
Phoenix	5 50
Bright coffee	5 00
No. 3 yellow	4 90
No. 2 "	4 80
No. 1 "	4 65

Bbls. granulated and yellow may be had at 5c. above bag prices.

Syrups and Molasses.—Large arrivals of new crop molasses have weakened the market two cents in both lines. Dull trade has also had some effect in lowering prices. Syrups are quiet, but having a steady sale.

Fancy Barbadoes molasses, puncheons	0 36	0 38
" " " barrels	0 38	0 39
" " " half-barrels	0 40	0 41
Choice Barbadoes molasses, puncheons	0 31	0 33
" " " barrels	0 34	0 36
" " " half-barrels	0 36	0 38
New Orleans	0 27	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls	....	0 03½
" ½-bbls.	....	0 03½
" ¼-bbls.	....	0 03½
" 38½-lb. pails	....	1 80
" 25-lb. pails	....	1 30
Cases, 2-lb. tins, 2 doz. per case	....	2 50
" 5-lb. " 1 doz. "	....	2 85
" 10-lb. " ½ doz. "	....	2 75
" 20-lb. " ¼ doz. "	....	2 70

Tea.—The new season market opened in Japan on the 6th. According to recent cable advices the quality of the new crop is much the same as last year. The output is as yet naturally small, and for early picked teas is slightly higher than last year's opening prices, but in some instances quotations have been made on the same basis as last year.

The future course of the market for later teas, those which interest the Canadian trade, is yet to be determined.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 25	0 28
Good common	0 21	0 23
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Coffee.—Coffee trade is brisk just at present, and prices remain firm. No changes are reported.

Mocha	0 18½	0 25	Santos	0 14 0 17
Rio, No. 7	0 10	0 12	Maracaibo	0 15 0 18

Spices.—The feature of this week's spice market is the firm condition prevailing in all lines, and particularly in ginger. Manufacturers report trade brisk, and improving if anything. This undoubtedly is having its effect on conditions here, and a good season seems to be well under way.

	Per lb.			Per lb.	
Allspice	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20
" ground	0 15	0 19	Mace	....	0 75
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 18
Cream of tartar	0 23	0 32	" white	0 20	0 25

Dried Fruits.—Currants show considerable firmness, though no change has been made in quotations. Dates promise to be scarce, and the situation locally looks strong. In most other lines trade is rather dull.

Currants, fine filiatras, per lb., not cleaned	....	0 05½
" " cleaned	....	0 06½
" Patras, per lb	0 07½	0 08
" Vostizzas, per lb	0 08	0 09
Prunes—		
40-50	....	0 09
50-60	....	0 08
60-70	....	0 07
70-80	....	0 06½
80-90	....	0 06
90-100	....	0 05½
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
Old seeded raisins	....	0 06
California, choice seeded, 1-lb. pkgs	....	0 07
" fancy seeded, 1-lb. pkgs	....	0 09
" loose muscatels, 3-crown, per lb	0 07½	0 08
" " 4-crown, per lb	0 08½	0 09
" sultana, per lb	0 07½	0 10
Malaga table raisins, Rideau clusters, per box	....	2 25
Valencia, fine off stalk, per lb	....	0 05
" select, per lb	....	0 06
" 4-crown layers, per lb	....	0 06½

Evaporated Apples.—The evaporated apple situation has been greatly strengthened by some large German buying. In the primary market the price is ½c higher with a fairly brisk demand as against the slow market at the old price. What has stimulated the German trade is so far unknown to local dealers, but the trade is a very welcome one.

Evaporated apples, prime	0 08

Nuts—Recent dispatches from France say that fully three-fourths of the almond crop has been destroyed by frost, and as a result the crop there will amount to only from 10,000 to 15,000 bags. If this is true in its entirety, it of course will mean very high prices for this line. Already the market has shown the effect by jumping ½c, and further dispatches are awaited with decided interest. Walnuts are scarce, and good lots particularly are hard to find.

In shell—		
Brazils	0 14½	0 15½
Filberts, Sicily, per lb	0 11	0 12½
" Barcelona, per lb	....	0 10½
Tarragona Almonds, per lb	0 13½	0 14½
Walnuts, Grenobles, per lb	0 13	0 14½
" Marbots, per lb	....	0 12½
" Cornes, per lb	....	0 11½
Shelled—		
Almonds, 4-crown selected, per lb	0 32½	0 35
" 3-crown " "	0 31½	0 33
" 2-crown " "	....	0 30
" (in bags), standards, per lb	0 26	0 27
Cashews	0 15	0 17
Peanuts—		
Spanish, No. 1	....	0 12
Virginia, No. 1	0 13	0 15
Pecans, per lb	....	0 65
Pistachios, per lb	....	0 75
Walnuts—		
Bordeaux halves	0 28	0 30
Brokens	0 23	0 27

Beans and Peas.—Conditions are slightly improved in both beans and peas, but are still unsatisfactory, considering what was done in these lines last year at this time. No changes are reported.

Ontario prime pea beans, bushel	2 15	2 20
Peas, boiling, bag	....	2 50

Rice and Tapioca.—Rice sales are improving slightly, but are still far from satisfactory. Primary prices are slightly firmer.

Tapioca is steady at from 5½ to 6c, with a fair volume of trade passing at those prices.

Rice, grade B, bags, 250 pounds	2 75
" " " 100 "	2 75
" " " 50 "	2 75
" " pockets 25 pounds	2 85
" " ½ pockets, 12½ pounds	2 95
" grade c.c., 250 pounds	2 65
" " 100 "	2 65
" " 50 "	2 65
" " pockets, 25 pounds	2 75
" " ½ pockets, 12½ pounds	2 85
Tapioca, medium pearl	0 05½ 0 06

CANNED GOODS

MONTREAL—The recent advance in canned fruits and vegetables seems to have made trade all the more lively in those lines, and from present indications the demand seems likely to almost eat up present supplies. If this state of things continues there will probably be a further advance in certain lines.

Lobsters show a decided falling off in demand, due to the large quantities of fresh lobsters now on the market.

Fish are still slow of sale, but meats continue to hold their own.

Peas, standard, dozen	$1 05
Peas, early June, dozen	1 07½ 1 10
Peas, sweet wrinkled, dozen	1 10 1 12½
Peas, extra sifted, dozen	1 52½ 1 60
Peas, gallons	3 87½ 3 92½
Pumpkins—3 lb., $1.00; gallon, $3.00.	
Beans, dozen	0 87½
Corn, dozen	0 80 0 82½
Tomatoes, dozen (Ontario and Quebec)	0 85 0 90
Strawberries, dozen	1 50
Raspberries, 2's, dozen	1 80
Peaches, 2's, dozen	1 70
Peaches, 3's, dozen	2 65
Pears, 2's, dozen	1 65
Pears, 3's, dozen	2 40
Plums, Greengage, dozen	1 60
Plums, Lombard dozen	1 00
Lawtonberries, 2's, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb. talls, per dozen	1 87½
½-lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 02½
Other salmon—	
Humpbacks, dozen	0 95 1 00
Cohoes, dozen	1 35 1 40
Red Spring, dozen	1 60 1 65
Red Sockeye, dozen	1 65 2 00
Lobster Futures—	
½-lb. flats, doz., $2.40; 1-lb. talls, doz., $4.25.	
1-lb. flats, doz., $4.50.	

Compressed corned beef, 1s	1 65	Minced collops, 2s	2 50
Compressed corned beef, 2s	2 90	Corned beef hash, 1s	1 60
English brawn, 2s	3 00	Corned beef hash, 2s	2 80
Boneless pigs' feet, 2s	3 00	Jellied hocks, 2s	3 50
Ready lunch veal loaf ½s	1 30	Jellied hocks, 6s	10 00
Ready lunch veal loaf 1s	2 40	Paragon ox tongue, 1½s	7 50
Roast beef, 1s	1 65	Paragon ox tongue, 2s	8 50
Roast beef, 2s	2 90	Paragon ox tongue, 2½s	9 50
Stewed ox tail, 1s	1 60	Paragon lunch tongue 1s	4 00
Stewed kidney, 1s	1 50	Tongue lunch, 1s	3 50
Stewed kidney, 2s	2 65	Sliced smoked beef, ½s	1 60
Minced collops, 1s	1 40	Sliced smoked beef, 1s	2 60

WINNIPEG — The all-round advance of 2½ cents per dozen or 5 cents per case on all goods of late arrival and those on transit mentioned last week holds firm. The advance is reported everywhere in Canada.

Strawberries, per case	2 50
Lawtonberries, 2's	3 60
Raspberries, 2's	3 30
Apples, gallon, per dozen	1 35
Peaches, 3's	3 50
Pears, 2's	3 30
Plums, 2's	2 00
Tomatoes, 3's	2 10
Corn, 3's	2 10
Beans, 2's	1 75
Peas, 2's	2 25 2 40

TORONTO—"Salmon is mighty good property these days, especially if it is good quality," said a wholesaler this week in referring to the canned goods market which at present is very strong. Several conditions combine for this result. The supply is limited and furthermore this is the season of the short run in the rivers. Increased prices and a strong market have been the results making good salmon a valuable article on the grocer's shelves. Canned goods all along the line are firm. Vegetables may be pointed out in this respect. Corn, peas, tomatoes, etc., are moving rapidly before a good demand. Canned fruits are strengthening too. Home preseryes have become exhausted and the grocer's fruits in glass jars are now being attacked. With these nearing their finish the canned fruits will become prominent. The market in canned goods is encouraging.

Beans	0 85	0 90	
Corn	0 80	0 85	
Peas	1 10	1 60	
Pumpkins	0 80	0 90	
Tomatoes, 3's	0 85	0 90	
Strawberries, 2's	1 42½	1 55	
Raspberries, 2's	1 62½	1 70	
Peaches, 2's	1 50	1 65	
" 3's		2 65	
Lawtonberries		1 65	
Clover Leaf and Horseshoe brands salmon:			
1-lb. talls, dozen		2 00	
½-lb. flats, dozen		1 37½	
1-lb. flats, dozen		2 15	
Other salmon prices are:			
Humpbacks, doz	0 95	1 00	
Cohoes, per doz.	1 45	1 50	
Red pitted cherries, 2's		1 75	
Gallon apples	2 45	2 75	
Bartlett pears—			
Heavy syrups, 2's		1 65	
Light " 2's		1 15	
Heavy " 3's		2 40	
Light " 3's		1 70	
Lombard plums, 2's	0 80	0 85	
Red Spring, doz.	1 55	1 65	
Red Sockeye, dz.	1 65	1 70	
Lobsters, halves, per dozen	2 00	2 20	
Lobsters, quarters, per dozen		1 40	

ONTARIO MARKETS

POINTERS—

Canned Fruit—Strong.
Sugar—Very firm.
Nuts—Advanced.
Raisins—Firm.

Toronto, May 12, 1910.

Raw sugar recently reached a record figure but speculation was temporarily arrested by the death of King Edward VII. Since them the price has returned to the former quotation. The European market is strong and reports from New York convey similar intelligence. An advance is generally expected at any time.

A continued drought threatening the vines in Valencia, Spain, has strengthened prices of raisins slightly. The nut market is uniformly firm. Almonds were strengthened as the result of the report of three-quarters of the crop in France being destroyed by frost. The prices in Spain have been advanced and filberts to keep in line are also firmer. Lured by the movement in rubber the natives in Brazil have allowed their attention to be distracted from the nut crop and some apprehension is felt in New York as to how much of the crop will be gathered. Evaporated apples have taken on a firmer tone by reason of recent exports to Germany and Holland.

Sugar—Sugar is referred to on the street as a safe holding. The market is strong and is ripe for an increase at any time. "I'm surprised that it has not yet occurred," stated one wholesaler. The demand is not a feature at present and some do not expect to see an increase until the opening of the season when prices go soaring. All are a unit, however, in stating that the situation is uncertain. "Prices may go up this week or it may be three or four" was one opinion expressed.

St. Lawrence "Crystal Diamonds," barrels	5 85
" " " ½ barrels	5 95
" " " 100 lb. boxes	6 05
" " " 50 lb. boxes	6 15
" " " 25 lb. boxes	6 35
" " " cases, 20-5 boxes	7 60
" " Dominos, cases, 20-5 boxes	7 60
Paris lumps, in 100-lb. boxes	6 05
" in 50-lb. "	6 15
" in 25-lb. "	6 35
Red Seal	7 10
St. Lawrence granulated, barrels	5 20
Beaver granulated, bags only	4 90
Redpath extra granulated	5 20
Imperial granulated	4 90
Acadia granulated (bags and barrels)	5 10
Wallaceburg	5 10
St. Lawrence golden, bbls.	4 80
Bright coffee	5 10
No. 3 yellow	5 00
No. 2 "	4 90
No. 1 "	4 75
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

Dried Fruits—A firm movement has been recently noted in several lines of dried fruits. There is a fair demand for apricots with the prices slightly advanced. Prunes have a stronger tone. While raisins have not been disturbed yet, the following letter from Spain may be significant: "The vines are just beginning to bud, and though nothing uncertain can be said for the future yet, we may mention that there is prevalent throughout the raisin country a very severe drought ever since last autumn, which if it continues much longer, is sure to affect considerably the size of the next crop."

	Per lb
Prunes—	
30 to 40, in 25-lb. boxes	0 11½
40 to 50 " "	0 09
50 to 60 " "	0 07½
60 to 70 " "	0 07
70 to 80 " "	0 07
80 to 90 " "	0 06
90 to 100 " "	0 05½
Same fruit in 50-lb. boxes ½ cent less.	
Apricots—	
Standard	0 15
Choice, 25 lb boxes	0 16
Fancy, " "	0 17
Candied and Drained Peels—	
Lemon 0 09 0 11 Citron	0 14 0 17
Orange 0 11½ 0 12½	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag figs	0 03½ 0 04
Dried peaches	0 08 0 08½
Dried apples	0 08
Currants—	
Fine Filiatras 0 06 0 07 Vostizzas	0 08½ 0 09
Patras 0 07½ 0 08	
Unoleaned ½c le s	
Raisins—	
Sultana	0 05 0 05½
" fancy	0 06 0 07
" extra fancy	0 08½ 0 09
Valencias, new	0 05½ 0 06
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07½
" 12 oz. " "	0 06
Dates—	
Hallowees 0 05 0 05½ Fards choicest	0 10
Sairs 0 05	

Tea—The market maintains its firmness and in the lower grades is especially strong. There is no striking feature to the situation.

Coffee—The market in low grade coffees is firm. The trade in all qualities is fairly brisk but more particularly in the cheaper lines.

Rio, roasted	0 12 0 15	Mocha, roasted	0 25 0 28
Santos, roasted	0 13 0 17	Java, roasted	0 27 0 33
Maricaibo, "	0 14 0 20	Rio green	0 10 0 11

Nuts—With the almond crop in France reported to be damaged by frost to the extent that three-quarters of it is lost, the price of Spanish almonds has been put up and filberts have been similarly affected apparently in sympathy. The market is noticeably stronger and shelled almonds have been advanced. The situation regarding Brazils is somewhat peculiar. Reports state that England's recent boom in rubber has directed attention in Brazil to raw rubber and it is feared the nuts will not be collected. There is no idea what crop will be obtained and this condition has given Brazils a firmer tone. The market, throughout, is stronger than usual.

Almonds, Formigetta	0 11½ 0 12
" Tarragona	0 15
" shelled	0 32 0 35
Walnuts, Grenoble	0 13½
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 29 0 30
Filberts	0 12 0 12½
Pecans	0 16 0 18
Brazils	0 15
Peanuts, roasted	0 08 0 12

Spices—This market is inclined to be quiet. Cream of tartar is firmer owing to a shortage in France. The primary

price has been advanced four cents, but most of the Canadian manufacturers have a big supply on hand and no change will be felt here at least for the present.

Peppers, black	0 15	0 18	Cloves, whole	0 25	0 35
" white	0 22	0 25	Cream of tartar	0 22	0 25
" whole, black		0 16	Allspice	0 14	0 15
Peppers, whole, white		0 23	" whole	0 14	0 16
Ginger	0 22	0 25	Mace, ground	0 75	0 80
Cinnamon	0 5	0 40	Mixed pickling spices, whole	0 15	0 16
Nutmeg	0 20	0 30	Cassia, whole	0 20	0 25
			Celery seed		0 24

Syrups—The market is normal with the demand keeping up to usual level.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz. in case	2 50	Gallons, 6 to case	4 80
5 lb. tins, 2 doz. in case	2 85	½ " 12 "	5 40
10 lb. tins, ½ doz. in case	2 75	Quarts, 24 "	5 40
20 lb. tins, ¼ doz. in case	2 70	Pints, 24 "	3 00
Barrels, per lb	0 03½	Molasses—	
Half barrels, lb	0 03¾	New Orleans, medium	0 31 0 33
Quarter " "	0 03¾	New Orleans, bbls	0 29 0 31
Pails, 38½ lbs. ea	1 80	Barbadoes, extra fancy	0 45
" 25 " "	1 30	Porto Rico	0 45 0 62
		Muscovada	0 30

Evaporated Apples—The market has been bolstered by export to Germany and Holland. Locally, business is quiet.

Rice and Tapioca—Tapioca is likely to continue firm. The demand is fairly good. Rice has not made much improvement.

	Per lb.	
Rice, stand. B	0 03	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal		2 85
Rangoon	0 03½	0 03¾
Patna	0 05¼	0 05¾
Japan	0 04¾	0 05
Java	0 06	0 07
Carolina	0 10	0 11
Sago	0 05	0 06
Seed tapioca		0 06
Tapioca, medium pearl	0 04¾	0 05¼

Beans—Demand is only fairly good. No changes have been noted in the prices.

Prime beans, per bushel	2 10
Hand-picked beans, per bushel	2 25

MANITOBA MARKETS

POINTERS—

Advanced—Canned goods, prunes, shelled nuts, tapioca, sago.

Stronger—Beans, evaporated apples.

Weaker—Rolled oats.

Scarcity—Butter.

Winnipeg, May 12, 1910.

The entire west is favored at present with excellent weather and those engaged in all lines of business are enthusiastic over promising conditions of trade. If there ever was a buoyant feeling in the west, it is certain that it is more widespread this spring than ever before. In years gone past optimism was known to prevail in a few localized centres, but before it grew to encompass the whole territory a tide of depression would make its presence felt. Perhaps this year in a manner never felt before, has the whole west as an entirety been caught up in a grand advance forward. Public works are clamoring for labor, municipalities are enticing manufacturers, wholesalers are pressing producers for goods, and merchants are clearing up wholesalers' stocks.

The increase in the number of retailers is astonishing, and almost daily opening orders are being delivered from Winnipeg and other wholesale centres. The agricultural centres are rapidly filling up and although farmers do not visit the merchant often, he carries away a substantial supply when he does call. Travelers report that merchants everywhere are turning over stocks rapidly and bumper orders are easily secured.

The long expected advance on the general line of goods is taking place and the quotations this week on such goods as are advancing are only transitory. Values are bound to go still higher. The collection departments report a revival, but later in the year cash will circulate more freely.

Sugar.—The market is up 5 cents and although this line is not as strong as some others it is believed sugar will be held moderately firm. Latest reports from New York are that prices are steady. There is room for more stock in the west, but that is a matter of transportation.

Montreal and B.C. granulated, in bbls	5 65
" " in sacks	5 70
" yellow, in bbls	5 25
" " in sacks	5 20
Icing sugar, in bbls	6 00
" " in boxes	6 20
" " in small quantities	6 25
Powdered sugar, in bbls	5 80
" " in boxes	6 00
" " in small quantities	6 65
Lump, hard, in bbls	6 10
" " in ½-bbls	6 60
" " in 100-lb. cases	6 60

Foreign Dried Fruits.—In these lines is the trade pressure felt most heavily. Raisins are getting low in wholesale stocks and values though not advanced are held strongly. There has been a recent heavy demand for pears, peaches and apricots for camp supplies, and prunes have been going out exceptionally well. The prune market has been advanced ¼ of a cent and may go higher soon. Wholesalers are encouraged with favorable reports from prune crop centres, and there will be a great scarcity before 1910 stuff comes on the market.

Smyrna Sultana raisins, uncleaned, per lb	0 06 0 11
" " " cleaned, per lb	0 09 0 13
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 65
" " selects " 28's	1 80
" " layers " 28's	1 95
California raisins, choice seeded in ¼-lb. packages per package	0 06
" " fancy seeded, in ¼-lb. packages per package	0 06½
" choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08½
Raisins, 3 crown muscatels, per lb	0 06½
" ¼ " " "	0 07

Prunes, 90-100, lb	0 05½	Prunes, 50-60 "	0 07½
" 80-90 "	0 05¾	Prunes, 40-50, lb	0 08½
" 70-80 "	0 06½	Silver prunes, ac. to quality	0 09½ 0 12½
" 60-70 "	0 07		

Currants uncleaned, loose pack, per lb	0 06½
" dry, cleaned, Filiatras, per lb	0 06¾
" wet, cleaned, per lb	0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08½

Pears, per lb	0 09 0 15	Dates, per lb., Hallows, bulk	0 06½
Peaches, standard, per lb	0 08½	Dates, Fard, 9½ lb. boxes	1 30
Peaches, choice	0 09	Dates, packages 30 in case	0 07
Apricots, standard, per lb	0 15	Figs, per lb	0 04½ 0 05
Apricots, choice per lb	0 15½	Peel, lb., lemon	0 09½
Plums, pitted, lb	0 11 0 12½	" " orange	0 10
Nectarines, lb	0 09½	" " citron	0 13½ 0 18

Syrup.—There is no change in syrup quotations, but the following figures are held firm. Trade is heavy everywhere, particularly to rural merchants. The molasses trade is greatly improved.

Syrups—	
24 2-lb. tins, per case	2 15
12 5-lb. tins, per case	2 55
6 10-lb. tins, per case	2 40
3 20-lb. tins, per case	2 45
Half bbls., per lb	0 03½
Barbadoes molasses in ½-bbls., per gal	0 50
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, ½ bbls., per gal	0 33 0 35
Challenger, 6 10-lb. tins, per case	2 15

Nuts.—The shelled nuts market is perhaps the feature of the week. When it is remembered that prices are already much higher than those of last year, the advance of 3 cents a pound at this time is significant. The peanut market is also up, only the lowest grades going at 13 cents.

Shelled Walnuts, in boxes, per lb	0 33
" " small lots, per lb	0 34
" Almonds, in boxes, per lb	0 35
" " small lots, per lb	0 36
Peanuts, Japan, per lb	0 13 0 16

Honey.—The demand for high-grade extracted honey is better than usual at this season of the year. There is keen competition in this commodity and the following prices are not rigidly maintained.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	1 90
" 60-lb. tins, per lb	0 15

Lard.—This market is interesting in that a few houses are holding prices down in the face of a general ready advance. An advance of 10 cents would not be surprising.

Pure, 20-lb. pails	3 65
" 3-lb. tins, 60-lb. cases	11 25
" 10-lb. tins, 60-lb. cases	11 05
Compound, 20-lb. pails, per pail	2 80
" 5-lb. tins, 60-lb. cases	8 80

Rolled Oats.—The war in the rolled oat market has undermined values and the following quotations are only nominal. One wholesale house bought at the $1.50 mark recently, but this is exceptionally low. The grain market has nothing to do with the prepared product since the oat market is held firm at a substantial figure.

Rolled oats, 80 lb. sacks, per 80 lbs	1 75
" 40 " " 40	0 90
" 20 " " 20	0 45
" 80 " (8, 10s)	2 15

Maple Syrup.—There is nothing new to report. Trade is fair and these prices are quite unchanged.

24 quarts, per case	8 50
12½ gallons, per case	7 85
6 gallons, per case	7 25

Tapioca and Sago.—The seeming dullness last week was the occasion for a settlement of higher prices on each commodity.

Pearl tapioca, per lb	0 05½
Sago, per lb	0 05½

Beans.—A loosening up of supplies has had the effect of stimulating the market, and stronger prices are quoted this week. The average merchant is greatly in need of bean supplies.

3-lb. picker, per bushel	2 25
Hand picked, per bushel	2 35

Fresh Fruits and Vegetables.—The following prices are quoted in these lines in Winnipeg this week. The trade on import stuff is excellent and quality is reported good.

Oranges, per box	3 25 4 00
Lemons, per box	5 25 5 50
Grape Fruit, Florida, per box	6 00
Apples, Ontario, per bbl	4 50
Apples, Washington, per box	2 50
Pears, California, per box	3 50
Bananas, according to size	2 50 and up
Rhubarb, per box	3 00
Celery, per crate	5 50
Onions, Valencia, per crate	4 25
Cranberries, Wisconsin, per bbl	7 50
Cucumbers, per dozen	3 00

Evaporated Apples.—A slight break in an extended dull market is reported and some goods are going out at 8 cents to-day. The future is uncertain.

Butter.—No. 1 creamery is about the 41 cent mark to the retailer. Dairy is firm from 30 to 35 cents. The present high butter market is unprecedented in the west except on rare occasions of isolation. Some retailers are selling at cost to ease the consumer's situation.

Eggs.—Supplies are abundant. Prices are 18 cents to merchants and shipments leave Winnipeg almost daily for points west.

BRITISH COLUMBIA MARKETS.

Vancouver, May 12, 1910.

Canned peas are up to $1.35, an increase of five cents. This advance has long been expected for early Junes.

That is about the only increase, though there are one or two minor changes. Hams are quoted at 22½ cents for two brands, while bacon is at 28½ and 29 cents.

Eggs run at 28 cents for general stock and 30 cents for selected.

Californian strawberries have come on the market last week in large quantities and in good quality. At the first part of the week they jobbed at $2.50 per crate of fifteen boxes, and a better quality brought a little higher price, making a retail figure of 20 cents in the first instance and 25 in the second. With the warm weather, it is expected that the berries from the south will be in earlier this year.

Sugar, standard granulated	5 80	
Sugar, Imported	5 25	
Val. raisins, lb.	0 06½	
Cal. " "	0 07	
Prunes	0 05½	0 07½
Currants	0 06½	0 07½
Dried apricots	0 11	0 13
Flour, Standard, bbl	6 90	
Cornmeal, p. 100 lbs	2 60	
Beans, per lb.	0 03½	0 04½
Rice, per ton	68 00	76 00
Tapioca, per lb.		0 03½
Apples, box	2 75	3 00
Evaporated apples		0 08½
Butter, Eastern dairy in tubs	0 25	
Butter, Eastern dairy, choice	0 34	0 36
Butter, local creamery	0 35	
Butter, Western	0 22	0 25
Eggs, California		0 30
Eggs, local	0 28	0 30
Cheese, Ontario	0 14½	0 15
" Manitoba		0 14
Bacon	0 24	0 30
Lard, pure		0 20
Lard, compound		0 17½
Potatoes—		
Ashcrofts, ton		40 00
Local, ton		20 00
Cal. Burbanks		25 00
Canned Goods—		
Peas, Early Juno		1 35
Tomatoes		1 27½
Corn		1 02½
Apples		3 42½
Strawberries		2 15
Raspberries		1 65

NEW BRUNSWICK MARKETS.

St. John, N.B., May 12, 1910.

Canned fruits and vegetabels of all kinds have advanced and the quotations are from 2½ to 5 cents higher. Refined sugars advanced 10 cents per hundred pounds on Wednesday last. Lard is firmer.

The recurrence of cold weather has retarded planting to a great extent and sales of seeds have been lighter of late.

Sugar—		
Standard gran.	5 30	5 40
Austrian "	5 20	5 30
Yellows	4 80	5 20
Flour, Manitoba	6 35	6 45
" Ontario	5 55	5 85
Cornmeal, bags	1 55	1 57
" bbls.	3 25	3 30
Rolled oats, bbls	5 00	5 10
Buckwheat, west. grey, bag	2 90	3 00
Val. raisins, lb	0 05½	0 06½
Cal. raisins, seeded	0 07½	0 08½
Currants, lb	0 07	0 07½
Prunes, lb	0 05½	0 09
Rice, lb	0 03½	0 03½
Beans, hand picked, bus	2 20	2 25
Beans, yellow eye, bus	3 50	3 65
Cheese, new, lb	0 13½	0 14
Lard, compound lb	0 14	0 14½
Lard, pure, lb	0 17½	0 17½
Pork, domestic mess	30 00	30 50
Pork, American clear	32 00	32 50
Molasses, fcy. Barbados, gl	0 33	0 34
Butter, dairy, lb		0 25
Butter, creamery, lb		0 27
Eggs, new laid	0 16	0 18
Potatoes, bbl.	1 25	1 50
Canned goods—		
Peas, doz	1 10	1 50
Corn, doz	0 85	0 90
Tomatoes, dz	0 95	1 00
Raspberries, dozen	1 90	2 00
Strawberries, dozen	1 65	1 75
Salmon, case—		
Red spring	6 50	6 75
Cohoes	6 00	6 25
Peaches, 2's, dozen	1 70	1 80
Peaches, 3's, dozen	2 80	2 90
Baked beans, dozen	1 15	1 25
Fish—		
Cod, dry	3 25	4 50
Herring, salt, ha bbls	2 60	2 70
Herring, smoked, box	0 11	0 12

NOVA SCOTIA MARKETS.

Creamery prints per lb	0 30	0 32
Creamery solids per lb	0 28	0 29
Dairy, tubs, lb.	0 25	0 25
Fresh eggs, doz.		0 20
Sugars—		
Extra Standard, granulated		5 05
Austrian, bags, granulated		4 95
Bright yellow		4 75
No. 1 yellow		4 65
Flour h. wheat per bbl	6 40	6 50
Flour, Ontario blends, bbl	5 75	5 85
Cornmeal, bag.	1 70	1 75
Oats	0 54	0 55
Pork, American per bbl	28 00	
Pork, clear bbl	31 50	32 00
Beef, American plate per bbl		18 75
Beef, Canadian per bbl	18 00	
Hams smoked	0 16½	
Pork, fresh	0 10	0 11½
Codfish, quintal		5 50
Herring, pickled per bbl		5 00
Apples, per. bbl.	1 50	3 00
Potatoes—		
P.E. Island, bag		1 50
Nova Scotia		1 50
Onions, Spanish per lb		0 02½
Onions, American, per lb		0 02½
Onions, Canadian, per bag	1 60	1 75
Molasses, fancy Barbados, bbl.		0 37
Molasses, fancy Barbados, gal.	0 32	0 35
Beans, bushel		2 25
Rolled Oats, bbl.	5 25	5 40

R. A. Dutton, grocer, Peterboro, Ont., has sold his business to Jas. Fanning and intends opening a store in Toronto near High Park.

A despatch from Brooklyn, N.Y., refers to a young retailer there who is working the store combination idea. He recently bought up five stores in an exclusive section of the city, two of them having a long history. Out of the five, two will be closed as being unnecessary, following the trust idea of economy. The young magnate explains his idea as follows: "In making this move I have been actuated by the knowledge that I can buy in larger quantities and give my customers better value for less money than before. I love the business and as far as hard work is concerned the more I get of it the better it suits me. These three stores are very near each other, and I can keep in touch with them all without any trouble."

California Canners to Have Selling Agreement

With a View to Making Termsof Sale Uniform—The Liabilities Accepted by the Seller and His Guarantee Against Swells —Goods Sold to Conform With Pure Food Laws.

San Francisco, May 10.—The Canners League of California have adopted a Selling Agreement for this season's use with the idea of making the terms of sale of canned goods uniform. The executive committee of the league decided not to incorporate an arbitration clause in the contract. The contract is as follows:—

Terms: Cash, less 1½ per cent, payable in New York, Chicago or San Francisco Exchange on presentation of invoice with documents attached.

Conditions: The prices specified are for goods "free on board" at factory. On account of shipments from different factories, the sellers reserve the right of initial routeing. Goods are at risk of buyer from and after shipment, although consigned to seller's order.

Seller shall not be liable for short, late or non-delivery of goods resulting from damage to crop, strikes, fire, flood, unavoidable casualties or other circumstances beyond its control, in which event it is mutually agreed that deliveries are to be pro-rated to all buyers without discrimination from suitable stock remaining in sellers' possession.

Goods to be shipped at seller's discretion as soon as practicable after packing.

Fruits remaining unshipped on December 31 following the date of this contract shall be billed on that date. Peas unshipped to be billed and paid for not later than July 1. Tomatoes unshipped to be billed and paid for not later than November 1. Asparagus unshipped to be billed and paid for not latter than August 1. Buyer agrees to pay said invoices on demand when attached to warehouse receipt, and seller agrees to store said goods and insure them against loss or damage by fire in selected insurance companies for buyer's account for 75 per cent. of invoice cost. Buyer to pay 1¼c per case per month for No. 1, No. 2½ and No. 3 sizes and 2c per case for No. 8 size to cover both storage and insurance, fractional months at full rate; charges to accrue from date of warehouse receipt. Seller may move and store said goods at buyer's expense in public warehouse if not ordered out by buyer prior to March 1 following date of sale.

Swells: All goods guaranteed against swells until July 1 of the year following that in which the goods were packed, but all claims must be made, and bill rendered for the same, prior to the date of aforesaid, and goods held subject to the order of the seller. At seller's option the goods may be returned by freight to California, and seller will then pay the original invoice prices for the goods with freight to original destination added. Claims other than swells must be presented within ten (10) days from the receipt of the goods.

Guarantee: Seller guarantees the goods covered by this contract to conform with the requirements of the National Food and Drugs Act of June 30, 1906, except seller is relieved from any responsibility for misbranding when goods are not shipped under his labels.

This contract to be binding upon the seller must be confirmed in writing by the seller, who, however, shall not be responsible for the performance thereof, unless a copy, properly signed by the buyer is delivered to the seller within ten days of date thereof.

Buyer .....

Seller .....

The clerk who finds nothing to do, isn't looking for work.

A good clerk wil do even better when his employer is out than when he is in.

It is frequently after we get there that we realize that distance lends enchantment to the view.

Don't complain because you haven't a trade on nice goods. Deserve it by having the stock, the display and advertising.

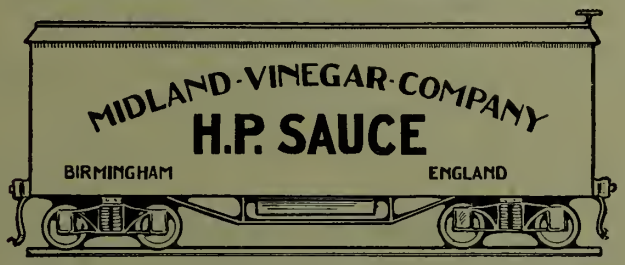
The Result of Trade Interest and a Good Line

One

For Vancouver

One

For Calgary

One 

For Winnipeg

One

For Montreal

Two

For Toronto

W. G. PATRICK & CO.

CANADIAN DISTRIBUTORS

TORONTO MONTREAL WINNIPEG

DIRECTORY OF

Manufacturers, Manufacturers' Agents, Brokers, Etc.

BRITISH COLUMBIA

W. A. JAMESON COFFEE CO.

Importers and Roasters of High Grade Coffees.

Manufacturers and Proprietors of

"Feather-Light" Brand Baking Powder

We also carry a full line of TEAS, SPICES, etc.

Mail orders promptly attended to.

Cor. Langley and Broughton Sts.
VICTORIA, B.C.

F. G. EVANS & CO.
139 Water St. VANCOUVER, B.C,
Wholesale Grocery Brokers and Manufacturers' Agents
Correspondence Solicited.

VICTORIA
FRUIT GROWERS' ASSOCIATION
The largest packers and shippers of first-class Fruits of all kinds in British Columbia.
OFFICE AND WAREHOUSES
COR. WHARF AND YATES STS. - VICTORIA
Branch at 140 Water Street, Vancouver.

Wholesale Manufacturers' Agents
Correspondence Solicited.
F. R. McINTOSH & CO.
Vancouver, B.C.

R. ROBERTSON J. Y. GRIFFIN

R. Robertson & Co.

912-913 Dominion Trust Bldg
VANCOUVER, B.C.

Wholesale Brokers
GROCERIES, PRODUCE, FRUITS, GRAINS
Importers and Exporters

Reference—Bank of Montreal.
Write us for information about B.C. trade.
Cable Address—"Robin," Vancouver.
Codes—A B C, 5th Edition; Revised Economy; Modern Economy; Utility and Dowling's.

WILLIAM W. DUNCAN
Broker and Manufacturers' Agent
DISTRIBUTING
Free and Bonded Warehouses
VANCOUVER - VICTORIA

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

McLEOD & LARKSON
Manufacturers' Agents and Wholesale Commission Agents
144 WATER ST., VANCOUVER, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

Do you want live representation? We are in touch with the trade.

Andrews & Nunn

Manufacturers' Agents and Wholesale Commission Merchants

Codes—A B C 5th Edition, Western Union

615 Dominion Trust Building
VANCOUVER, B.C.

Correspondence Solicited — Highest References

MORE THAN SEVEN THOUSAND pairs of eyes—interested eyes—rest on this page fifty-two times a year. By the use of an inch space an advertiser is able to place himself prominently before nearly one hundred pairs of eyes for every cent the advertising costs him.

The West India Co., Ltd.

The Canadian house of

Sandbach, Parker & Co., Demerara, B.C. Sandbach, Tinne & Co., Liverpool, Eng.

and with agents and correspondents in all British West Indian Islands.

WEST INDIAN PRODUCE

of all descriptions.

WRITE US FOR PARTICULARS, PRICES, ETC.

305 St. Nicholas Building, - - - MONTREAL

The Hustling, Booming West

is calling out for every description of manufactured goods.

We are here to tell you of the demand, prospects and opportunities which the West presents of successfully selling your products, and we will, if you wish it, handle your goods for you on a reasonable commission basis.

We are located in the chief distributing centres: Winnipeg, Calgary, Edmonton, Regina and Fort William, and have every facility for handling goods in large quantities. Let us hear from you.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Winnipeg Regina Calgary Edmonton Fort William

STORAGE FOR ALL CLASSES OF MERCHANDISE

BE WISE IN TIME!

The reason that "E.D.S" Brand Jams and Jellies hold pride of place throughout the Dominion is because of their ABSOLUTE PURITY—***no*** coloring matter or preservatives being used in their manufacture.

Have ***you*** proved the wisdom of handling "quality" goods which never fail to satisfy? If not, just try "E.D.S." Brand. Your guarantee lies in the Government Analyst's finding. Send to the Department of Inland Revenue for Bulletin 194, and see for yourself how much purer "E.D.S." Brand is than most other lines.

Stock "E.D.S." GRAPE JUICE. It's pure, non-alcoholic, refreshing and a ready seller. Made by

E. D. Smith, At His Fruit Farms, **Winona, Ont.**

Agents—N. A. Hill, 25 Front Street East, Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.

HOW IS YOUR STOCK OF

CHEESE?

The opportunity to buy Fall Cheese will soon be past—stocks are limited.

We have some very fine September Cheese from best factories, and would suggest that you look over your stock and

ORDER NOW

LET US SEND YOU AT THE SAME TIME a shipment of our Premier Quality Smoked Meats and Maple Leaf Brand Pure Lard or Easifirst Shortening.

GUNNS LIMITED Pork and Beef Packers TORONTO

GET THE HABIT

of asking for weekly shipments of cooked hams. This is an excellent custom—it saves you the trouble of thinking of your requirements and the expense of wiring for goods at the last moment—and it enables us to anticipate your wants and see that they are taken care of.

F.W. Fearman Co.
LIMITED
Hamilton

EVERY MOTHER
Wants the Richest Milk for Her Baby

Jersey Sterilized Cream
is 13% Richer than the Best of other brands in Canada.

The Truro Condensed Milk Co., Limited, Truro, N.S.

MILD CURED

Breakfast Bacon Skinned Backs and Hams

Finest Quality. Made from Selected Hogs. Made under Government Inspection.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Sharp Decline in the Price of Butter Recorded

General Break in the High Quotations That Have Prevailed—Heavy Production of Eggs Throughout the Country — Provisions Firmer With Price of Hogs Increased—Market is Generally Strong.

The anticipated slump in the price of butter occurred during the past week, although it was a little later than expected. The break was experienced throughout the country and with production increasing a further decline is looked for.

With exceedingly heavy receipts of eggs, the market is a little easier, especially in the east. Toronto prices are steadier, however, and remain quite firm. The provision market is strong throughout, and indications point to a continued firmness. Hogs, live and dressed, are bringing higher prices.

Cheese has not yet become a feature. The new cheese is not bringing a heavy demand.

MONTREAL.

Provisions—Trade is somewhat less this week in compound lards, owing to the recent advance, but in all other lines things are moving briskly. Country buyers are coming in quite freely, and city trade is better, owing probably somewhat to the continued chilly weather. Prices are unchanged.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16½
Cases, tins, each 10 lbs., per lb	0 16¾
" " " 5 " "	0 16⅞
" " " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb	0 17
Pails, tin, 20 lbs. gross, per lb	0 17¼
Tubs, 50 lbs. net, per lb	0 16½
Tierces, 375 lbs., per lb	0 16¼
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 12⅝
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12¾
" 5 " " " "	0 12⅞
" 3 " " " "	0 13
Pails, wood, 20 lbs. net, per lb	0 11⅝
Pails, tin, 20 lbs. gross, per lb	0 12¼
Tubs, 50 lbs. net, per lb	0 12⅜
Tierces, 375 lbs., per lb	0 12½
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	31 00
Bean pork	27 00
Canada short cut back pork, bbl. 45-55 pieces	30 50
Clear fat backs	33 00
Heavy flank pork, bbl	20 50
Plate beef, 100 lb bbls	9 25
" 200 "	18 00
" 300 "	26 50
Dry Salt Meats—	
Green bacon, flanks, lb	0 16
Long clear bacon, heavy, lb	0 16
Long clear bacon, light, lb	0 16½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 16
Large sizes, 18 to 25 lbs., per lb	0 17½
Medium sizes, 13 to 18 lbs., per lb	0 18
Extra small sizes, 10 to 13 lbs., per lb	0 18½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 19
" " " small, 9 to 12 lbs., per lb	0 19½
Breakfast bacon, English, boneless, per lb	0 19½
Windsor bacon, skinned, backs, per lb	0 20
Spiced roll bacon, boneless, short, per lb	0 16
Hogs, live, per cwt	9 50 9 75
" dressed, per cwt	13 75 14 00

Butter—Since last Saturday butter prices have been on the toboggan slide, going from 32c down to 27c for new milk creamery. Fresh dairy rolls are quoted at 25c.

This break is, of course, due to the large influx of new butter, and has been looked for any time during the past two weeks.

Receipts for the week are large, as compared with the same week last year, being 7,222 packages, as against 4,283.

New milk creamery	0 27
Dairy, tubs, lb	0 24
Fresh dairy rolls	0 25

Cheese — In the country cheese is slightly weaker, but not sufficiently so at present to affect local prices here. Demand for export is fair and improving, which should tone up the market somewhat.

Receipts for the week show a slight decrease over last year, being only 9,855 boxes, as against 11,036 boxes for the corresponding week.

Quebec, large	0 13
Western, large	0 13
" twins	0 13½
" small, 20 lbs	0 13½
Old cheese, large	0 16

Eggs—Eggs are coming in freely, so much so that they are down to 21c this week. The pickling season is at hand and dealers are having no trouble in filling their requirements at present quotations.

Receipts for the week are 14,334 cases, as against only 10,700 for the same week last year.

New laid	0 21

Maple Products—Supplies are getting short at first hand. In fact, some dealers report no syrup left, and very little sugar. Prices continue firm and unchanged.

Compound maple syrup, per lb	0 04½ 0 05
Pure townships sugar, per lb	0 10 0 11
Pure syrup, 8½ lb. tin	0 70
" 10½ lb. tin	0 85

Honey—Honey is quiet again after the temporary life of the past two weeks. Sales are very light and prices unchanged.

White clover comb honey (nominal prices)	0 15 0 17
Buckwheat, extracted	0 08½ 0 09
Clover, strained, bulk, 30 lb. tins	0 11 0 11½
Buckwheat comb	0 12½ 0 13

TORONTO.

Provisions.—A feeling of strength has been given the provision market during the past few days by a general bracing of the market. The price of live hogs has gone up about ten cents and for dressed hogs the prices are higher. Quotations ranged from $12.25 to $12.75, with $12.50 the prevailing price. One firm is quoting from $13 to $13.50 a cwt. Lard compounds are easier. The market is strong with a growing steadiness in pork products. A slight increase in hams and backs has been felt during the week.

Long clear bacon, per lb	0 15 0 15½
Smoked breakfast bacon, per lb	0 18½ 0 19
Roll bacon, per lb	0 15½ 0 16
Light hams, per lb	0 18 0 18½
Medium hams, per lb	0 18
Large hams, per lb	0 17 0 17½
Shoulder hams, per lb	0 15
Backs, plain, per lb	0 20 0 20½
" pea meal	0 21
Heavy mess pork, per bbl	28 00 29 00
Short cut, per bbl	31 00 31 50
Lard, tierces, per lb	0 16 0 16½
" tubs "	0 16½ 0 16½
" palls "	0 16½ 0 16½
" compounds, per lb	0 12 0 14½
Live hogs, at country points	8 75 8 80
Live hogs, local	9 50 9 60
Dressed hogs	12 25 12 75

Butter.—The expected happened in the butter market during the past week. Business has been brisk. Wholesale houses state that they did not carry a pound from one day to the next owing to the heavy demand. Prices have not only declined but they are expected to drop still lower.

The arrival of the new butter which is of fine quality was expected to knock the prices from the strong position they have held. Authorities would not make a rough guess at the minimum price and at this stage it is difficult to tell where the line will be drawn.

	Per lb.	
Fresh creamery print	0 27	0 28
Farmers' separator butter	0 25	0 26
Dairy prints, choice	0 22	0 23
Baking butter	0 18	0 19
Stored creamery solids	0 26	0 27
Large rolls		0 24

Cheese.—Old cheese is moving along easily bringing from 13 to 13½ cents. The new make is being received, but not to any extent. It is quoted at 12½ to 12¾ cents.

Eggs.—Receipts of eggs continue heavy. From all parts of the country they are coming in, but the price has not yet begun to recede. It has rather stiffened and prices are slightly higher than those of a week ago. Large quantities are being put in cold storage at a rather high price. The prevailing price in the country is 18 cents. Local demand is steady.

New laid eggs	0 19 0 21

Poultry.—Turkeys have dropped in price slightly as the result of gobblers being killed off. Receipts have increased. Broilers are coming in slowly and the present price is not cultivating a heavy demand. The market is only normal.

Spring broilers, dressed	0 40 0 45
Hens, per lb. dressed	0 15
Turkeys, per lb., large	0 17 0 18
Ducks	0 16 0 17

Honey—Quietness prevails in the honey market. The season is not conducive to activity in this line.

Clover honey, extracted, 60 lb. cans	0 10½ 0 11
" " 10 lb pails	0 11 0 12
" " 5 lb. pails	0 11½ 0 12
" comb, per dozen	2 50
Buckwheat honey, lb	0 07

TRADE NOTES.

A. W. Hart, Sydney, N.S., has been given the agency for the products of Herron, LeBlanc & Co., Montreal.

J. S. Fry, Chocolates, London, Eng., have opened a Montreal office at 27 St. Sacrament St. Joseph Perrault, formerly with D. Masson & Co., has been placed in charge.

A Vancouver, B.C., despatch states than an important deal has been completed whereby the Morrin-Thompson Co., in Phoenix, B.C., has purchased the business in that town of the Hunter-Kendrick Company. On May 15th it will take over the grocery and hardware business of the Hunter-Kendrick Company, and later will take over the dry goods business.

A despatch from Chatham, Ont., states that T. B. Escott & Co., wholesale grocers, London, Ont., are making preparations to open a branch in the former place. Negotiations with the Chatham council are now progressing regarding a railway spur to the proposed premises. Chatham claims to have more retail grocers per head than any other town of its size in Ontario.

WANT FRUIT OFF THE SIDEWALKS.

Woodstock Board of Health Take Action in This Matter.

Woodstock, Ont., May 12.—At the last meeting of the local Board of Health, the medical health officer brought forward and showed the dangers to health arising from fruit and vegetables being exposed for sale on the sidewalk in front of stores. The custom of placing out fruits, celery, lettuce and other eatables, whose only preparation before being eaten is a rinsing through cold water, was accountable for many cases of disease. This could readily be understood, when people thought of the number of animals which came in contact with such eatables, not to mention the flies, which fly straight from the filthiest places and alight on the fruit, carrying bacteria by the thousand and the germ-laden dust which is settling all the time. A by-law exists which prohibits this placing of merchandise on the streets, and the board decided to memorialize the city council, asking that the law be strictly enforced hereafter.

INFORMATION FOR BUYERS.

Supplied by Sellers.

On Wednesday of last week there passed through Toronto over the C.P.R. two carloads of "2 in 1" shoe polish on route for Australia. This shipment will go forward by the Steamer "Rakai," sailing from Montreal May 15th, which is the first sailing of the recently subsidized line of ships sailing from that port. This shipment represents 1,540 gross (221,760 boxes), and The F. F. Dalley Co. have also shipped during the past year to Australia, 1,500 gross, (216,000 boxes), on Nov. 2nd last year, by the steamer "Montezuma" sailing from Montreal, and on June 8th last from New York 1,000 gross, (144,000 boxes). It speaks volumes for "2 in 1" Shoe Polish when this trade can be done in far off Australia against an almost prohibitive tariff and direct competition with the oldest and largest shoe polish manufacturers in the world. These goods are being shipped through the Imperial Export Co., of Toronto.

A. G. Snowdon has returned to Montreal after an extended trip west, in the interests of Rowat & Co. Snowdon & Ebbitt have been appointed agents for Rowat's specialties for Ontario, Quebec and the Northwest, and Mr. Snowdon, accompanied by John Fullerton, Glasgow, made a successful visit to wholesalers between Montreal and Victoria. Mr. Fullerton left for Scotland last Saturday.

A little girl whose father was a commercial traveler sat on the porch holding a kitten, and, creeping up close, her mother heard this: "Kitty," said the young miss, "I know you, an' I know your mamma, an' I know all your little brothers an' sisters, but I ain't ever seen your papa"—then after a brief pause—"I spec he must be a traveling man."

Miss E. Stinson, has opened a grocery store at Rockwood, Ont.

GEO. KEMP, LTD.
LONDON, ENGLAND.

SUPPLIERS TO THE BRITISH GOVERNMENT

Dainty Novelties
Splendid Selling Lines

KEMP'S BISCUITS

YOU MUST STOCK THEM

Send your name and address for samples and Export Price List.

SOLE EXPORT AGENTS

H. COLLINGS & CO.
16 Philpot Lane, E.C., London, Eng.

FOR QUALITY

WILSON'S
FLY PADS

PAY RETAIL GROCERS A LARGER PROFIT THAN ANY OTHER WELL ADVERTISED ARTICLE.

O.K. SODAS

40 to 44 to the Pound!

Elegant, crisp Sodas, uniform in quality and just what your customers will appreciate.

Are you selling this profitable line?

The Canadian Biscuit Co., - La Perade, Que.

The Successful Merchant

NO ALUM

is one that has made it his business to study the interests of his customers and recommend to them goods that have proved by experience to be all that are claimed for them. A merchant is known by the goods he sells. The reputation of Magic Baking Powder has made it a household word throughout Canada, and commands the respect of every advocate of pure food.

MAGIC BAKING POWDER

CONTAINS NO ALUM.

MAGIC is a medium priced baking powder and the only well-known one made in Canada that does NOT contain Alum.

E. W. Gillett Co. Ltd.

Toronto, Ont.

Winnipeg Montreal

SIXTY THOUSAND SOLD IN SIX YEARS

FIRST AND STILL THE BEST.

¶ The fact that we have sold sixty thousand McCASKEY REGISTERS in the six years we have been in business is sufficient proof that THE McCASKEY SYSTEM IS A SUCCESS.

¶ No thinking man doubts that.

¶ Since it is a proven success in handling credit accounts WITH BUT ONE WRITING why haven't you one?

¶ What it has done for sixty thousand merchants it will do for you.

¶ Let us prove it.

¶ A postal card will bring you information free.

DOMINION REGISTER CO.
LIMITED
Successor to The McCaskey Register Co. in Canada
96-104 Spadina Ave.
TORONTO CANADA

Clark's Meats AND Outdoor Occasions

The Picnic Season is on us.

There will be the usual demand for Clark's Meats for sandwiches, etc.

Help your Customers to make their Choice.

You know just what is needed.

Keep a good supply on hand to meet all requirements.

Wm. Clark - Montreal

Manufacturer of high-grade

—Food Specialties—

Ideal Egg Weighs About 1½ lbs. to the Dozen

How the Dealer Grades Eggs—The Condition of an Absolutely Fresh Egg—Evaporation of Water Occurs as it Grows Older —The Sign of a Dead Germ.

By Jno. A. Gunn.

In grading eggs, we divide them into a number of grades as follows:—

Selects, which consist of sound, good-sized, fresh, reasonably clean eggs. No. 1, sound, undersized, shrunken, stained eggs. No. 2, shrunken, dirty, stained, washed or salted eggs. No. 3, cracked, gallon eggs. No. 4, rots, total loss.

Now the ideal egg is one that weighs about one and a half pounds to the dozen. This is the standard size of export, and, generally speaking, meets all conditions.

The grades I have referred to are distinguished by candling. An expert takes an egg, and turning it can immediately tell the exact condition. An absolutely fresh egg, when held before the candle, is clear and only the dull outline of the yolk is visible; there is little or no air cell visible at the large end. Any egg other than that which is not absolutely fresh, shows a clear space at the large end. The air cell grows larger as the egg grows older; this is caused by the evaporation of the water content of the egg. If a dark spot is noticed, it is either a rot or a developing germ. A red spot is caused by a dead germ. A white streak in the shell shows that the shell is cracked.

Thus we grade our eggs, into the fresh, stale, cracked and rotten classes.

Chicago Classification.

It will be interesting and instructive to know how eggs are graded in such large centres as New York and Chicago, and I give you here the rules of the Chicago butter and egg board:

Eggs shall be classified and graded as "extras," "prime firsts," "firsts," "ordinary firsts," "seconds," "dirties" and "checks."

"Loss" as used in these rules shall comprise all rotten, broken (leaking), heavy spots, broken yolked, hatched (blood veined), and sour eggs. Very small, very dirty, cracked (not leaking), badly heated, light spots, badly shrunken, salted or frozen eggs shall be counted half loss in all grades excepting "seconds," "dirties" and "checks."

"Fresh gathered extras" shall be packed in new whitewood 30-dozen cases, unless otherwise specified, shall be free from small and dirty eggs and shall contain fresh, reasonably full, strong, sweet eggs, as follows:—February 15th to May 15th, 90 per cent.; May 15th to October 31st, 80 per cent.; November 1st to December 31st, 70 per cent.; and January 1st to February 15th, 80 per cent.

The balance may be defective in strength or fullness, but must be sweet. There may be a total average loss of one-half dozen per case, but if the loss exceeds this amount by not over 50 per cent. the eggs shall be good delivery upon allowance of excess.

Packing of "Prime Firsts.".

"Fresh gathered prime firsts" must be packed in new whitewood 30-dozen cases, unless otherwise specified, shall be reasonably clean, of good average size and shall contain fresh, reasonably full, strong, sweet eggs, as follows:—February 15th to May 15th, 85 per cent.; May 15th to October 31st, 65 per cent.; November 1st to December 31st, 50 per cent.; and January 1st to February 15th, 65 per cent.

The balance other than the loss may be defective in strength or fullness, but must be sweet. There may be a total average loss of one dozen per case, but if the loss exceeds this amount by not over 50 per cent. the eggs shall be good delivery upon allowance of the excess.

"Fresh gathered firsts" must be packed in new whitewood 30-dozen cases, unless otherwise specified, shall be reasonably clean, of good average size, and shall contain fresh, reasonably full, strong, sweet eggs as follows:—February 15th to May 15th, 70 per cent.; balance of the year, 45 per cent.

The balance other than the loss may be defective in strength or fullness, but must be sweet. There may be a total average loss of two dozen per case, but if the loss exceeds this amount by not over 50 per cent. the eggs shall be good delivery upon allowance of the excess.

"Fresh gathered ordinary firsts" shall consist of current receipts in any kind of cases as specified, they must contain the following percentage of fresh, reasonably full, sweet eggs:—February 15th to May 15th, 60 per cent.; balance of the year, 30 per cent.

The balance other than the loss may be defective in strength or fullness, but must be sweet. There may be a total average loss of four dozen per case, but if the loss exceeds this amount by not over 50 per cent. the eggs shall be good delivery upon allowance of the excess.

EXTRAVAGANCE THE CAUSE.

This Combined With Increase in Supply of Gold Produce High Living, Says Commission.

St. John, N.B., May 11.—A commission appointed by Massachusetts state to investigate the cost of living in St. John, Montreal, Yarmouth and other Canadian points, as compared with Boston and other New England cities, have submitted their report to the legislature. The commission finds that the increase in the world's gold supply and extravagance by individuals and the government is mainly responsible for the higher prices.

Trusts, tariff and labor unions are not held directly responsible, but it is admitted the tariff cuts off possible relief to the consumers by closing the cheapest source of food supply.

The commission recommends that the expediency of removing all duties on food products be considered when tariff is next revised. Vigilance with reference to trusts dealing in the necessities of life is advised.

In comparison with Canada the commissioners found meat and provisions ten per cent. higher in Boston than in Montreal, but on groceries Montreal is four per cent. higher.

Meat and provisions in Bangor are 13 per cent. higher than St. John but St. John pays eight per cent. more for groceries. Butter is three cents higher in Bangor than in St. John. For vegetables St. John is lower. The commission found an "excellent fish market" in St. John, but fresh fish prices were higher than in Boston. Bread was also cheaper in St. John.

Regarding reciprocity, the commission says: "The extension to Canada of reciprocity in the matter of manufactures is, in our belief, for the present out of the question. The forces now dominant in Canada would not listen to any proposition that would endanger her present industries, and there is no reason why they should."

Generally living costs about the same in both countries.

LOSSES WERE TOO HEAVY.

A report from Chilliwack, B.C., states the reason the Chilliwack Co-operative Assn. went out of business—as noted in last week's issue—was that it found retailing an unprofitable trade. Until a year ago the business paid a dividend of 9 p.c. to the shareholders. "Lately, however," says the despatch, "several losses were sustained both in the store and in the selling of farmers' products on the markets, These losses were never recovered."

HE LIKES THE CARTOONS.

Editor Canadian Grocer.—There is no doubt that the cartoons which you have been publishing in The Canadian Grocer for some months past, under the heading: "Things That Shouldn't Be." are being eagerly watched for, and carefully studied by, your many subscribers. They are gotten up exceedingly well, and all that have been published in your valuable paper so far, are the kind that strike home with much force. They are not only a great help to the grocers to work along scientific principles, but they are also a strong incentive to clerks and salesmen to take a lively interest and to put forth much care in the performing of their duties.

AN ADMIRER.

Woodstock, May 11, 1910.

LOOK ASKANCE AT MAIL ORDER STORES.

St. Louis Jobbers Declare Themselves to be With Legitimate Retailers Only.

St. Louis, Mo., May 12.—Wholesale grocers of this city have expressed their refusals to furnish anything to mail order houses, stating that they prefer to co-operate with retailers in forming opposition to these big concerns. Referring to the mail order people, a member of F. Goebel & Sons, states that they are willing and ready to assist retailers in "your efforts to free the grocery trade from these leeches." Continuing he states: "We have never sold to any mail order house and will not do so in the future. We will render any assistance possible to help advocating co-operation between the jobbers and retailers."

H. W. Gildehaus & Co. referring to the same question said: "We do not supply mail order houses. We confine our efforts to legitimate retail grocers, refusing to sell to consumers, restaurants, laundries, hotels, department stores and mail order houses."

The Krenning Grocer Company were brief in their assertion but to the point. "We don't and will not sell mail order houses," they said.

The Wulfing Grocer Co. said: "We wish to state that it would not be to our interests to sell to mail order concerns. We have never catered for their trade, and, in several instances, where orders came to us unsolicited, we have turned them down."

Three other concerns are equally united in their methods of dealing with mail order houses.

ADVERTISING RAISINS.

Large California growers assisted by railway companies have contributed $20,000 to advertise all varieties of California raisins with a view to increasing the consumption. Philadelphia was selected as the city in which to inaugurate the campaign and Saturday, April 30th, was Raisin Day among retailers. One feature of the advertising will be new ways of preparing raisins and arguments as to their medicinal value. The campaign was undertaken in desperation as the result of dull and weak markets throughout the country.

John Scanlon, 385 Bleury St., Montreal, has been succeeded by the Colonial Grocery Co.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

MAPLE SYRUP!
Small's Maple Leaf Brand
is the Standard the world over.
CANADA MAPLE EXCHANGE
Montreal

Strength in Every Cupful
A Delicious Food and a Drink in One. A Cup of
Epps's Cocoa at Breakfast
Warms and Sustains You for Hours. As a Supper Beverage it is perfect.
Special Agents, C. E. Colson & Son, Montreal
Nova Scotia, E. B. Adams, Halifax. Manitoba, Buchanan & Gordon, Winnipeg

Here's a pointer for you!
If you wish to obviate all trouble with your Biscuit condition and quality, sell

"WHITE LILY" BRAND
Cream Sodas
in Jumbo tins.
It's just the extra care put into the mixing and baking of these biscuits, and the extra skill in choice of materials that make them a little better than the other maker's best.
"Soggy" condition is unknown with WHITE LILY BRAND!
Stock up freely with
WHITE LILY
Jam Jams, Havelock Lunch, Marshmallow and People's Fancy Mixed.
The profit's all right in selling 'White Lily' Brand. In bulk, boxes and tins.
WRITE FOR PRICES
J. A. MARVEN, Ltd., Moncton, N.B.

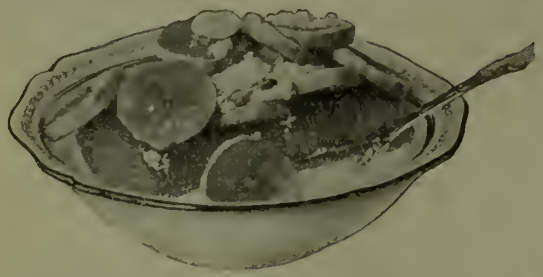
PURE
TOMATO CATSUP
You can work up a steady and profitable demand for this line if you handle an extra good quality. We are making a pure Tomato Catsup packed in
Bottles, Jugs and Kegs
that has proved an exceptionally good seller. It would certainly pay you to get our quotations, as we are offering splendid value. Write us about it. Write us today.
TAYLOR & PRINGLE CO., LIMITED
OWEN SOUND - ONTARIO

HOW TO
MEAT THE SITUATION

During these troublous times, when the price of meat is soaring skyward, tell your customers to make their "meat"

Shredded Wheat

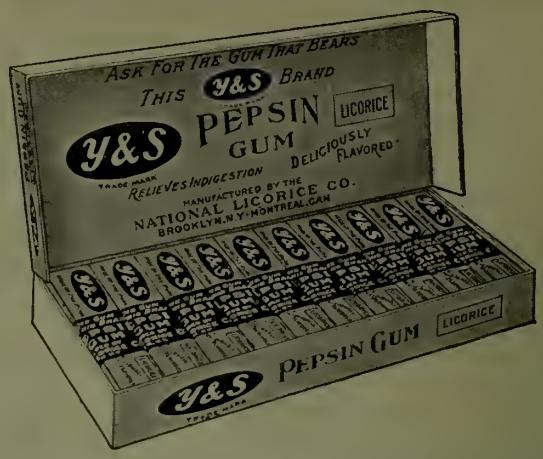
Of course, you don't want to hurt the butcher around the corner—he may not be to blame for the high prices—but people who have decided to cut out meat for awhile will thank you for telling them about such a nourishing, wholesome substitute as Shredded Wheat Biscuit.



If your customers like Shredded Wheat Biscuit for breakfast they will like it for any meal in combination with sliced bananas, baked apples, stewed prunes or other fresh or preserved fruits. Two Biscuits with a little fruit will supply all the energy needed for a half day's work.

MADE IN CANADA

The Canadian Shredded Wheat Co., Limited
Niagara Falls, Ont.



As we have entered the field for the manufacture of high-class pepsin chewing-gum under our brand of Y&S, which for forty years has been the leading brand of Stick Licorice sold in the United States and Canada, we beg to call the attention of the trade to the Y&S pepsin gum, a strictly high-class article containing only the finest ingredients. Y&S is the stamp of quality. We put up the following flavors: LICORICE, PEPPERMINT, WINTERGREEN, SPEARMINT. Order a sample box (assorted if required) from your jobber. There is no better gum made. Each piece wrapped singly. 5 pieces to package. 20 packages to box.

National Licorice Co.
MONTREAL

By Royal Letters Patent

NELSON'S
POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S
Gelatine and Liquorice
LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Wall, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S No better Chocolate

All the year round
Mott's
"Diamond" and "Elite"
brands of
Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.
Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Flour Market Affected by the Wheat Situation

Last Year's Heavy Crop and the Splendid Weather up to Present Pointing to Another Bountiful Harvest Has Not Tended to Boost Wheat Market or Sustain Prices of Flour—Cereals in Same Boat.

A Government report recently issued is authority for the statement that in 1909, Canada produced 166,752,540 bushels of wheat in comparison to 111,067,853 bushels during the previous year. The occupied fifth position in the list of the world's producers following Russia, United States, France and British India. Last year there were nearly half a billion bushels more wheat produced than in 1908. The bulletin also states that there were 749,707 acres sown in the fall of 1909. This area is 113 per cent. of that harvested in 1909. The condition on April 1st, was 92 per cent., 100 per cent. denoting a standard crop. The present situation is therefore resultant upon the heavy crop of last year and the present indications point to even a heavier crop this year.

The market is showing the effects of a rather depressive influence. Wheat that has been held is being turned into the market with the expectation of a bumper crop. Present indications are favorable.

The result has been to make the flour market uncertain, and as one authority stated, "It is rather sluggish just at present."

MONTREAL.

Flour—Flours are selling well at last week's quotations, and the most favorable symptom about the market is the increasing export demand.

Local demand is fair.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 60
Glenora, bbl	5 10
Manitoba spring wheat patents, bbl	5 60
" strong bakers, bbl	5 10
Five Roses, bbl	5 60
Harvest Queen, bbl	5 10

Oatmeal — Oatmeals are steady at former quotations, but sales are light. This is only to be expected in view of the approaching summer. Present conditions compare favorably with those at this time last year.

Fine oatmeal, bags	2 20
Standard oatmeal, bags	2 20
Granulated " "	2 20
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 65
Rolled oats, bags	2 00
" barrels	4 25

TORONTO.

Flour—The market seems to be in a lethargic condition, as far as prices are concerned. There have been no signs of a recovery of the drop that occurred two weeks ago, and according to some, the tendency is toward a decline. Sales have been fairly brisk.

Manitoba Wheat.

1st Patent	5 40	5 50
2nd Patent	5 00	5 10
Strong bakers	4 80	4 90

Winter Wheat.

Straight roller	4 80	4 90
Patents	5 2[illegible]	5 30
Blended		5 0[illegible]

Cereals—This market is also inclined to be quiet, although business has not fallen off. Under the present situation there is not a great deal to be said. The uncertainty of what may happen next has a quieting effect.

Rolled oats, small lots, 90 lb. sacks	2 00
" " 25 bags to car lots	1 90
Rolled wheat, small lots, 100 lb. brls	3 00
" " 25 brls. to car lots	2 90
Standard and granulated oatmeal, 98 lb. sacks	2 20

A NEW MILLING CONCERN.

Montreal, May 12. — Lt.-Col. A. E. Labelle, until recently local manager of the Ogilvie Flour Mills Co., and Thomas Williamson, its secretary, have, with a few other capitalists organized a new milling concern, which will be known as the St. Lawrence Milling Co.

The latest report regarding the plans of the new organization is that they expect in the near future to construct a mill in Montreal with a capacity of about 2,500 barrels per day. It is estimated that the cost will approach $300,000.

Among those interested locally in the new firm is G. A. Grier, of G. A. Grier & Son, lumber merchants. It is rumored that English capital is backing the enterprise.

THE PRESIDENT RETIRES.

Changes have been made in the officership of the Borden Condensed Milk Co., New York, with the recent resignation of the president, Wm. J. Rogers, who has retired on account of ill health. The new president is S. Frederick Taylor, the other officers being as follows: Vice.-Pres., Walter M. Gladding; Secretary, S. J. Pearson; Asst. Sec., Robt. L. Cleary. F. D. Shove continues as treasurer and A. W. Milburn as assistant treasurer. The board intend tendering to the retiring president a testimonial dinner in the near future.

Phelps & Binns, Montreal, have removed to 855 St. Catherine St.

Wolf, Sayre & Heller have removed from 194 to 268 St. Paul St., Montreal.

A DEBT OF GRATITUDE.

From The Bowmanville Stateman.

Retail grocers all over Canada owe a big debt of gratitude to The Canadian Grocer publishers for the very excellent report of the convention of The Ontario Wholesale Grocers' Exchange. Trade secrets, trade conditions, abuses, rebates, etc., were freely discussed, and many eye openers were related.

There's always a big demand among campers and picnickers for a good Soda Biscuit!

Are you stocking

Mooney's "Perfection" Cream Sodas

the kind that always reaches your customer in a crisp and fresh condition?

It's a line that never fails to satisfy, and leaves a good margin of profit.

They are pleasantly palatable and perfectly pure.

See to your stocks.

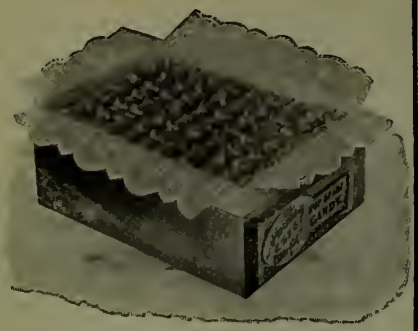
The MOONEY BISCUIT & CANDY CO., LTD. Stratford, Can.

COX'S INSTANT POWDERED GELATINE

The PURITY of this GELATINE is GUARANTEED by Messrs. COX who themselves both MANUFACTURE and PACK their brand under scientific supervision.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co. "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills, EDINBURGH



Experience !

You remember in the old days there was a system of apprenticeship usually about four years' grinding to learn a business.

After serving this term one was supposed to be quite proficient. In time one became an expert in a chosen field—if one stayed with the work.

Experience made one such.

Now, it's fully twenty-five years since we began making Bordeaux Chocolates. In the first few years we learned all they could teach us about them.

But we were not satisfied. We did not feel we had attained perfection. We kept on plugging.

Eventually we considered we had reached highest attainable perfection.

Everyone complimented our quality by imitating it.

So we registered our brand—for your protection—the public's—our own.

That perfect confection, the result of our experimenting, our experience, has since been known, and is now famous as the

"CHOCOLATE BORDO"

and it's an all-the-time winner.

The Montreal Biscuit Company

Manufacturing Confectioners

MONTREAL

TRUMILK

An excellent full cream milk in powder form, suitable for tea, coffee, cereals, etc.

MILKSTOCK

A separated milk in powder form, perfect for all kitchen uses.

Both these products are guaranteed to be absolutely free from all chemicals, preservatives or adulterations of any kind, and are excellent articles for drinking purposes. *Always sweet, safe and pure.* Prices, profit, and any other information required, sent on application to

Canadian Milk Products, Limited

Sole Manufacturers

Head Office : MAIL BUILDING, TORONTO.

The New Flavor

MAPLEINE

Better Than Maple

The Crescent Mfg. Co., Seattle, Wash.

Frederick E. Robson & Co.

Sales Agents

26 Front St. E., TORONTO

W. H. ESCOTT

WHOLESALE

Grocery Broker

141 BANNATYNE AVENUE

WINNIPEG

COVERING

MANITOBA and SASKATCHEWAN

CORRESPONDENCE SOLICITED

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments Write us for prices. Phone order our expense

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, MANAGER

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance.

WRITE TO

P. POULIN & CO.

39 Bonsecours Market, - Montreal

WE SELL FEATHERS TOO

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON

Pot and Pearl Barley

Split Peas and Feed

John MacKay, Limited

BOWMANVILLE, - ONTARIO

SUCHARD'S OOOOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

THE HODGSON GUM CO.

898 St. Lawrence St. MONTREAL

Makers of High Class Gums at Popular Prices. Write for Samples and Quotations.

We make special brands to order.

When writing advertisers kindly mention having seen the advertisement in this paper.

Purity
A Big Five Roses Feature

WHY the Food Laws, Brother Grocer?

To *compel* Purity in foodstuffs.

And what is Purity in *Flour?*

Nothing but the floury heart of the sun-ripened Manitoba wheat berry, nothing added save skill and experience, nothing subtracted save dirt and impurities.

Purity means the absence of all woody particles, the fibre, indigestible and dark-colored bran coat, the wheat skin, the fuzz and whiskers.

It means no trace of dirt, dust or imperfection; no grit, no foreign matter.

No specks or stains to vex the soul of the fastidious housewife, no complaints over your counter.

It means expert wheat buyers to reject off-grade stuff; bin-burnt, rusted wheat; soft wheat; smutty wheat, and a thousand other kinds.

It means expert shippers, experienced millers, modern milling science and methods; means automatic milling, *hand-proof*, germ-proof; it means clean packing, clean packages; plant cleanliness, hygienic conditions.

It means a water-power plant like the Keewatin mills, out in the country air away from the belching smoke-stacks of the industrial centres.

It means FIVE ROSES, don't you see?

Long before the Pure Food Legislation was talked about, Brother Grocer, we had our own code of purity, *stricter than any law.*

We have seen other mills, American and Canadian; we have studied their surroundings, their methods, their sanitary regulations; and *we say in all sincerity*: there is no cleaner, more hygienic plant in all the milling world than the Keewatin mills, no more ideal location anywhere.

You tell your customer that there is no sweeter, purer flour made than FIVE ROSES—you *know* you speak truly, you *know it is so.*

Think of the effect of the words: *"Madam, your hands are first to touch FIVE ROSES.* Your own earnestness *must* carry conviction, *must compel* her order and re-order. You command a *bigger price* because of *higher value.*

When her family health is at stake for a few cents' difference, will she hesitate?

When the health of *your* trade is at stake, Brother Grocer, will YOU hesitate?

LAKE OF THE WOODS MILLING COMPANY, LTD.
CANADA

Strawberries

Are now arriving in good shape and are selling well; prices are low.

ORANGES

You will want an extra supply for the Holiday. Order early.

TOMATOES

Floridas are now at their best. We have always full supplies New Potatoes, Cabbages, Cucumbers, Asparagus, Lettuce, Radish, etc.

25-27 CHURCH ST. - TORONTO

Carload Importers

Tracuzzi's

November cuts now on the market are very fine. There is nothing else on the market that even the most elastic judgment would refer to as "just as good." Other brands are just what they are.

"St. Nicholas"

and

"Home Guard"

are fine, elegant, superior.

J. J. McCABE

AGENT

32 Church Street, Toronto.

Tomatoes are Firmer and May Still Go Higher

Early Vegetables and Fruits are Moving Easily at Good Prices and With Steady Demand—Oranges and Lemons Have Braced and Have Decidedly Firm Tone, Although S. S. Fremona's Cargo May Have Temporary Effect — Strawberries a Feature of Market.

MONTREAL.

Green Fruits.—The new Mediterranean fruit which arrived on the S. S. Fremona was auctioned off Wednesday, and brought good prices. The grade is pronounced good for first arrivals.

Bananas are coming in freely, and as a result the price has sagged to $1.65 to $2 crated. Trade is improving daily.

Apples—			Lemons—		
Baldwins, bbl.		3 50	Sicily bitters, box	1 75	2 25
Greenings, bbl.		4 00	Messinas	3 00	3 25
Russets		5 50	Oranges—		
Kings, No. 1		4 00	Floridas		3 00
Spies, per bbl.	4 25	6 00	California navels	3 25	3 75
Tallman Sweets		3 00	Porto Ricos		2 50
Bananas crated, bunch	1 65	2 00	Mexicans		2 25
Cranberries, bbl.	6 00	10 00	Sicily bitters, box	2 25	3 00
Cranberries, per bushel box	1 50	2 00	Jamaica, bbl	3 75	4 25
Cocoanuts, bags		4 25	Valencias, large, per case		4 50
Grape fruit—			Pineapples—		
Florida, box		5 00	Floridas, case	3 75	4 25
Grapes, Almeria, per keg	5 00	7 50	Strawberries—		
			Florida, qt.	0 15	0 18

Vegetables.—Both wax and green beans are coming on the market freely, and are bringing $5.50 per large basket. Some very fine celery has been received, put up in large crates, selling at $6.50 to $7. Recent arrovals of new cabbages and potatoes have reduced prices in those lines, and trade in them is good. There seems to be somewhat of a general improvement in most lines.

Asparagus, doz.		5 00	Red, per bag		1 50
Beans, green, wax basket		5 50	Spanish, cases 150 lbs.	3 50	4 25
Beets, bag	0 25	0 50	Spanish, ½ cases	1 50	1 75
Carrots, bag	0 40	0 75	Potatoes—		
Cabbage, bbl	1 50	2 00	Montreal, bag	0 60	0 70
Cabbage, new, ct	3 00	3 25	Potatoes, new, per bbl		5 50
Celery—			Sweet, per bbl.	2 50	3 50
Florida, crate	2 75	3 50	" basket		1 75
Celery, large, crt.	6 50	7 00	Parsley, dozen	0 30	0 60
Cauliflowers, crate		5 50	Parsnips, bag	0 75	0 80
Cucumbers, doz.		2 00	Radishes, dozen bunches		0 25
Garlic, per lb.		0 15	Rhubarb, doz.		0 75
Green Peppers, basket		0 75	Spinach, bbl.		2 00
Lettuce—			Tomatoes—		
Montreal, box	0 50	0 60	Floridas, crate	2 75	3 25
Imported, box		2 20	Cubans, crate	2 25	2 50
Mushrooms, lb.	0 50	0 75	Turnips, bag	0 50	0 75
Onions—					
Egyptian, lb.		0 02½			

Fish.—Haddock is keeping scarce, with a little sign of improvement. River fish are still plentiful. B. C. salmon is now coming through at a high figure and Gaspe are expected soon. There is hardly any trade in pickled, salt or prepared fish. Brook trout are coming in fairly well at high prices. Trade in general is more satisfactory and demand on the increase.

FRESH

Shad, 'Roe,' ea.		0 80	Brook trout		0 23
Shad, 'Buck,'ea.		0 40	Lake trout		0 10
Pike		0 07	Whitefish		0 12
Perch		0 05	Mullets		0 05
Steak cod		0 05	Haddock		0 05
B.C. salmon		0 20	Halibut		0 10
Gaspe salmon		0 50	Bullheads		0 10
Market cod		0 05	Carp		0 08

FROZEN

Codfish	0 04	0 04	Mackerel		0 08
Dore, winter caught, per lb.		0 08	Pike		0 06
Haddock		0 05	Salmon, B.C., red,		0 10
Halibut, per lb.		0 10	Gaspe salmon, per lb.		0 18
Herring, per 100		1 00	Smelts, 10 lb. boxes		0 07
Market cod		0 04	Whitefish, large, lb.		0 09
Steak cod		0 05	Whitefish, small		0 07

SALTED AND PICKLED

Green cod, No. 1, bbl.	6 00	6 50	Salmon, B.C., red, bbl		14 00
Labrador herring, bbl		5 00	" " pink, bbl		12 00
" " ½ bbl		2 85	" Labrador, bbl		18 00
Labrador sea trout, bbls		11 00	" " ½ bbls		9 00
Labrador sea trout, half bbls		6 00	" " trcs., 300 lb.		23 00
No. 1 mackerel, pail		2 00	Salt eels, per lb.		0 07
" " ½ bbls		9 00	Salt sardines, 20 lb. pls		1 00
No. 1 pollock, bl		4 00	Scotch herring, bbl		6 50
Holland herring, bbl		5 50	" " keg		1 00
" " keg		0 75			

SMOKED

Bloaters, large, per box	1 00
Haddies	0 07
Herring, new smoked, per box	0 13
Kippered herring, per box	1 00

SHELL FISH

Shell oysters, bbl.	9 00
Lobsters, live, per lb.	0 15
Oysters, cholce, bulk, Imp. gal.	1 30
" Selects, Imp. gal.	1 5.
" "Sealshipt," standards, per Imp. gal.	1 75
" " seleot, per Imp. gal.	2 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Shredded cod, per box	1 80
Skinless cod, 100 lb. case	5 50

TORONTO.

Green Fruits.—A steady demand for fruit of all kinds is giving the market a healthy tone. The production in most instances is only moderate with the result that prices are maintained at a strong figure. There is still a fair market for apples although they are practically done. Northern spies are clearing out at from $3.50 to $5 a bbl. There is a fair demand for grape fruit. Strawberries are market favorites. There is continued strong demand. The North Carolina variety is selling at from 14c to 18c a box with 16 and 17 cents prevailing. Virginia berries are due. Strawberries have given no trouble this spring and move easily. The first cherries have been opened on the local market. They are of extra fine quality and demand $3.50 a box.

Oranges are particularly strong. According to one authority the navels may be expected to clean out within the next two weeks and at present they are selling well with the demand strong and prices inclined to an increase. The market has not been over-supplied and quotations have been healthy.

The same may be said of lemons. The "Fremona" was expected at Montreal this week with 27,000 packages of oranges and lemons. There is some speculation as to what effect this supply will have on the market. With warmer weather lemons are expected to become even firmer than at present.

Apples	1 00	5 00	Lemons, Sicily	3 00	3 50
Northern Spies, a barrel	3 50	5 00	Oranges—		
Bananas	1 75	2 25	California navels		
Cherries, California, box		3 50	Large	3 00	4 00
Cocoanuts, sack		4 50	Small	3 50	4 00
Grape Fruit—			Mexican	2 50	3 00
Florida	3 75	4 75	Valencia	3 50	3 75
			Pineapples, case	3 50	3 75
			Strawberries—		
			N. Carolina, q. bx	0 16	0 17

Vegetables.—Tomatoes are presenting a strong front to the market and the slight increase that was noticed during the past week is expected to reach a higher figure in the near future. The demand is particularly good and there has been no possibility of overstocking the market. Other new vegetables, for the most part, are a little easier. Business is brisk, however, the public taste calling for the delicacies of the season, even though they have to be imported. The easier prices for most of the articles were generally expected. New potatoes are inclined to be slow although

the price is somewhat easier. The general market is bright and snappy.

Asparagus, per dozen	1 00	1 25	Green, per doz		0 30
Beets, hamper		1 25	Spanish, small, case		1 25
Beans, green per hamper		3 75	Egyptian, sack	2 50	2 75
Beans, wax, per hamper	4 50	5 0	Texas Bermudas per crate	1 75	2 00
Cabbage, case	3 00	3 50	Parsnips, bag	0 75	0 80
Carrots, hamper		1 75	Potatoes, bag	0 45	0 55
Celery, case		5 50	Bermuda, new, per barrel	5 50	7 00
Cucumbers, doz.	1 00	1 50	Sweet, hamper	1 00	1 25
Cucumbers, hpr		3 50	Parsley, per doz bunches		0 70
Lettuce, per doz Boston head		1 50	Radishes, hpr	0 75	1 25
Lettuce, Canadian, dozen		0 30	Peas, green, per hamper		3 00
Mushrooms, lb	0 50	0 60	Rhubarb, doz		0 50
Onions—			Spinach, hamper	0 50	0 60
Valencias, new, crate	3 00	3 25	Tomatoes, case of 6 baskets	2 75	3 25
Spanish	3 50	3 75	Turnips, bag		0 40

Fish.—The market in fish is steady. White fish is quoted at 12c a pound with the demand well sustained. Fresh-caught varieties are in favor.

FRESH CAUGHT FISH

Halibut	0 09	Steak cod	0 07½
Salmon trout	0 10	Perch	0 07
White fish	0 12	Haddock	0 06½

FROZEN LAKE FISH

Goldeyes	0 06	Pike	0 05
Pickerel yellow	0 08	Whitefish, frozen	0 0½
		Perch, fresh caught	0 07

OCEAN FISH (FROZEN)

Herring, per 100	1 50	Salmon, pink, per lb	0 08
Mackerel, each	0 20	" red	0 09
Smelts, No. 1	0 08	" sea dressed	0 10

SMOKED, BONELESS AND PICKLED FISH.

Acadia, tablets, box	1 60	Fillets, per lb	0 11
Bloaters, per basket	0 90	Haddie, Finnan	0 07
Codfish, shredded, box	1 80	Herrings, Digby, bndle	0 60
" Bluenose, "	1 40	Herrings, Imported Loch Fyne, per kit	1 50
Cod steak, per lb	0 07	Kippers, per box	1 25
Cod, Imperial, per lb	0 05	Quail on toast, per lb	0 05½
Ciscoes, per basket	1 25		

FRUIT NOTES.

A report from Koshkonong, Mo., states that there is bumper crops of Elberta peaches now on the trees. They escaped damage from the weather, and are in good shape.

California cherries sold at high prices in New York this week. Owing to the demand and small supply prices ranged from $7.75 to $9 a box.

According to a report from Florida, grape fruit are about all shipped. It says, "We think the trade who purchase grape fruit now will find it valuable property."

While North Carolina strawberries are still reaching the Canadian market, first arrivals from Virginia point to the fact that the supply is coming from a still more northerly point. Home-grown berries will soon be offered on this side of the border if the warm weather continues.

24th May--Victoria Day

Everything that goes to make your business bigger and better in the fruit line for this holiday WE WILL HAVE.

DON'T TAKE ANY CHANCES—Place your orders with us and get the best goods and lowest price.

STRAWBERRIES, PINEAPPLES, TOMATOES, BANANAS CUCUMBERS, GREEN PEAS, WAX BEANS, GRAPE FRUIT, CALIFORNIA CHERRIES, ASPARAGUS, CABBAGE, SPINACH.

ORANGES: NAVELS, MEXICANS, VALENCIAS, BLOOD ORANGES.

We draw special attention to BERRIES. We are heaviest receivers of best goods, cars arriving daily.

WHITE & CO., Limited

Toronto and Hamilton

FANCY

RIPE — PINEAPPLES, FLORIDA TOMATOES, BANANAS

FRESH — LETTUCE, RADISH, RHUBARB, GREEN ONIONS

Finest Oranges and Lemons

HUGH WALKER & SON

Established 186 1) GUELPH, ONTARIO

Buster Brown

THE BRAND OF SICILY'S FINEST LEMONS

The Brand of Quality **The Brand of Value**

Be sure to mention the name when ordering from your wholesaler.

FOLLINA BROS., PACKERS W. B. STRINGER, SALES AGENT

Preparing the Coffee Bean for Export Trade

How the Different Sized Beans are Separated — Sorting the Grades According to Quality—This was Formerly Done by Hand—Season for the Ripening of the Coffee Crop.

By D. Williams.

Kingston, Jamaica, May 11.—The Island of Jamaica is a large producer of coffee, and upon the sloping sides of its high hills and fertile valleys are extensive plantations of the coffee tree. Probably few people, however, who sell and who enjoy the fragrant beverage have any idea of the amount of labor connected with it after it leaves the tree until it is ready for the coffee pot.

The coffee crop begins to ripen about the first of September and continues till December, but the time varies in different localities. After the pods are picked, they are thrown into water and run through a machine called a pulper, which separates the bean from the pod and also removes the rough outer husk from the bean. This is usually done on the estate where the coffee is grown, after which it is sacked and sold to the dealers or coffee mill owners. Of those mills the largest in Jamaica is the one recently erected by Lascelles de Merchado & Co., in Kingston. This mill is being fitted with modern and up-to-date machinery.

The sacks of crude coffee beans after they arrive at the mill are emptied upon a clean, hard floor under a large suction pipe. This draws the beans up and in turn empties them into a hopper while the strong current of air drives off any dust or dirt that may have adhered to them. They now pass through a huge revolving cylinder heated by hot air supplied by a centrifugal fan where they are thoroughly dried and passed on to another machine that removes the two remaining hulls from the bean.

The hulls or refuse from the coffee bean are driven by a fan down a tube to the furnace room where it is used as fuel under the boilers that supply the mill and enjoins with steam. The now thoroughly cleaned beans are carried by an elevator up to the second flat to an ingeniously contrived and elaborate machine that separates the different sizes and qualities of the beans each passing by a separate tube to its respective receptacle. The larger and better quality is still picked over by hand, a number of girls being employed to separate the large long bean from the shorter one.

The work of separating and sorting the different grades and sizes of coffee beans was formerly nearly all done by girls and women picking them over, but this will to a great extent be done away with in this mill, their improved machinery doing much of the work and doing it better than by the former process.

After the beans have been sorted, some of the product is sacked and in that condition exported to the various foreign markets. Large quantities, however, before shipment are put through an automatic roaster, a contrivance in the shape of a furnace that gives the beans just heat enough to thoroughly do the work without at any time over doing it.

TRAVELER'S NARROW ESCAPE.

Was Sleeping on Third Floor of Burning Hotel—Need of Better Protection.

Brockville, Ont., May 11.—Capt. H. W. Lumb, traveler for S. H. Ewing & Sons, Montreal, whose home is in Brockville, was one of those who had a narrow escape in the recent Cornwall hotel fire. When he arrived home his hands were covered with bandages and his usual natty attire was replaced by misfits.

He tells a graphic story of the holocaust which serves to show the great need of better protection from fire for the men who make the road and hotels their home for the greater part of every week.

Capt. Lumb had arrived in Cornwall the evening of the fire, working home for the week-end and made his headquarters at the Rossmore House for the night, being allotted a room on the third storey. Some time during the early morning he was awakened by a smothering sensation and was horrified

Epicure Brand Lobsters

SIMPLY a little more care, closer supervision, attention to details, little things in themselves, but these matters affect the quality of lobsters.

And it is because we are so careful that we can always give you uniform quality in lobsters packed under this brand.

Take no risk. Do not chance displeasing a particular customer.

It were better to order a dependable brand and be sure.

Order "Epicure" Brand At Once, for the Pack May be Light and Demand is Heavy.

C. H. MITTON
Sole Packer
PORT ELGIN, N.B.

FRED. L. MYERS & SON
ESTABLISHED 1879.
KINGSTON, JAMAICA, B.W.I.
Wholesale Wine and Spirit (Rum, etc.), Sugar, Export and Commission Merchants and Wharf Owners.
Our Specialties:—Sugar and "GENUINE JAMAICA RUM" shipped to all parts of the world.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Tidy Lard Dishes

Two Oval Butter Dishes—one to hold the lard, the other to cover it, with the edges meeting, is the tidiest package you can make.

Graham Bros. & Co., Kinmount, Ont.

Lemon Bros.
Owen Sound, Ont., and Sault Ste. Marie
Wholesale FRUIT, FISH and PRODUCE
Commission Merchants, and
Dealers in HIDES, WOOL and RAW FURS

TRY LEARD'S LOBSTERS and CANNED CHICKEN
Write for Prices
W. A. LEARD
Summerside, - P.E.I.

If the Merit Wasn't There

We couldn't in a thousand years sell the salmon we have under the QUAKER BRAND. It's because of the undeniable and consistent high quality of the brand that "QUOKER" has stood for THE BEST in salmon for years.

Your own interests demand that you sell the best Salmon. QUAKER BRAND

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

Your best customers will buy "Concord" Norwegian Sardines

because of their distinctive and delicate flavor, and because there is an absolute guarantee of purity of contents given with each tin.

Each tin is provided with a spare lid for use after the tin has been opened.

"CONCORD" SARDINES will more than please your better-class customers, and will prove a remunerative line to handle.

CCC
Norwegian Canned Goods

LIST OF AGENTS:

R. S. McIndoe, Toronto; A. H. Brittain & Co., Montreal; W. A. Simonds, St. John, N.B.; Watson & Truesdale, Winnipeg; Radigar & Janion, Vancouver and Victoria, B.C.

Sardines in Oil

Brunswick Brand

ARE YOU BUILDING UP YOUR CANNED FISH TRADE?
YOU CAN DO IT BY THE BRUNSWICK RRAND.

THEY HAVE A FLAVOR DISTINCTLY THEIR OWN
THEY ARE UNSURPASSED IN QUALITY
THEY ARE PACKED IN SANITARY CANS
THEY COME IN THE REGULATION—100—¼ CASES
THEY WILL ASSIST IN BUILDING UP YOUR TRADE
THEY ARE PACKED BY SKILLED HELP AND MODERN METHODS
THEY YIELD THE DEALER A LIBERAL PROFIT
THEY ARE WELL KNOWN AND GIVE SATISFACTION

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C. B.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec; Leonard Bros., Montreal; A. W. Huband, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

to find the room filled with smoke. Though breathing under great difficulties he managed to find his way to the door carrying his grip containing money and valuables. Flames seemed to have enveloped the whole building and cries for help were coming from all directions.

A lady occupying a room convenient to Capt. Lumb's was in dire distress. Passing out into the stifling hall he implored her to accompany him to the nearest window. She halted and the next moment the flames had enveloped her. By this time the fire was dangerously near Capt. Lumb. Upon reaching the nearest window he located the rope fire-escape tied in a bag. The rope was a tangled mess and Capt. Lumb had almost given up hope of straightening it out. After a great deal of tugging he finally got a portion of it into shape for use and forcing the double sash on the window he slid down as far as it reached, burning his hands terribly. The escape fell short of the ground about twenty-five feet which he was forced to jump. Fortunately he escaped with a slight shaking up, suffering no fracture of his limbs.

Upon reaching the ground in his night clothes he was hurried to a place of shelter across the street where every attention was given him, including suitable clothing which he wore home. As to the details of the fire generally he was not in a position to discuss, further than to say that he considered it a very badly handled affair on the part of the brigade. The thought of the unfortunate woman whom he tried to save completely unnerved him.

Capt. Lumb lost his clothing, also the grip which he carried to the window, leaving it there in the excitement of the moment. It contained over $100 in money, his watch, chain, rings and other valuables.

RECENT TRADE CHANGES.

Events of the Week in Canada Told in Condensed Form.

Ontario.

J. P. McKenny, grocer, Port Hope, suffered a loss in a recent fire.

A new grocery store is being opened in Port Arthur by Falls & Foote.

Fred Zimmerman, grocer, St. Catharines, has sold to J. W. Bain & Son.

J. W. McBride, grocer and butcher, Hamilton, Ont., has sold to M. B. Hibbard.

Mrs. J. T. Upper, general merchant, Low Banks, Ont., advertizes her business for sale.

M. J. Cleland, general merchant, South Mountain, Ont., is advertizing his business for sale.

B. W. Levesette, Jas. L. Aquire, J. E. Thompson, grocers, Norwood, Ont., suffered loss by recent fire.

J. B. Pearce & Son and Waters & Son, general merchants, Norwood, Ont., have sustained loss by fire.

Fred Adam, grocer, Sudbury, has admitted his brother into business with him, to be known in future as Adam Bros.

Quebec.

Parker & Stone, grocers, Montreal, Que., have registered.

Richard Reany, fruit broker, etc., Montreal, Que., has registered.

R. Taylor & Co., wholesale produce, Montreal, Que., have registered.

Honore Blouin, wholesale grocer, Quebec, Que., offers to compromise.

A meeting of the creditors of Cyrus Kellar, Low, Que., is called for May 13th.

The assets of the Caledonian Biscuit and Confectionery Co., Ltd., are to be sold.

Jos. and A. Blain, grocers and butchers, Maisonneuve, Que., have registered.

Frizzell Bros., general merchants, Kinner's Mills, Que., have suffered loss through fire.

Western Canada.

W. J. Bragg, grocer, Winnipeg, Man., is discontinuing.

W. Robinson, grocer, Enderby, B.C., is negotiating for sale of his business.

R. C. Roberts & Co., general merchants, Osage, Sask., are discontinuing.

J. A. Hammond, general merchant, Fruitvale, B.C., has disposed of his business.

W. J. Boyle & Co., Ltd., general merchants, Armstrong, B.C., have sold to A. G. Horswill.

Marsh & Cameron, grocers and bakers, Calgary, Alta., have sold grocery business to S. G. Carscallen.

The stock of the general store of J. E. Alexander estate, Ridming Mountain, Man., has been sold to B. Segal.

New Companies.

An Ontario charter has been granted Medland Bros., Limited, to purchase and acquire the business of Medland

Tell Your Customers That :

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD

D. McDougall & Co., Ltd., GLASGOW, SCOTLAND

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

TANGLEFOOT

The Original Fly Paper

For 25 years the Standard in quality

All others are imitations

JAMAICA CIGARS and CIGARETTES

"La Retreat" Brand

Made from the finest and choicest tobacco.

La Retreat Factory Co.
7 Port Royal St.
Kingston, Jamaica, B. W. I.

Agent required for these Products in Canada.

Special inducement to financially responsible party.

Black Watch

The Big Black Plug Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade

Bros., Toronto, Ont. It is capitalized at $200,000.

The Lake Erie Fish Company, Limited, capitalized at $40,000, with head office at Amherstburg, has received an Ontario charter to carry on a general business of fish dealers.

An Ontario charter has been granted The Steele Fruit Company, Limited, capitalized at $40,000, with head office at London, Ont., to carry on business as wholesale and retail fruit dealers.

A Dominion charter has been granted "Dustbane Mfg. Co., Limited," to manufacture and deal in dust absorbing or removing compounds, domestic woodenware, brooms, whisks, polishes, etc. The head office is in Ottawa, Ont., and the stock issue amounts to $50,000.

A Dominion charter has been granted "Sultana, Limited," a company with head office in Montreal, formed for the purpose of manufacturing and dealing in shoe polishes, dressings, metal polishes, ammonia products, dyes, stove blackings, etc. The incorporated stock is placed at $90,000.

SPAIN WANTS TREATY WITH CANADA.

During the season of 1909-10, says Robt. Frazer, writing from Valencia, Spain, exports of Valencia raisins to Canada amounted to 82,000 hundredweight. This was 13,900 hundredweight more than during the season of 1908-09. Regarding this trade with Canada he says:

"The steady increase of Valencia raisin exports to Canada and the great future possibilities of the Canadian market are now centreing the attention and energies of farmers and export associations on the prospects of obtaining more favorable tariff conditions from Canada. The fruit region is being canvassed to this end and is asking for a commercial treaty or other arrangement with Canada on lines placing Valencia raisins on the same tariff footing as is accorded French dried fruits in the Franco-Canadian treaty. The Spanish Ministry of State has been petitioned to this effect, and it is pointed out that as Spain enjoys precisely the same commercial relations as France both with Great Britain and the Dominion of Canada she is entitled to the benefit of the concessions accorded to French dried fruits under the Franco-Canadian commercial convention, which went into effect on February 1."

One minute spent in reading this 'ad.' will mean many dollars in your pocket, that is if you are wise and feature the

7-20-4
CIGAR

in your Tobacco Department. It's a steady and ready seller and leaves a 'worth-while' profit for you. Write for prices.

Sherbrooke Cigar Co., Sherbrooke, Que.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from Imported Leaf Exclusively

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

ADDING MACHINE.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

AGENCIES WANTED.

A FIRM OF COMMISSION AGENTS in Jamaica are desirous of representing Canadian firms manufacturing groceries, biscuits, condensed milk, etc. Can influence large turnover in these lines. Highest references given. Box 343, CANADIAN GROCER, Toronto. (tf)

BUSINESS CHANCES.

FOR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover $20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

IF YOU WISH TO SELL your business or farm, we can find you a customer. If you wish to BUY, write us. We may have just what you are looking for. Address, Wm. J. Platt & Co., Bridgeport, Conn. (19)

COUNTER CHECK BOOKS.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

FOR SALE OR RENT—Store and dwelling combined, with or without grocery stock, in thriving town about thirty miles from Toronto. Box 350, CANADIAN GROCER, Toronto.

FOR SALE—The biggest little grocery business in Windsor, Ont. Address Box 348, CANADIAN GROCER, Toronto. (22p)

FOR SALE in the city of Windsor, Ontario, large corner grocery store. Good business reasons for selling. Address 23 Pitt St. West, Windsor, Ont. (23p)

MALE HELP WANTED.

WANTED—At once, first-class catsup maker. Give references and full particulars. Box 64, Hamilton, Ont. (tf)

WANTED—TRAVELERS—J. Hirsch & Sons, Ltd., Montreal, manufacturers of the Irving and Metropole Cigars, want travelers with knowledge of the territory in the Lower Provinces and the North West. Apply by letter, stating experience and giving references. Applications treated in strict confidence. (19p)

MISCELLANEOUS.

725,000 live merchants use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

MISCELLANEOUS.

ATTRACTIVE fixtures sell your goods. Walker Bin Fixtures and Show Cases prove invaluable in economising store space, and by compelling custom, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. Walker Bin and Store Fixture Company, Ltd., Berlin, Ont.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fenaom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

DON'T use poor business stationery. Get your printer or stationer to furnish you with "Banker's Bond." Letterheads, envelopes, writing tablets, etc. Goods perfect, price moderate. Satisfaction accompanies the added prestige which follows the use of good stationery. W. J. Gage & Co., Limited, Paper Makers, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

FOR FILING PAPERS, LETTERS and Vouchers, fastening bulky envelopes or backing statements, the ACME No. 2 Binder is indispensable in every store. Penetrates the thickest paper and perforates and binds in one operation. For sale by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Company, Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Lesch Concrete Co., Limited, 100 King St. West, Toronto.

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

MISCELLANEOUS.

PROFESSIONAL MEN, business men, merchants, church workers, find innumerable uses for the Fulton Sign and Price Marker. The Fulton Rubber Type Company, of Elizabeth, N.J., are makers of Ink Pads, Daters and business outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of business, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S" The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

REPRESENTATIVES WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

TECHNICAL BOOKS.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

Diamond W. H. GILLARD & CO.

5-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins 4 "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-dozen	10c.	$0 85
3-dozen	6-oz.	1 75
1-dozen	12-oz.	3 50
3-dozen	12-oz.	3 40
½-dozen	2½ lb.	10 50
¼-dozen	5-lb.	19 80

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 dozen	5c.	$0 50
4 "	4-oz	0 75
4 "	6 "	1 00
4 "	8 "	1 30
4 "	12 "	1 80
2 "	12 "	1 85
4 "	16 "	2 25
2 "	16 "	2 30
1 "	2½ lb	5 00
1 "	5 lb	9 50
2 "	6-oz.	Per case
1 "	12 "	$6 00
1 "	16 "	

ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 5 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams Per doz		Peach	1 80
Strawberry	1 90	Pear	1 70
Raspberry	1 90	Jellies	
Black currant	1 80	Red currant	2 40
Red currant	1 80	Black currant	2 40
Raspberry & red currant	1 80	Crabapple	1 70
Raspberry and gooseberry	1 80	Plum	1 70
Damson plum, stoneless	1 70	Grape	1 70
Greengage plum, stoneless	1 70	Marmalade	
Gooseberry	1 80	Scotch	1 40
		Orange Jelly	1 75
		Green Fig	2 25
		Lemon	1 80
		Pineapple	2 25
		Ginger	2 25

Pure Preserves—Bulk

	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

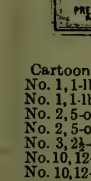
Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD

White Swan Baking Powder—1-lb. tins, 3-doz. in case, $2 doz.; ½-lb. tins, $1.25 doz.; ¼-lb. tins, 80c doz.

Cartoons—	Per doz	No. 12, 4-oz., 6 dz	0 70
No. 1, 1-lb., 4 doz	2 40	No. 12, 4-oz., 3 dz.	0 75
No. 1, 1-lb., 2 doz	2 50	In Tin Boxes—	
No. 2, 5-oz., 6 doz	0 80	No. 13, 1-lb., 2 dz.	3 00
No. 2, 5-oz., 3 doz	0 85	No. 14, 8-oz., 3 dz	1 75
No. 3, 2½-oz., 4 dz	0 45	No. 15, 4-oz., 4 dz.	1 10
No. 10, 12-oz., 4 dz	2 10	No. 16, 2½-lbs.	7 25
No. 10, 12-oz., 2 dz	2 20	No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER



	Dozen
6 oz. tins	0 75
12 oz. tins	1 25
16 oz. tins	1 50

Cereals

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food 2 doz. in case, per case $3.00.

The King's Food, 2-doz. in case, per case $4.80

White Swan Barley Crisps, per doz. $1.

White Swan Self-rising Buckwheat Flour, per doz. $1.

White Swan Self-rising Pancake Flour, per doz. $1.

White Swan Wheat Kernels, per doz. $1.40

White Swan Flaked Rice, per doz. $1.00

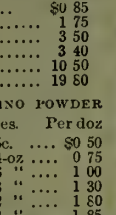
White Swan Flaked Peas, per doz. $1.00

Blue

Keen's Oxford, per lb.	0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½-gross box	2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED



Cocoa—	
Perfection, 1-lb. tins, per doz.	$4 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz.	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb.	0 37
Solutle, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18
London Pearl, per lb.	0 22

Special quotations or Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb.	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" ¼'s " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

EPPS'S.

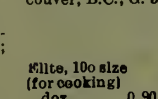
Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & Co.'s.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz. 0 90



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, ½ and ¼ lb. cakes, 35c. lb.; Breakfast cocoa, 1-5, ½, ¼, 1 and 5 lb. tins, 41c. lb.; German sweet chocolate, ½ and ¼ lb. cakes. 6-lb. bxs., 26c. lb.; Caracas sweet chocolate, ½ and ¼ lb. cakes, 6-lb. bxs., 32c lb.; Auto sweet chocolate, ½ lb. cakes, 3 and 6 lb. bxs., 32c. lb.; Vanilla sweet chocolate, ½-lb. cakes, 6 lb. tins, 44c. lb.; Soluble cocoa (hot or cold soda), ½ lb. tins, 38c. lb.; Cracked cocoa, ½ lb. pkgs., 6 lb. bags, 32c. lb.; Caracas tablets, 100 bdls., tied 5s, per box $3.00. The above quotations are f.o.b. Montreal.

Cocoanut

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases.	Per lb
1-lb. packages	0 26
½-lb. packages	0 27
¼-lb. packages	0 28
1 and ½ lb. packages, assorted	0 26½
½ and ¼ lb. packages, assorted	0 27½
¼ lb. packages, assorted, in 5 lb. boxes.	0 28
½ lb. packages, assorted, in 5 lb. boxes.	0 29
¼ lb. packages, assorted, 5,10,15 lb. cas.	0 30

Bulk—

In 15 lb. tins, 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White moss, fine strip	0 12	0 21	0 17
Best Shredded	0 18		0 [illegible]
Speolal Shred	0 17	....	0 16
Ribbon	0 19	..	0 15
Macaroon	0 17	....	0 17
Desiccated	16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

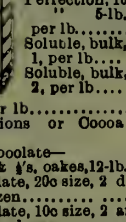
White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2 oz., 4 oz., 8 oz., lb.	0 [illegible]

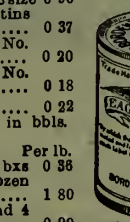
Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

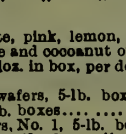
	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 50	1 15
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85

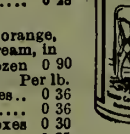




TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in amp-proof bags and tins

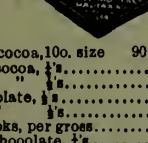
Club House	$0 32	Ambrosia	0 25
Nectar	0 30	Plantation	0 22
Empress	0 28	Fancy Bourbon	0 20
Duchess	0 26	Bourbon	0 18
Crushed Java and Mocha, whole			0 17½
" " " ground			0 17½
Golden Rio			0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

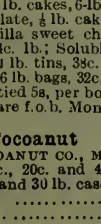
Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation with 3 tumblers), $10 per doz.



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, doz.. 8 25

Medium size jars, per doz. 4 50

Small size jars, per doz. 2 40

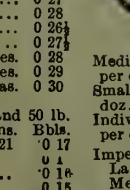
Individual size jars per doz. 1 00

Imperial holder—

Large size, doz.	18 00
Med. size, doz.	17 00
Small size, doz.	12 00

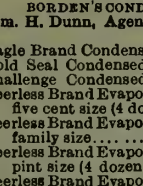
Roquefort—

Large size, doz.	2 40
Small size, doz.	1 40



Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40



Ground or bean,	Ret. P.	W.S.P.
1s	0 50	0 32
1s	0 50	0 33
1s	0 40	0 29
1s	0 40	0 30
1s	0 30	0 22
1s	0 30	0 23

Packed in 30s and 50-lb. cases. Terms—Net 30 days prepaid.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95 dozen
Medium, cases 2 dozen	1 80 "
Large, cases 1 dozen	2 75 "
Tumblers, cases 2 dozen	1 35 "
25-lb. pails	0 15 lb.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ¼ cent.

Infants' Food

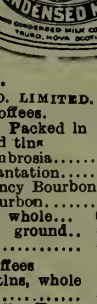
Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.



CRESCENT MFG. CO.

	Per doz
2 oz. bottles (retail at 50c.)	4 20
4 oz. bottles (retail at 90c.)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	14 50

Milk Powder

CANADIAN MILK PRODUCTS, LTD., TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies

BATOER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz.	$2 20

T. UPTON & CO.

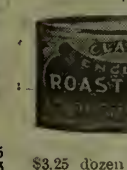
Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
5 and 7 lb. tin pails, 8 and 6 pails in crate, per lb	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails, per lb	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails	0 06½

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds per dozen. $1.20. Chicken soup, $1.25 per dozen. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. $1.40. Tomato Ketchup—Bottles (10c. size only) doz. $1.40. Tabasco-Ketchup—Bottles (10c size only) doz. $1.40. Chili Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (new) doz. $1.40; No. 80 jars, doz. $1.40.

W. CLARK'S SPECIALTIES



Roast Beef, No. 1, $1.65, No. 2, $2.90, No. 6, $10.40 dozen; Englise brawn, No. 1, $1.90, No. 2, $3.00 dozen; Boneless pigs' feet, No. 1, $1.90, No. 2, $3.00 dozen; Beef steak and onions, No. 1, $1.80, No. 2, $3.25 dozen; Paragon ox tongue, No. 2, $8.50, No. 2½, $9.50 dozen.

ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

The GROCER'S Big Spring Number

¶ Every Dealer in Canada will take an unusual interest in THE GROCER'S BIG SPRING NUMBER, to be issued May 27th. There are few of them who will not make money by reading and studying it closely. There are few of them who will not keep it for reference for a considerable time.

¶ In the Spring Number we will get right down to facts and figures in showing retailers how they may improve their methods of buying, stock-keeping, handling credits, store arrangement, assorting, display, advertising, stopping leaks, cost accounting, delivery, salesmanship, etc.

¶ The Spring Number will be given over almost entirely to "Scientific Methods of Retailing." Each one of the series of articles coming under this heading will be founded on definite information gathered first-hand from the best sources.

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

HAVE YOU TRIED

MOLASSINE DOG and PUPPY CAKES?

MARVELLOUS FOR ERADICATING WORMS and Keeping Dogs in Splendid General Health

The "MOLASSINE" Dog Foods are the only Foods on the market which besides feeding, keep dogs healthy and improve their coats.

QUOTATIONS AND SAMPLES FROM

ANDREW WATSON, - Sole Importer

91 PLACE YOUVILLE MONTREAL

Tea Hints For Retailers

By JOHN H. BLAKE

¶ This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects :—

The Tea Gardens of the World
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
How to Establish a Tea Trade
Tea Blending

(275 pages) (24 full-page Illustrations)

Sent to any address on receipt of $2.00.

MacLean Publishing Company
(Technical Book Department)
10 Front St. East, TORONTO

BUGGY EGG CRATE

The most satisfactory Egg Carrier yet invented.

YOU should have them in stock.

5,000 sold first season.

Walter Woods & Co.
Hamilton and Winnipeg

OCEAN MILLS
Montreal

Chinese starch, 48 1-lb., per case $4.00; Ocean Baking Powder, 48 3-oz., $1.40; 48 4-oz., $1.80; 60 8-oz., $4.50; 36 1-lb., $3.75; 48 1-lb. pkg., $4; 10 1-lb. tins, $5; loose 25 lbs., $1.75; Ocean blancmange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-ounce, $7.20; Ocean corn starch, 48 1-lb. $3.60.

Jam

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders
IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.

Soap
The GENUINE. Packed 100 Bars to case.

Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95

Fly Pads.
WILSON'S FLY PADS

In boxes of 50, 10c.; packets, $3 per box; or three boxes for $2.80; 5 boxes $2.75.

List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

WHITE SWAN SPICE. AND CEREALS, LTD

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

Lard
N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$9 13½
½-bbls.	0 13½
Tubs, 60 lbs.	0 13½
20-lb. Pails.	2 73
20-lb. tins	2 63
Cases 3-lb.	0 14½
" 5-lb.	0 14
" 10-lb.	0 13½

F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12½
Tubs	0 12½
20-lb. palls.	0 13
20-lb. tins	0 12½
10-lb. "	0 14
5-lb. "	0 13½
3-lb. "	0 13½
1-lb. cartons	13½

Licorice
NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, -lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED LYE

Per case

1 case of 4 doz	$3 50
3 cases of 4 doz	3 40
5 cases or more	3 35

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 dozen case, per doz. $1; 16-oz. glass jars, 2 doz. in case, per doz. $1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 7½c.; pint sealers (24 oz.), 1 doz. in case, per dozen $2.25.

SHIRRIFF BRAND

"Imperial Scotch"—

1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35

"Sbredded"—

1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross, net... $12 00
" per case of 3 dozen, net.....

ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream, family size, per case	$3 50
Baby size, per case	2.00
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard
COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen	0 45 dozen
Medium, cases 2 dozen	0 90 "
Large, cases 1 dozen	1 35 "

Olive Oil
LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces
PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda
COW BRAND

Case of 1-lb. containing 60 packages, per box, $3 00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$2 60
No. 2, " 120 ½-lb. "	2 60
No. 3, " {30 1-lb. " / 60 ½-lb. "	2 60
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 65
5 cases	2 55

TRADE MARK BRAND

REGISTERED

WOOD'S HOLLANDER COFFEE

Fragrant, Pungent, Delicious! ***The Choicest of the Choice.***

Imported and Roasted by

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. Montreal

Soap and Washing Powders

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	$10 20
Maypole soap, black, per gross	15 30
Oriole soap, per gross	10 20
Gloriola soap, per gross	12 00
Straw hat polish, per gross	18 20

3 doz. to box..... $3 60

6 doz. to box $7 20

30 days.

1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lot

Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered—$3.85 each). The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

	Per lb
Laundry Starches—	
No. 1 white or blue, 4-lb. carton	$0 07
No. 1 white or blue, 2-lb. carton	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg	0 07½
Kegs silver gloss, largc crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada white gloss, 1-lb. pkgs	0 06½
Benson's enamel, per box	1 50 to 3 00
Culinary Starch—	
Benson & Co's. Prepared Corn	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue	0

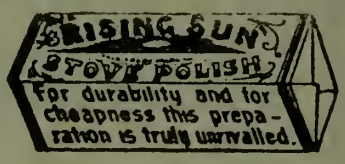
BRANTFORD STAROH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lb	0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb	0 06½
Finest Quality White Laundry—	
3-lb. canisters, cases of 48 lb	0 07
Barrels, 200 lb	0 06½
Kegs, 100 lb	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	0 08
Kegs, ex. crystals, 100 lb	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 35 lb	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish

	Per gross
Rising Sun, No. 1 cakes, ½ & ¼ grs. bxs.	$8 50
Rising Sun, No. 3 cakes, gross boxes	4 50
No. 5 Sun Paste, ¼ gross boxes	5 40
No. 10 Sun Paste, ¼ gross boxes	9 00



JAMES DOME BLACK LEAD

6a size, gross, $2.40. 2a size, gross, $2.50

Boot Polish

PACKARD'S BOOT AND SHOE POLISHES

Mon-Ami, $9 gross; Black "O," $9 gross; Large Combination, $20 per gross; Pony Combination, $10; French Glycerine, $9; Ladies' Special, $20; Pat. Lea. Cream $20 per gross.

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03¾ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼-barrels, 175 lbs	0 03¾ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "

Per case.

Plain tins, with label—	
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 [illegible]
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas

THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

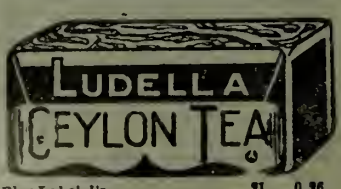
GEO. E. BRISTOL & CO., Hamilton, Ont.

EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s	21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Rose Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 50

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1.00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.

MELAGAMA TEA.

MINTO BROS., 45 Front St. East

Black, green, mixed—⅛s, wholesale 70c., retail $1; ¼s, 55c. and 80c.; ½s, 44c. and 60c.; 1 lbs and ½s, 40c. and 60c.; ¼s, 38c. and 50c.; 1 lbs. and ½s, 35c. and 50c.; 1 lb., ¼s, 30c. and 40c.; ½s, 32c. and 40c.; ¼s, 25c. and 30c.; 1 lbs., 24c. and 30c. We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
Black Label, ½-lb., retail at 25c	0 21
Blue Label, retail at 0c	0 23
Green Label, retail at 40c	0 30
Red Label, retail at 50c	0 35
Orange Label, retail at 60c	0 42
Gold Label, retail at 80c	0 55

Pure Gold Jelly Powder } 90 cents
Pure Gold Salad Dressing Powder } per doz.

Discounts on application.

THOMAS WOOD & CO., LTD.

Montreal and Boston.

Wood's Primrose, per pound wholesale 40c., retail 60c.; Golden Rod, 35c. and 50c; Fleur-de-Lis, 30c. and 40c. Packed in ½-lb. tins. All grades—either black, green or mixed.

GILLETT'S CREAM TARTAR

	Per doz
¼-lb. paper pkgs., 4 doz. in case	$1 90
½-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ¼-lb. paper pkgs. / 2 doz. ½-lb. paper pkgs. } assorted	$7 20
	Per doz
¼-lb. cans with screw covers, 4 doz. in case	$2 00
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ½ doz. in case	0 30
10-lb. wooden boxes	0 27½
25-lb. wooden pails	0 27½
100-lb. kegs	0 25½
360-lb. barrels	0 25

THE QUAKER OATS CO.

Winnipeg prices—Quaker oats, 36's (or 2-18's) $3. case; Quaker oats, 20's, (with premium) 4.10; Quaker Best Y. Cornmeal, 24's, 2.40; Puffed rice, 36's, 2.90; Puffed wheat, 36's, 2.90; Quaker Toasted Corn Flakes, 36's, (11 case lots, 1 case free, delivered) 2.90; 5½ case lots, ½ case free, delivered); Banner oats, 20's (with premium) 4.10; Saxon oats, 20's, (with premium) 4.10; Pettijohn breakfast food, 18's, 2.25 Apitezo biscuits, 24's, 3.50; Saxon wheat food 24's, 3.25; Cracked wheat, 24's, 3.50; Hominy 24's, 2.40; Puffed rice, brls., 25 lbs. each, 22c lb

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 6 2-5s	46
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s., plug or bar.	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	59

Veterinary Remedies

W. F. YOUNG

Absorbine, per dozen	$18 00
Absorbine Jr., per dozen	9 00

Yeast

Royal Yeast, 3 doz. 5 cent pkgs	$1 15
Gillett's Cream Yeast, 3 doz. in case	1 15

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

75,000 Gallon Pickles in Brine

This is at least one of the largest stocks held in Canada.

Kegs—1, 5 and 10 Gallon.
Bottles—Malt lever tops,and 40 oz. square.

Write for prices before placing orders elsewhere.

Thos. McCready & Son, Ltd., St. John, N.B.

Bonded Vinegar, Pickle and Spice Manufacturers.

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S
ENGLISH SAL SODA

is the **PUREST,** contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED
SOLE AGENTS MONTREAL

"BANNER" 1910

The Cold Blast Lantern

New Lift Air-Chamber Tubes Screw-cap and Handle

Patent Automatic Lock Patent Double Seamed Oil-Well

For Sale by all Jobbers

Ontario Lantern & Lamp Co.
LIMITED
HAMILTON, - ONTARIO

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

We sell absolutely the best brands of **SALT** for all purposes, made from purest brine by most modern and up-to-date processes.

Complete list of delivered prices gladly submitted.

VERRET, STEWART & CO.
LIMITED
No. 12 Port St.
MONTREAL

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

WETHEY'S CONDENSED MINCE MEAT

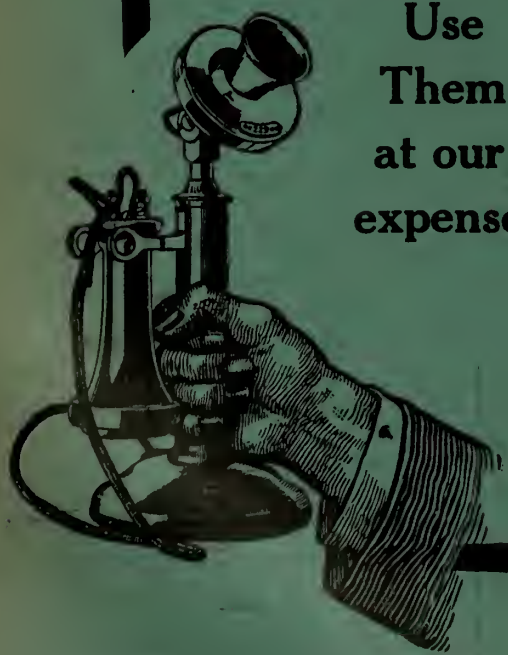
Wrapped and packed in sanitary packages

SOLVES THIS QUESTION

Quality Unexcelled. Absolutely Dust-proof.
Three dozen to a case. All jobbers.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.

4 Free Phones. Use Them at our expense.



Japan Teas

Do you want some? We have them. And the prices are tempting. May we send you a sample to compare? The tea will do the rest.

Canned goods are up, and must go higher. We still have a few bargains in these. Come early or it will be too late.

Geo. E. Bristol & Co.
Wholesale Grocers
HAMILTON, - ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building
London, Eng.: 88 Fleet St., E.C. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV. PUBLICATION OFFICE: TORONTO, MAY 20, 1910. NO. 20.

OXFORD

KEEN'S

BLUE

A First Favorite in Every Home

"Keen's" is so well known and appreciated the world over that every grocer keeps a full stock to supply the regular demand.

For Sale by all the Canadian Jobbing Trade.

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

Agents for the Dominion of Canada

Canada's Leading Starches

BENSON'S "Prepared" Corn STARCH

and

EDWARDSBURG "Silver Gloss" STARCH

These are found in every up-to-date grocery store, are pure and easy to handle, and leave an excellent profit margin. Ask your jobber for these brands.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works: Cardinal, Ont. 164 St. James St., Montreal

PURVEYORS TO

H. M. THE KING

MACONOCHIE'S

Pickles
Pan Yan Sauce
Worcester Sauce
Etc.

Peels
Fish
Bloater Paste
Etc.

PACKED BY

MACONOCHIE BROS., LIMITED, LONDON, ENGLAND

Canadian Representatives:

MacLaren Imperial Cheese Co., Ltd., Toronto

On The Square

"Thistle" Canned Fish

Haddies packed under the "Thistle" brand are in lined tins. Absolutely clean, superior in flavor, because canned where caught. The favorites, because the choice of folks who are particular to always get the best.

Olsen & Kleppe Sardines

Quality Sardines that are packed "on the square." The "Albatross" brand for those who prefer small fish—the "Ambrosia" (equally as fine) for those who want fish a trifle larger. Packed in Norway, and packed with scrupulous care, in pure Olive Oil.

Griffin & Skelley Fruits

Whether dried or canned, the "Griffin" brand of fruits is always the same high quality—the natural flavor is never wanting. Raisins, seeded or seedless, White and Green Asparagus, Prunes. The "Griffin" Brand assures that absolute satisfaction co-incident with being "always on the square."

IF the line hangs plumb, then go ahead and lay the foundations of business—if the spirit level rests fairly and squarely in the centre—then go ahead. If each timber in your structure dove-tails and is "on the square," then, too, go ahead.

Be "on the square" with "quality." Do not deceive yourself if the line hangs out of plumb, the spirit level be out of centre or the timbers fail to dove-tail.

"Be on the square" for your own and your customers' good.

ARTHUR P. TIPPET & CO., Agents

Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

Winnipeg Office

R. B. Colwell

BROKER HALIFAX, N.S

REPRESENTING LEADING MANUFACTURERS, SUCH AS

E. D. Smith Lowneys Toblers

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

Representing Morris Packing Co.

Pork and Lard—Finest Quality

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON, Western Canada

I WILL GET BEHIND AND PUSH

one good staple line. No "dead ones" or "maybes" considered. I only want one, so write me to-day.

G. WALLACE WEESE

Manufacturers' Representative

30-32 Main St. East HAMILTON,

"Face to Face Business" Canada

BUCHANAN & AHERN

Wholesale Commission Merchants and Importers

QUEBEC, P.Q.

Groceries, Provisions, Sugars, Molasses, Dried Fruit and Nuts, Grain, Mill Feed, Fish, Fish Oil, Etc.

Correspondence solicited. P.O. Box 29

Live Representation !

Do not neglect the Eastern Townships. Am open for another good agency. Know the trade. Have three travelers.

E. H. BOWEN, SHERBROOKE, QUE.

Manufacturers' Agent and Broker.

S. Robitaille & Co.

Sherbrooke - - Quebec

Manufacturers' Agents and Grocery Brokers

We are open for a few more first-class lines in Confectionery and Groceries.

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

Consignment of genuine Fraser River Sockeye Salmon. Ask for prices.

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

Trade Established 12 Years.

Domestic and Foreign Agencies Solicited.

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

77 York Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

ON SPOT

Spanish and French Shelled Peanuts. Two and three Crown Shelled Almonds. Whole, Halves and Broken Shelled Walnuts. Shelled Filberts.

Quotations gladly furnished.

Lind Brokerage Company

73 Front St. E., Toronto

OUT FOR MORE BUSINESS

THE HARRY HORNE CO.

Grocery Brokers and Manufacturers' Agents.

309-311 King St. West, - - Toronto

We are open to represent a leading Manufacturer of Groceries or Grocery Sundries, for Toronto district. Will give special attention to a good line. Reference—Traders Bank. We solicit your correspondence.

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

Prout, Simpson & Co.

Wholesale Produce Merchants

We are open to act as Selling Agents and Distributors for few suitable lines.

References—Standard Bank, Winnipeg

Splendid Trackage Warehouse. Low Insurance Rates.

WINNIPEG - - MAN.

Canadian Manufacturers and Exporters

Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods?

Don't you want some of this business

You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to

10, Garfield Chambers, Belfast, Ireland

A sure, easy and satisfactory way to make money

Sell

½-lb.
1-lb.
2-lb. cans—
Whole or ground—

Retails at 40c. lb.

It will bring you new customers
WE GUARANTEE EVERY TIN

EBY-BLAIN, LIMITED

COFFEE IMPORTERS

TORONTO

Have you an exacting Tea Trade?

If they are requiring a strictly high-grade tea at a moderate price, you will have no difficulty in suiting them with

"RAM LAL'S PURE TEA"

It is grown, plucked, and expertly blended for just that exactly high-class trade of yours.

Send to us for samples and particulars.

Ram Lal's Pure Tea Co., Limited

Montreal, Canada

PERRIN'S

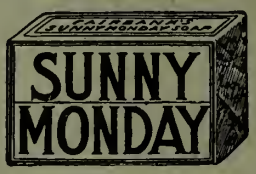
RED LABEL

PACKAGE

20 CENT TINS

GRAHAM WAFERS

DELICIOUS GOODS, HANDSOME PACKAGES



Fairbank's Famous Five

Your stock is not complete without Fairbank's Famous Five Products, viz. :

Fairbank's Gold Dust Washing Powder
" Fairy Soap (for Toilet and Bath)
" Glycerine Tar Soap
" Sunny Monday Laundry Soap (contains no rosin)
" Pummo Soap

Half Box Gold Dust free with each 5 box purchase.

WRITE FOR PRICES

THE N. K. FAIRBANK COMPANY

MONTREAL, CANADA

Things That Shouldn't Be

Fruits and Vegetables Left on the Sidewalks in Boxes Invite Microbes and Dust from the Air.

The cartoon as above appeared in last week's Grocer.

It is a very strong argument in favor of using Canned Fruits and Vegetables instead of fresh.

Canned Fruits and Vegetables as put up by the Dominion Canners, Limited, *are guaranteed to be absolutely pure.* They are *packed practically the same day as picked,* when at their best for table use, *and are thoroughly sterilized.* It is absolutely *impossible to have any microbes* or germs in them.

Show this cartoon to your lady customers and with the arguments we have given you, you will be able to largely increase your sales of canned goods.

DOMINION CANNERS
Limited
HAMILTON, - CANADA

POULTON & NOEL, Ltd.

English Preserved Provision Manufacturers

LONDON, ENGLAND

OX TONGUES
POTTED MEATS
GALANTINES
ETC., ETC.

IN GLASSES AND TINS

PRICE LIST MAY BE HAD ON APPLICATION TO US OR

ROSE & LAFLAMME, Limited, Agents for Quebec and Ontario

MONTREAL TORONTO

The W. A. Freeman Co., Limited

MANUFACTURERS, MERCHANTS

Phones
1475
1476
1477
537
597

Cable Address "FREEMAN"

No. 08 MEAT, OR GROCERS' DELICATESSEN
White tile panels, bronzed metal legs.

Counters, Silent Salesmen, Portable Offices, Oyster Cabinets, Etc.

Please Write for Catalogue

HAMILTON, - - CANADA

Permanent Patrons and Constant Demand

Perfect Vinegar requires no persuasive salesmanship. It is the easiest to handle and the most satisfactory to sell.

Our Pure Malt Vinegar being of delicious flavour, full and rich, is used more often and more liberally at the table than inferior grades, and is thus in more constant demand.

White Cottell & Co.'s Vinegar

is perfection, of guaranteed strength, rich in aroma and flavour. Keeps well and always gives satisfaction.

CANADIAN AGENTS:
Messrs. Martin & Robertson, Vancouver and Victoria, B.C.
Messrs. W. L. Mackenzie & Co., Ross Ave., Winnipeg.
MacGreegor Specialty Co., 437 Parliament St., Toronto.
Mr. Kenneth H. Munro, Montreal.
Mr. L. A. Gastonguay, 60 Bedford Row, Halifax, N.S.

White Cottell & Co.

CAMBERWELL, S.E., LONDON, ENG.

UNSWEETENED

Borden's Brands Do Build Trade—

Merchants who follow the policy of reserving the choice locations on shelves and counters, and in their windows, for such standard goods as Borden's are those who win and hold the largest measure of public confidence.

Always keep Borden's Brands to the front.

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of BORDEN'S CONDENSED MILK CO.
GAIL BORDEN
EAGLE
BRAND
by which their PRESERVED MILK will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Mason & Hickey, Winnipeg, Man.

Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

Retailers are advised to place orders with their jobbers at once, as spring importations are about to be received in Canada, and live grocers will want prompt deliveries.

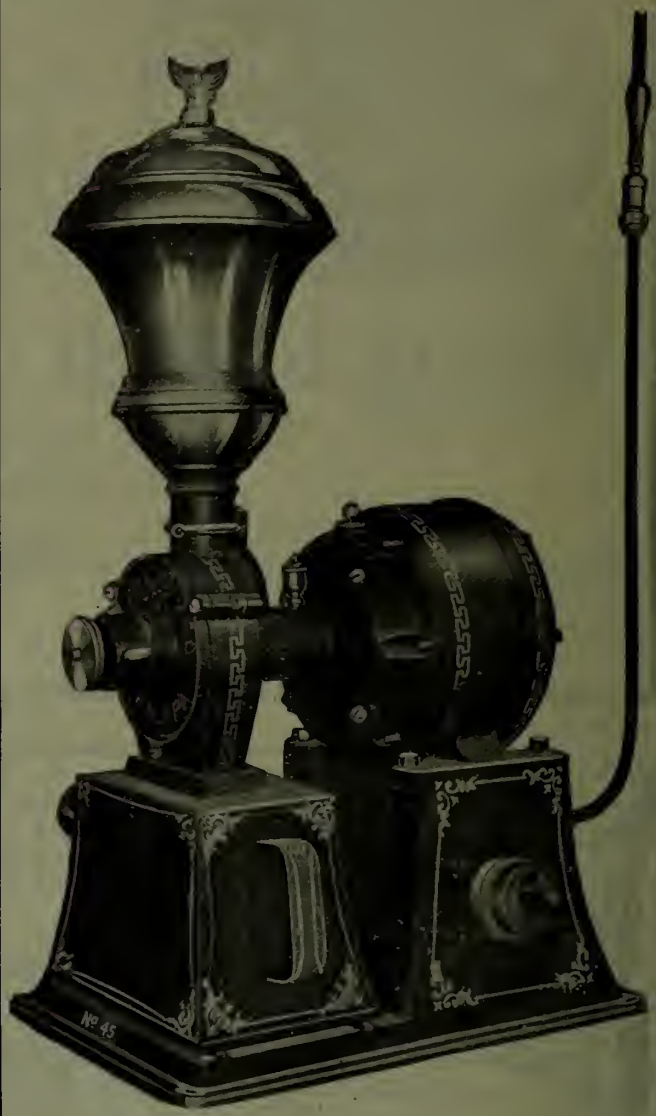
PROPRIETORS:

ROWAT & CO.

GLASGOW, - SCOTLAND

CANADIAN DISTRIBUTORS:—Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the North-west; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

The Ideal Mill for the Grocer



In compactness, neatness and stability, no less than in attractiveness, finish and beauty of design

"Coles' Electric Coffee Mill

has no peer at any price.

It will granulate 2 lbs. of Coffee per minute, and is connected direct up to your lamp socket, saving cost of wiring. The price cannot fail to attract you.

$65 for D.C. current, ($75 for A.C. current) and we guarantee each machine perfect. Write for details.

COLES MANUFACTURING CO.

1625 North Twenty-third St., Philadelphia

AGENTS:

Chase & Sanborn, Montreal
Todhunter, Mitchell & Co., Toronto and Winnipeg
Young Bros., Vancouver, B.C.

We're Going To Increase Your Profits

by making KNOX GELATINE IN CANADA and giving you the amount that will be saved in duty. This increased profit is one reason why it will pay you to recommend KNOX GELATINE to your customers and another reason is its quality (and purity) which will surely please them and bring them back again and again.

CHARLES B. KNOX CO.

JOHNSTOWN, - N. Y.

The Reputation of

Purnell's Pickles, Sauces and Pure Malt Vinegar

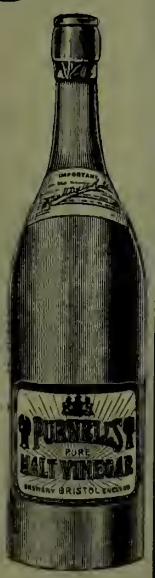
is one based on General Quality and Right Packing.

CANADIAN GROCERS find them the most ready and profitable sellers of any lines imported. Are you getting your customers interested?

Your Jobber Can Sell Them.

Canadian Agents:

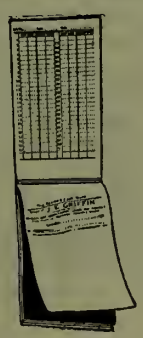
Charlottetown, P.E.I, Horace Haszard; St. John, N.B., C. E. McMichael; Halifax, N.S., Erb & Rankin; Montreal and Ottawa, C. S. Harding, Canada Life Building; Quebec, Cy. de Bonhomme, 131 St. Peter St.; Toronto, Lind Brokerage Co., 73 Front St. E.; Hamilton, J. H. Stratton & Co.; Winnipeg, Carman, Blanchard & Wood, 141 Bannatyne Avenue E.; Vancouver, B.C., C. E. Jarvis & Co., Mercantile Bldg., cor. Cordova and Homer Sts.



Better Service. **No Advance in Price**

COUNTER CHECK BOOKS

To Suit Any System



Write for samples, or telephone repeat orders at our expense.

F. N. BURT COMPANY, Limited

TORONTO and MONTREAL

Phone Main 2511 **Phone Uptown 5962**

WHITE SWAN BAKING POWDER

Is a well-known medium-priced Baking Powder which

CONTAINS NO ALUM

and is sold in every Province in Canada

"CONTAINS ON ALUM"

was true of

White Swan Brand BAKING POWDER

Many Years Ago — And is True To-day

IT WAS NEVER SOLD AT FANCY PRICES

And costs you much less than other brands

A CARD WILL BRING YOU FULL INFORMATION

WHITE SWAN SPICES & CEREALS, LIMITED
TORONTO

Tell this to the WOMEN

By using Minute Tapioca a first-class, delicious summer dessert can be produced in fifteen minutes.

Minute Tapioca does not require soaking—ready for instant use right from the package. One package of

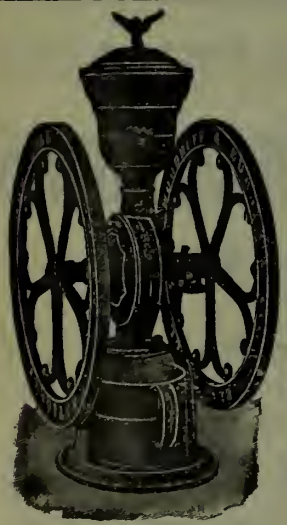
MINUTE TAPIOCA

makes six full quarts of a pudding that is unusually delicious in taste and appetizing in appearance.

MINUTE TAPIOCA is absolutely pure and is put up in the largest and most sanitary tapioca factory in the world.

Ask your jobber for MINUTE TAPIOCA

Minute Tapioca Co., Orange, Mass.



Exclusive
SPECIAL
Adjuster

Elgin National Coffee Mills

can be regulated to grind coarse or fine when running, and the special adjusting device is used on our mills only. All our mills are built on merit, are the highest standard of excellence, are strong, fitted with steel burrs and run easily, smoothly and satisfactorily.

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

Smoked Herring in Bouillon

The new line put up by CHR. BJELLAND & CO., Stavanger, Norway (packers of King Oscar Brand Sardines.)

¶ ***A large tin of small Herrings packed sardine style in Spiced Bouillon.***

Pays the retailer a handsome profit at

10 cents per tin.

John W. Bickle & Greening
(J. A. Henderson)
Canadian Agents — Hamilton

Cane's "New Idea" Butter Tubs

These are the kind of Butter Tubs your customers want. Show them how the specially-treated wood keeps the butter absolutely free from contamination and retains its freshness unimpaired.

YOU SHOULD HANDLE THEM

because they return you a fair profit and never fail to give entire satisfaction.

Ask your jobber for Cane's "New Idea" Butter Tubs, and when buying any kind of Woodenware remember Cane's is the best line made

The Wm. Cane & Sons Co., Limited, - Newmarket, Ont.

TRADE MARK KEYSTONE BRAND REGISTERED

Any Broom bearing the Keystone trade-mark can be relied upon to give satisfaction, and you can place it in the hands of a customer with an assurance that there will be no complaint about its wearing qualities. If, however, you desire to handle the very best that can be produced, select the

"Klondike" and "Jubilee"

Manufactured by

Stevens-Hepner Co., Limited

Port Elgin, Ontario, Canada

The Perfection Cheese Cutter

IS THE BEST

(Made in Canada)

The "Perfection"

Because it combines simplicity of operation with perfect accuracy.

No necessity for figuring and consequent mistakes.

Place the cheese in position and the Cutter does the rest.

Manufactured only by

American Computing Co. of Canada

HAMILTON, ONT.

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal

SYMINGTON'S COFFEE ESSENCE

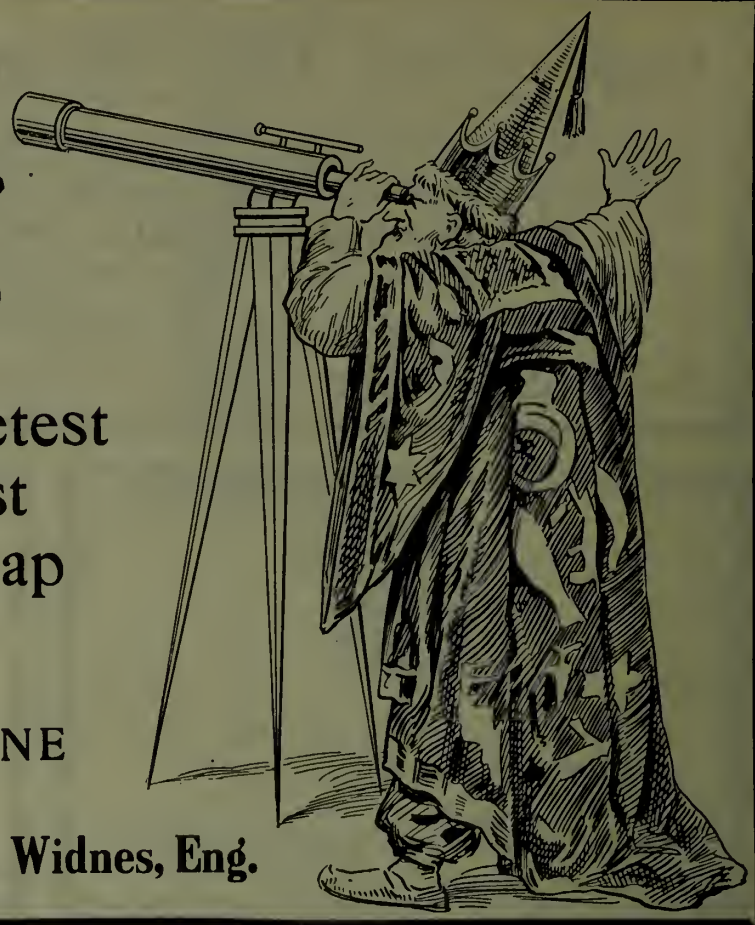
ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOMAS SYMINGTON & CO. EDINBURGH

Gossages' Magical Soap



The Best, The Sweetest and The Cheapest Free Lathering Soap in the Market.

GUARANTEED GENUINE

William Gossage & Sons, Ltd., Widnes, Eng.

Are You Carrying The Empress Brand?

Coffees, Spices, Flavoring Extracts, Pure Jams and Jellies

WE WANT YOU to do so.
IT WILL PAY YOU to do so.
YOU WILL do so if you try them once.

WRITE US

Empress Manufacturing Co.
Limited
VANCOUVER, B.C.

A REPUTATION

¶ FOR QUALITY, VALUE AND SERVICE is worth more than extra profits on "cheap brands."

¶ One policy gets and keeps customers; the other drives business away.

HEINZ 57 VARIETIES
Pure Food Products

are business builders, because they return a good profit to the merchant and are guaranteed to please the consumer, or money back.

¶ Heinz Products are made in model kitchens which are open to the public every working day, and the public knows it—we had more than 35,000 visitors last year.

¶ No Benzoate of Soda or other drugs are used in the Heinz establishment, and the people have confidence in any food that bears the name of HEINZ.

H. J. HEINZ COMPANY
Members of American Association for the Promotion of Purity in Food Products

Balaklava Brand

You can't eat soup with a fork and you can't put up high class pork and beans unless you pack the best pork and the choicest beans in a modern factory.

Our beans are the pick of the Canadian crop—really choice. And our pork is specially selected, corn-fed stock.

Our factory is modern, equipped in the most up-to-date fashion.

In consequence, when you order Balaklava Brand you secure something much above the average in quality.

The Eastern Canning Co.

PORT CANADA, : N.B.

CANADIAN AGENTS—C. A. Chouillou & Cie., Montreal; Green & Co., John Street, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.; Martin & Robertson, Vancouver, B.C.

NO SPRINGS

MADE IN CANADA

70,000 Now in Use

After 9 Years' Test and Its Adoption by the World's Greatest Merchants

The Toledo Scale

Is Now the Recognized Standard.

1. It is Automatic.
2. It contains No Springs.
3. It is always reliable—not affected by temperature.
4. Guarantees Honest Weight.
5. Pleases Customers and Brings Trade.
6. Saves Money, Time and Labor.
7. Is Most Beautiful and Attractive.

105 Styles and Sizes for all kinds of Stores
PRICES $40 UP.

J. G. McGrorey & Company use 100 Toledo Scales in their various 5c. and 10c. stores, and say :

"The Toledo Computing Candy Scales in use in our various stores have proven to date eminently satisfactory."

"The figures given out by our Mr. Shaw in his statement of November 5th would indicate that the scales in use in our Washington Store are saving us about 75c. per day per scale and are giving to our trade correct weight on every draft."
—J. G. McGrorey & Co,

Scales of all makes taken in exchange rebuilt and for sale cheap

Send for Catalogue, Free

Toledo Computing Scale Co.

Makers of Honest Scales
TOLEDO - - - OHIO

OFFICES:
Toronto, 335 Yonge St.
Winnipeg. Edmonton, Calgary

MADE IN CANADA

NO SPRINGS

White Mop Wringer

always proves a splendid seller, because it does all we claim for it.

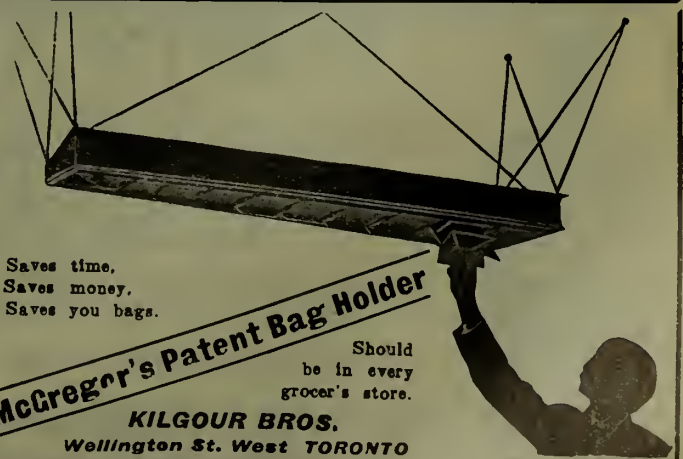
It never disappoints. Wrings drier and easier than any other device.

Each one sold is YOUR advertisement, creating more sales.

Watch for TRADE MARK below; it stands for excellence.

Write for Details. **Made in Canada.**

White Mop Wringer Co.,
FULTONVILLE, : N.Y.



Saves time,
Saves money,
Saves you bags.

McGregor's Patent Bag Holder

Should be in every grocer's store.

KILGOUR BROS.
Wellington St. West TORONTO

T-E-A-S T-O B-U-R-N

is not what people want

Our former quotations have attracted a great deal of attention from Independent Buyers.
We have still a large quantity of nice Japan Teas in stock which we are offering at 16½c., 18½c. per lb.
Choice quality Black and Green Teas at the same prices.
Gunpowder Teas in caddies, matted, extra values at 12½c., 14½c., 16½c. per lb.
Young Hyson Teas in half chests, matted, at 12½c., 14½c., 16½c., 18½c. per lb.

R. Simpson & Co. Cor. Gore and Hughson Sts. **Hamilton, Ont.**

TELEPHONE 3541 FORMERLY OF GUELPH

Summer Drinks!

There's a big family consumption of Summer Drinks, Mr. Grocer, which you can satisfy successfully if you are handling

STERLING
BRAND
Lime Juice
SUMMER CORDIALS and SYRUPS

Like all "Sterling" goods, their quality is unexcelled, and they leave the retailer a 'well-worth-while' profit. Stock up to-day.

SEND FOR PRICES

THE T. A. LYTLE CO.,
LIMITED
Sterling Road, TORONTO

When You Buy

Redpath

Extra Granulated Sugar, you secure the results of the latest process, of modern machinery and of years of experience.

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

PURITY AND STRENGTH

have combined to make

SHIRRIFF'S
FLAVORING ESSENCES

prime favorites with the economical housewife. This is a most profitable line for you to handle, and proves a steady year round seller.

See to your stocks. Order direct or through your jobber.

Imperial Extract Co., - - 8, 10, 12 Matilda Street TORONTO, CANADA

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR

LONDON, ENGLAND

Commands a Preference over all others.

IS THE BEST

Made from the finest malted barley.

AGENTS

W. S. Clawson & Co., South Wharf, St. John, N.B.
W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto. R. Robertson & Co., 912-913 Dominion Trust Bldg., Vancouver, B.C.
J. W. Snowdon, 413 St. Paul St., Montreal

We are open to do business on easy consignment terms

Write our Agents for Particulars

FOREST CITY BAKING POWDER

THE STANDARD FOR 25 YEARS

6 oz. tins, 75c. doz.
12 oz. " $1.25 "
16 oz. " $1.50 "

Manufactured By

GORMAN ECKERT & CO., Limited

London & Winnipeg

ASEPTO

SOAP POWDER

"The Enemy of Dirt"

There's mighty good business ahead for every grocer who features ASEPTO SOAP POWDER, because it stands unrivalled for every kind of house cleaning.

It is very economical to use, and leaves a splendid profit for the retailer.

Try a case, if you are not now handling it. You'll be surprised how it sells.

Asepto Manufacturing Co.

ST. JOHN, N.B.

Agents: Rose & Laflamme, Ltd., Montreal

THERE'S a reason why

Canada First Evaporated Cream

sells so well throughout the year. Customers know that the process of manufacture is as perfect as care, skill and cleanliness can make it, and the canning in air-tight, sanitary tins, without the use of acid or solder, uniformly safe. Stock and recommend this splendid selling line.

Order from your wholesaler.

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

Tartan BRAND

CANNED GOODS ARE GETTING SCARCE

—And advancing in price. We have a full assortment of finest quality. Get in your orders while they last.

Five free phones at your service. **NO. 596** for Out-of-Town Buyers.

BALFOUR, SMYE & CO., WHOLESALE GROCERS . . **HAMILTON**

St. Lawrence

GRANULATED

and

GOLDEN YELLOWS

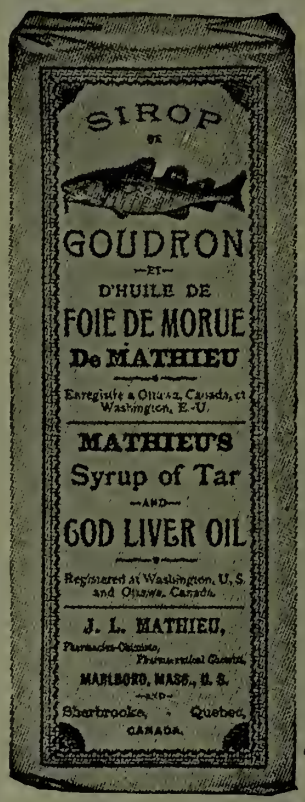
Made only from Pure Cane Sugar

The Trade will appreciate the advantage of our machine sewn bags if they will follow these instructions in opening them :—

Cut off the shortest chain close to the side of the bag, and pull out the single thread.

This is a quick operation and leaves the bag in perfect condition.

The St. Lawrence Sugar Refining Co., Ltd.,
Montreal



MATHIEU'S SYRUP

of Tar and Cod Liver Oil

MATHIEU'S NERVINE POWDERS

are the safest sellers amongst all the cold cure and cough remedies on the market.

The sale has increased enormously—
Thousands of testimonials attest their wonderful value—
They never become dead stock—
They afford dealers a good profit—
Those who once use them make them a household remedy—
Dealers who do not carry them simply lose sales that go elsewhere.
As the demand will be continuous for some months order a good supply now.

Sold by all wholesale dealers.

AND

J. L. MATHIEU CO., Props.
SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

Absolute Purity is Essential

If you are to build up a business in spices—and such a trade is most profitable—it is essential that you should sell spices which are **absolutely pure.** You can always depend upon **Ewing's Prince of Wales** Brand Spices.

PUT UP ONLY BY

S. H. EWING & SONS, Montreal and Toronto

Royal Salad Dressing

Grocers say "People no longer consider ROYAL SALAD DRESSING a luxury, it's a necessity."

No table relish is so sure to please.

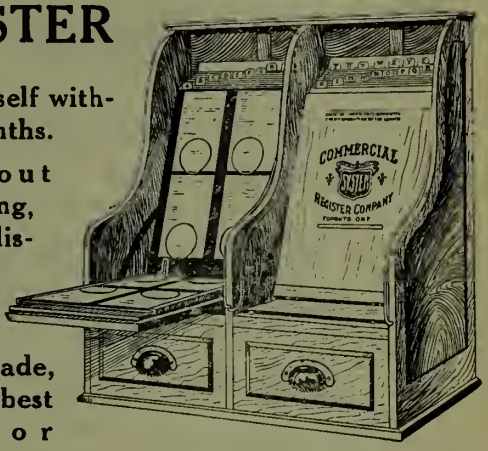
It attracts the kind of trade that buy the best.

Made in Canada by

The Horton-Cato Mfg. Co.

Windsor, :: :: Ontario

THE COMMERCIAL REGISTER



Pays for itself within few months.

It cuts out Bookkeeping, prevents disputes with customers, increases trade, and is the best collector known.

Send postal for catalogue and testimonials of Canadian Merchant users that you know.

COMMERCIAL REGISTER CO.

178-180 Victoria Street - - Toronto, Ont.

BRANDS

"BANNER" & "PRINCESS"

CONDENSED MILK

are prepared from the purest and richest country milk, with no addition but that of pure sugar.

St. George Evaporated Cream

(Unsweetened)

The most sanitary conditions are observed in the canning and handling of the milk. The reputation of these brands as genuine satisfaction-givers is unsurpassed.

Lines that mean much in profit and reputation to every grocer who handles them.

J. MALCOLM & SON

ST. GEORGE, ONT.

SNAP

The Magic Hand Cleaner

All kinds of housework and other honest toil entail soiled hands, and there's nothing half so effective as **SNAP** for cleaning them. It will remove every vestige of tar, grease, paint or dirt in the minimum of time and is, moreover, beneficial to the skin.

SNAP is a steady all-year-round seller and should find a prominent place on every grocer's shelves.

Order from Your Jobber

SNAP CO., Limited

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Richards Pure Soap

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For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.
Niagara Falls, - - Ontario

JAPAN TEAS

Operations in New Crop have commenced, and we can submit favorable cable quotations.

S. T. NISHIMURA & COMPANY

MONTREAL & JAPAN

It grows—and grows—and grows—does the demand for H.P. SAUCE

Be ready to meet it—be progressive—be wide awake. If you don't supply H.P. "*the other fellow*" will; probably he'll soon be supplying a good many other things too, for a customer who wants H.P. means to have it, and when she's had H.P. once she's more than ever certain to to take care she gets it again.

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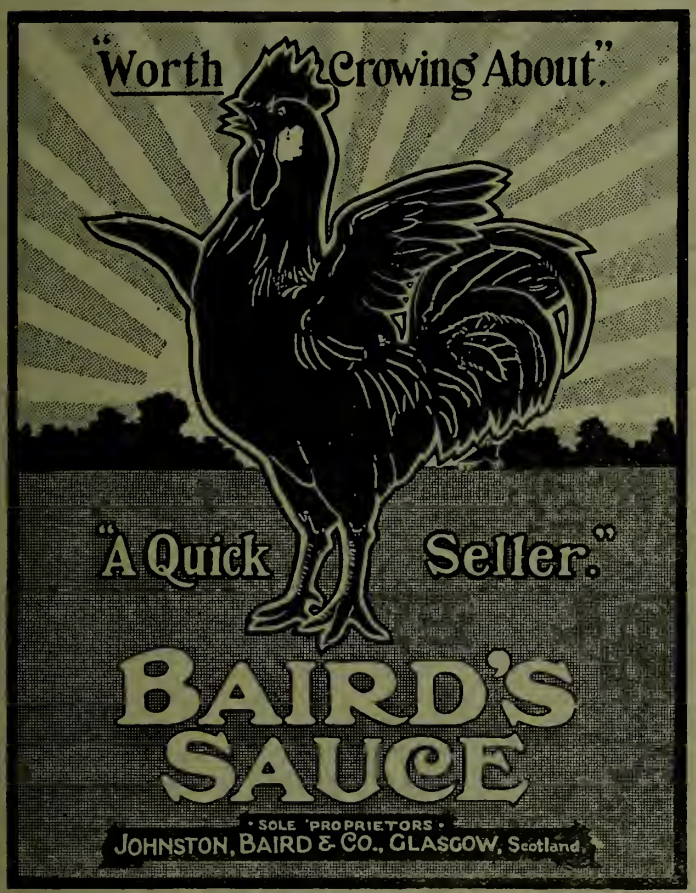

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BRAND
MOLASSES

A Molasses that increases your sales.

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No. 1—A Strong Baker
No. 2—Body
No. 3—Flavor

Packed in tins—2's, 3's, 5's, 10's and 20's; pails—1's, 2's, 3's, 5's gals. and in barrels and halves.

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THE BEST THERE IS

Be convinced now.

The Dominion Molasses Co., Limited

HALIFAX - NOVA SCOTIA

Branch: Sault Ste. Marie

BIGGER AND BIGGER SALES

That's the tale you'll have to tell if you are featuring

AURORA COFFEE

because superior merit and better value are bound to win. "Aurora" is the coffee with that exquisite aroma and flavor which guarantees repeats. It is the best that money can buy and retails at 40c., leaving you a splendid profit.

W. H. GILLARD & CO., :: Hamilton, Ont.

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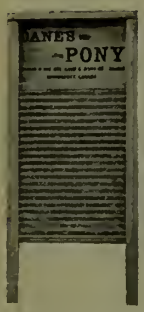
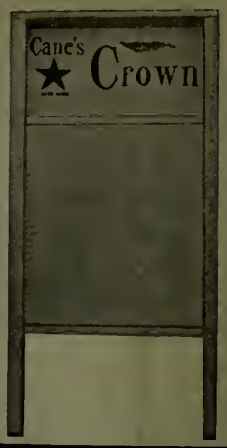


because they are the best-made washboards on the market and are as good as washboards can possibly be made.
Made in ten different styles and grades to suit every class of demand.
These goods are rapid and constant sellers everywhere and never fail to please the women.

Ask Your Jobber for Cane's Woodenware.



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NEWMARKET, ONT.

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FOR

"KANDY KID"

Molasses Popcorn.

Price is 90c. a carton of 2 dozen.

Retails 5c. a package.

A case contains 6 cartons.

It's a Seller and Repeater.

We Expect to Ship Next Week.

John Sloan & Co.
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2 IN 1

SHOE POLISH?

It is more in demand than ever, because the public realize its superlative merit. Damp, cold and heat alike have no effect on this polish, which lengthens the life of the shoe and produces a quick, lasting shine.

See that you are well stocked in the rapid-selling and satisfaction-giving line.

Order

To-day

THE **F. F. DALLEY** Co., Ltd.
Hamilton ONTARIO, and Buffalo, N.Y.

QUALITY

When anyone wants a high-class household refrigerator they always buy the Ham & Nott make. Our grocer refrigerators are made on the same principle. That means the best.

Sold by leading hardware dealers, or write to us.

HAM & NOTT CO.
Limited
BRANTFORD CANADA

McLean's

We originated the line of shredded cocoanut now so popular in Canada. The quality has ever been maintained.

THE CANADIAN COCOANUT COMPANY
MONTREAL

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY

OUR GUARANTEE

We will instal a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.

CATALOG FREE

THE GIPE CARRIER COMPANY

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 118 HOLBORN, LONDON E.C. ENG.

"Bluenose" Quality

Packed in Nova Scotia just as it comes from the dairies. This famous butter in tins is of highest quality. You can always guarantee it.

SMITH & PROCTOR, Sole Packers Halifax, N.S.

White Dove Cocoanut

stands alone, far superior in quality to all other makes. This is because of the special care exercised in preparing it and our expert knowledge of the business.

You sell it?

W. P. Downey

Maker

MONTREAL

Avoid that Needless Loss

Modernize your method of handling credit customers. Adopt the plan that has proved itself successful all over America.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by

ALLISON COUPON CO., Indianapolis, Ind.

By Pleasing Both

women and grocers, Fels-Naptha soap's popularity steadily increases; and no grocer's stock is really complete without an ample stock of it. All wholesalers are glad to supply you Fels-Naptha Soap.

It dries them up Common Sense KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

CHINESE STARCH

Quick Sales.
Satisfaction.
Large Profit.
No Dead Stock.

Get Prices

OCEAN MILLS MONTREAL

GEORGE & BRANDNY

Established 1879

Shipping and Commission Agents

Dealers in Coffee, Cocoa, Pimento, Hides, Honey Wax, Sugar, Rum, etc., etc.

KINGSTON, - - - JAMAICA

Wagstaffe's Fine Old English Pure Orange Marmalade

(All Orange and Sugar)

SOLD OUT !

Why is This ? Because it has the flavor—the flavor that is appetising. We had to cut all orders down one-half. There is only a small stock in the hands of the wholesale trade.

BUY WAGSTAFFE'S

WAGSTAFFE LIMITED

Pure Fruit Preservers HAMILTON, ONTARIO

"CENTURY SALT"

The well-advertised Salt—have you got it ? Let us hear from you, and we'll send new price list—we want your business, and will take every care of it when we we get it. *Century Salt* is well advertised—it's the Salt to sell ! Manufactured and shipped in various grades—Table, Dairy, ordinary Fine and Coarse Salt, etc. We have taken over the plant formerly operated by The Empire Salt Company, Limited, of Sarnia —and will make salt *Right* in both quality and price. Let us hear from you.

Dominion Salt Co., Ltd.

Manufacturers and Shippers

SARNIA, - ONTARIO

Get Wise to the Profit Problem

KITCHENER BRAND PORK AND BEANS

are equal in quality and selling at 25 per cent. less than the best packs on the market.
Why not, Mr. Grocer, make this profit?
Our beans are all hand picked and put up in the new sanitary can, in 1, 2 and 3 lb. sizes, plain or tomato sauce. We also have a full line of fruits and vegetables. If your wholesaler cannot supply you, write us direct for prices.

THE OSHAWA CANNING CO., Limited
OSHAWA, ONT.

YOUR PROFITS

in the handling of your perishables, such as butter, eggs, etc., are secured if you are using an

ARCTIC Refrigerator

The 'Arctic' is the 'last word' in scientific refrigerator construction, and is moreover a handsome ornament to any store.

Arctic Refrigerators for All Purposes.

JOHN HILLOCK & CO.
Queen and George Sts., TORONTO

Agents for Western Provinces: Ryan Bros., 147 Bannatyne Ave., Winnipeg

The Quickest Trip from Plantation to Purchaser

There is a fresh picking of "SALADA" every week and all the year round. The climate of Ceylon makes this possible. Ten weeks after being gathered it reaches you. It is packed in lead packages to ensure uniform goodness.

It is protected every step of the way from plantation to purchaser. Bulk Tea grows old and stale rapidly—being unprotected, it cannot escape deterioration. It soon loses freshness.

We have always advocated the supreme importance of fresh tea—of buying in small quantities and buying often. It does not pay a grocer to buy heavily and keep tea in stock so that it reaches the consumer in impaired condition.

We back up our belief in the paramount importance of fresh tea by unconditionally guaranteeing to refund the full purchase price—to pay the freight both ways—to any merchant who has any "SALADA" in stock that is over six months old.

We do our utmost to have "SALADA" reach the consumer in all its garden freshness and fine flavor. We ask your co-operation in our efforts to serve the public with fresh tea.

The "Salada" Tea Co., - Toronto or Montreal

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Practical Methods Used in Retail Grocery Stores

London Grocer Fined for Leaving Gum Slot Machine Outside on Sunday—Victoria Merchant Gives Method For Cutting down Cost—Keeping Flies From The Window—Relation of Price Cutting to Failure—Requisites of the Window Trimmer.

Will Hurt Smaller Merchant.

Broadview, Sask., May 18.—A. R. Colquhoun & Son, in referring to the resolution, submitted by the Retail Merchants' Association to the Ontario Wholesale Grocers' Exchange, that "it is not in the best interests of the grocery trade that some few retail houses should have the right to purchase in large quantities direct from the manufacturer and that this privilege be not allowed to all," have the same opinion as the merchants.

"This condition does not immediately exist around this district," they say, "but here and there at some points, goods are purchased direct from the manufacturers, which eventually through time, will certainly hurt the smaller merchant. What we mean, is that one or two of the larger merchants club together and bring in the goods direct and divide them."

Broke Lord's Day Act.

London, Ont., May 19.—A decision of some importance was given by the Police Magistrate on Tuesday of this week in the case of Hiram English, grocer. Mr. English was charged with breach of the Lord's Day Act by reason of the fact that a gum slot machine has been hanging outside his place of business seven days a week. The defendant submitted that the machine was actually owned by another concern, and that he himself had no way of locking or unlocking it, although the owners locked it on Sundays last year. He admitted receiving a percentage of the profits, however, and the magistrate held him to be responsible.

"I'll have it removed if I am responsible," decided Mr. English, who had to pay $2 costs.

Cutting Down the Cost.

Victoria, B.C., May 19.—"One of two things must be done by every merchant who expects to continue to stay on top of the business earth," remarked a retailer the other day. "He must either add a bigger per cent. of profit to cover the increased cost of doing business or he must devise some way to cut down the cost of doing business."

One of the heavy expenses of doing business is the cost of delivery of goods.

He suggested co-operation in delivery as a means to cut down that expense. Instead of 20 merchants running 20 delivery wagons he would suggest to hand the work over to one concern. Either that or run the delivery department to a system having specified hours arranged.

Keeping the store open at night was also a useless waste of selling cost which might as well be avoided, if the merchants simply pulled together.

"Where the items in the cost of doing business pay, keep them," he said. "But when they can be pared down without injury, merchants should work together and see that they are properly pared."

To Keep Flies From Windows.

Smith's Falls, Ont., May 19.—Now that the summer season is approaching, the retail dealer will have his troubles combating the fly nuisance.

A local grocer, Wm. Hyndman, has a simple device to keep them from the window. He built a large wire screen to the ceiling separating the entire window from the store. At the bottom he arranged sliding doors to permit of easy access to the goods placed on display. This proved an effectual scheme and now he has no more trouble with flies getting into the window and creating an unfavorable impression.

During the winter months, Mr. Hyndman uses a double window, which he places at the bottom of his display window to prevent the gathering of frost. The glass is now always transparent.

Church Workers Assisting Him.

Wheatley, Ont., May 19.—The novel idea of enlisting the aid of the community's church workers for purposes of business boosting has been evolved by M. H. Chamberlain, a local shoe merchant.

Mr. Chamberlain's idea should be of interest to merchants throughout the length and breadth of the land who have submitted more or less gracefully to the exactions of subscription hunting and prize-seeking church societies and charities.

Mr. Chamberlain is offering a $10 in gold prize to the Ladies' Aid Society in his village which digs up the largest amount of feminine support.

With each 50c worth of goods purchased at his store, Mr. Chamberlain gives a ballot. The customer marks this ballot and drops it into one of a number of sealed ballot-boxes conspicuously displayed in various parts of the store.

The contest is to last till July 1, when the ballots will be counted by impartial judges and the $10 prize awarded to the Ladies' Aid Society which receives the largest number of votes.

The value of the scheme as a business getter will doubtless be pretty thoroughly proven in the three months that the contest is running. In his announcement Mr. Chamberlain points out significantly that the customer gets a chance to do two things at once—secure reliable footwear and help her favorite society.

Price-Cutting Cause Failures.

Islington, Ont., May 19.—W. F. Hopkins, general merchant, in referring to the recent convention of wholesalers states that he is glad to see there is something being done to make the grocery business a better paying investment.

"So many of the grocers to-day are such fools," he says, "they do not seem to know enough to keep their prices when they have a chance. If they would not cut each other's throats so much there would be less failures."

The Window Trimmer's Requisites.

Montreal, May 19.—"The successful window trimmer of to-day," observed a professional artist the other day, "should be endowed with the following faculties, well developed, viz.: Imagination, inspiration, originality, color balance, constructiveness, individuality and patience.

"Imagination enables him to picture in his mind the work he wishes to do.

"Inspiration enables him, after that start has been made, to place the various articles to be used in the exhibit where they will show to the best possible advantage. All this comes to the trimmer as he builds up his display just as new ideas come to the mind of the artist as he paints his picture.

"Through originality the trimmer makes a display that is distinctive in design and style and that does not show the earmarks of imitation.

"Patience, and lots of it, enables the trimmer to carry to a successful conclusion many a tedious piece of work, that he would otherwise leave out of the display. Patience without doubt is one of the greatest assets a trimmer can possess. Balance concerns the placing of articles used in display so that the exhibit will not appear to be one-sided, or top-heavy at any particular point. A well-balanced display is absolutely necessary at all times. A proper interpretation might be, 'A place for everything and everything in its place.'

"The day is not far distant when a window trimmer, as he is now termed, must be something more than a mere trimmer. He must add the qualifications of a decorator. A color scheme of draping the bare walls of a window with either cloth or paper will tend to bring out the beauty of the exhibit and make it more attractive to the general public than the old style of trimming. Harmony in color is another valuable asset to possess."

Selling Bedding-out Plants.

Bracebridge, Ont., May 19.—Merchants are busy this week owing to the continued rush for seeds and grain. Another specialty that makes sales larger and stores more attractive are the large displays shown of bedding-out plants. This line seems to be increasing year by year. It is now being firmly brought before the public by one particularly fine window display showing budding and full bloom flowers in the foreground, with the back built up with tomato plants, forming one huge mass of green.

Merger with R.M.A. Favored and Opposed

Toronto Retail Grocers' Association Receive Formal Proposal to Discuss the Question at a Conference — Letter From G. E. Gibbard, the Secretary—D. W. Clarke Gives Notice of Motion to Bring About Merger—Opposition to the movement.

Toronto, May 19.—It was hinted in a recent issue of The Grocer that there was a possibility of an amalgamation between the Toronto Retail Grocers' Association and the Retail Grocers' Section of the Toronto Retail Merchants' Association.

Whether this will be brought about or not is a question. Some of the members of the former, as was intimated at the regular monthly meeting on Monday night, have decided views in favor of the merger while others are apparently just as strongly opposed.

D. W. Clarke, Avenue Road, belongs to the former class. He gave notice of a motion to the effect that "this association amalgamate with the Grocers' Section of the Retail Merchants' Association of Toronto."

At the same meeting there was a letter read from G. E. Gibbard, secretary of the Toronto Section of the R.M.A., asking for a conference with a delegation from the Toronto Retail Grocers' Association.

Mr. Gibbard maintained in his communication that unionism was necessary to conserve the interests of the grocery trade He pointed to the recent convention of the Ontario Wholesale Grocers' Exchange and stated that manufacturers and wholesalers were making arrangements to confer regarding trade matters and that retailers should present a united front if their rights were to be considered fairly.

He therefore asked on behalf of the R.M.A. for a conference with the view to bring about better relations and the protection of interests.

The letter further stated that the Grocers' Section of the R.M.A. "was prepared to offer any reasonable concessions" to bring about the amalgamation.

Words in Favor of Scheme.

The question arose as to whether the matter should be discussed at the meeting or await a larger representation at the next.

J. S. Bond referred to the matter as an important one. It meant a great deal.

"If we unite with the other association we relinquish all our social functions but now we are not doing anything for the trade and its interests."

He pointed out that strength was needed in going to the council to protect the interests of the trade. To accomplish much in this line the trade must be a unit.

"If we are a power we must have numbers; we would have to drop all our prejudices and get together or else remain a purely social club."

He suggested that a committee of five be selected to meet a like number from the other association to talk over the matter.

D. W. Clarke is keen on the amalgamation idea. "In union is strength," he said. "The Retail Merchants' Association have branches all over the Dominion so they are able to present a straight front when necessity arises. We cannot get anything ourselves; the R.M.A. have to get strength from outside and we'll never accomplish anything for the trade if we go on like this.

"We are going in there," he added emphatically, "to make ourselves stronger by their support."

Neil Carmichael, a new member of the association, thought the move to be a good one and if the amalgamation was consummated predicted it to be one of the best that could occur.

W. F. Johnston saw no reason why the other association should not fall in line with theirs instead of theirs with the other.

David Bell is also opposed to the change but at the next meeting the question will be gone into fully.

A committee of five was appointed to confer, in the meantime, with a committee from the R.M.A. in order to determin what the terms of the amalgamation will be.

The selection was as follows: D. W. Clarke, J. S. Bond, David Bell, D. McLean and C. F. Thorn.

Excursion Date Arranged.

The only other matter discussed was the annual excursion which will take place this year on Wednesday, June 15. per steamer Turbinia to Cobourg, a 3½ hours run down the lake.

The various committees were selected to make the necessary arrangements.

PRESENT STANDARD OF TRAVELERS.

Toronto, May 18.—As an illustration of the new order of thinigs the Sunday evening service at Parkdale Tabernacle was recently conducted by commercial travelers and was unique in that respect.

J. W. Borsbery, for years a traveler for a wholesale grocery house, was chairman. He spoke of the higher standard that had been set by commercial men during recent years. In spite of the many temptations that lie in their paths, travelers, he said, can be as good Christians as any of their brethern and among the knights of the grip many excellent men were to be found. The elevation of this standard was doing a great deal to improve general business conditions and a better tone was thereby given to the commercial world. Mr. Borsbery was assisted by other travelers who spoke along similar lines pointing out the desirability of everybody having a high ideal. The song service was conducted entirely by travelers who gave solos, duets and quartettes.

Things Travellers Shouldn't Do

A Few Travelers Enter a Store Smoking a Cigar and Unintentionally Blow The Smoke into The Grocer's Face. This is Annoying and is Something That Shouldn't be.

Winnipeg Grocers Discuss Early Closing Law

They Claim There is Discrimination Against Them in Matter of Fruits—Restaurant Keeper Discharged Who Sold Canned Goods After 6 O'clock and Grocer Fined—What Chief of Police Says.

Winnipeg, May 19. — Occasionally grocers are brought face to face with statute laws or by-laws which serve to remind them that law is one of the keys to the limitation or enlargement of any business enterprise.

This fact is too frequently lost sight of by merchants, who by united effort could have such laws enacted or amended which would benefit their business, or remove laws which discriminate against them.

Is it not true that when a grocer who wishes to enter into some new enterprise, perhaps to give expression to some fertile idea, finds himself hemmed in by the law, he drops the idea, and crushes his ambition?

In this land there are few laws in force which are detrimental to the general trade, and our laws may be fast reaching perfection, but as yet they are far from that point.

In speaking of the early closing by-law which is in force in Winnipeg, J. A. McKerchar, a grocer in that city, was of the opinion that a radical change was necessary, but just what the change should be would require an investigation in order that justice would be meted out to all. The point in question is that the grocers are compelled to close promptly at six o'clock p.m., while hundreds of fruit stores, restaurants and lunch counters are allowed to keep open all night. All these later named sell a wide range of lines which from time immemorial were grocers' goods. At present a customer need not order from the grocer during the day anything in fruits, dried or fresh, fresh vegetables, bread, candies or fancy biscuits; these may be purchased freely at midnight in fruit stores and restaurants.

Loss of Trade Great.

Could an estimate in figures be put before the eyes of the grocer, of the business he loses by the operation of the by-law in its present form, one could well imagine an army of grocers bombarding the sanctum of the city fathers. They are apparently unaware of the actual conditions as they prevail, and they patiently submit to the rulings of the custodians of the law.

In Winnipeg it must he admitted that the grocers asked for an early closing law—and rightly so. There is not a grocer in the city who wishes to sell goods after six o'clock, and as for this specific phase of the law, they would not relent one iota. But because they asked for a law which was right and just, should the city allow others to take advantage of the action of the grocers, and sell lines after six o'clock which the grocers claim as theirs, and which they refuse to sell after that hour? That others (not grocers) should take this advantage, and that the city should allow it, appears to be wrong.

Chief-of-Police McRae, Winnipeg, speaking on the point in question stated that the difficulty lay in the fact that 'groceries' could not be defined. What was needed was a law specifying what lines of goods could or could not be retailed after the closing hour.

Up to Grocers, Says Police.

"At any rate," he said further, "the grocers clamored for the law and they got it, now let them take the consequences until such time as they feel like repealing it."

In this statement the gruff chief struck the vital point of the whole problem. In other words the matter is in the hands of those who are concerned. No one is going to move for the grocers; they have to act for themselves, and in this case it is their move.

It is not fair to the grocers to intimate that they are absolutely unmindful of what is going on. Recently when a restaurant keeper sold canned goods after six o'clock, the grocers had the offender checked but no fine was imposed. It would seem that there was no law which would restrict him from selling those goods since he was not a grocer, but the nature of the articles sold made the offence look altogether too glaring, and it was more than some of the grocers could tolerate.

Detective on the Job.

In this connection it is interesting to note that the custodians of this law in Winnipeg have made themselves unpopular with the grocers.

To instance a case in point: one Friday evening not long ago at two minutes after six, a man who had all the appearance of a street laborer entered a down town grocery store and asked for a loaf of bread and a can of sardines. The clerk thinking he was a hungry toiler wishing to get something for supper, sold him the goods—a fifteen cent sale. The next morning the grocer was summoned to the police court, the evidence of selling goods after six was presented and a fine of seven dollars and fifty cents was imposed. In this case the merchant was lured into breaking the law. Is this right? If not it could be changed, and there is no one to do it but the grocers.

TRADE NOTES.

Warren Thompson, who has been manager of the Thompson oatmeal mills in London, Ont., is going to Toronto, where he will assume the position of buyer for the newly organized Dominion Cereal Mills.

H. J. Parry, Vancouver, B.C., is not advertising his business for sale as was stated in our issue of May 6th.

H. R. Nixon, general merchant, Hartland, N.B., has moved into larger premises.

R. J. Burke, grocer, Dundas, Ont., has sold his business to Webb & Broad, of London.

R. C. Bowen, general merchant, Wetaskiwin, Alta., advertises his business for sale.

F. T. Foster, grocer, Shelburne, Ont., has sold his business to T. O. Kerr, of Alton, Ont.

W. C. Wilson & Co., Toronto, have taken over the grocery and ship chandlery business of Newton & Reuter, Thorold, Ont.

The Regina Cold Storage & Packing Co., Ltd., of Regina, Sask., have received a charter to carry on a cold storage and general ahattoir and pork packing business.

FARRINGTON PHILOSOPHY.

Bunch your orders whenever possible and avoid overbuying to make enough for a shipment.

Winter is out of the way with its inside coal dust and gas to make the store grimy. Have you taken advantage of the warm weather to clean house and slick up the premises generally?

It needn't be much of a job to freshen up the woodwork inside and out with a little paint. Prohably one of the boys would willingly do some of that work at odd times. In most stores there is someone who likes to paint.

The greater the variety your stock shows, the more customers it will bring in, and the more goods they will buy when they get in.

When you see a new line of goods mentioned in a trade journal, don't be afraid to order a few samples. There is no better way of keeping your stock up-to-date.

If you are not using price cards freely you do not know their value. Price cards will pay your rent, fire and life insurance and put something by for a rainy day besides.

Of course you get discouraged sometimes. We all do, but there's no real reason for it as long as there is more business to be had—and no one yet ever got it all.

Many things must be considered in buying a stock of goods. Not the least is the state of the buyer's bank account at the time of buying without regard to what he thinks it will be later.

Immense Traffic in Southern Fruit and Vegetables

How Toronto Became a Distributing Centre and an Idea of the Quantities of the Various Imported Fruits and Vegetables Which Come North—Canadian Demand Gradually Increasing From Year to Year.

Toronto, May 19th.—Recent years have witnessed great strides in Toronto's growth as a centre and distributor of early fruit and vegetables. Those who are intimate with the conditions do not have to burden their memories in an attempt to recall the time when it was an easy matter to keep an account of the amount of spring vegetables and fruits that were introduced from the sunnier lands of the south.

Persons of means made special arrangements to obtain for their tables the delicacies which were then confined to Florida and the adjoining territory within the area of the land of unbroken summer. The populace was probably unaware that tomatoes and other delicacies were being brought here during the earlier months; and it was just as well, for the existing high prices would but have stirred up feelings of futile envy, and the ordinary mortal would have had an opportunity to experience the position of Lazarus of ancient and honored fame.

But the world is progressing, and organization and system are accomplishing things which were undreamed of a few decades ago. While the northern states and Canada lay deep beneath a blanket of snow there was still a demand in these districts among the people who had the means to pay for fruits and vegetables which were then grown in the south. The northern market increased every year. Modern methods of distribution were used and by regulating the supply an effort was made to prevent a glut in any place. As the industry grew, the market was broadened proportionately. When it was learned that prices were becoming cheaper than formerly the public fell into line, slowly at first, but once a feeling of confidence and satisfaction gained a footing in general opinion, the rest was plain sailing. Dealers who took a certain quantity one season felt that during the next they could perhaps double their business.

How Northern Trade Grew.

Toronto has a delicate palate and is willing to pay the price. As the trade increased prices became easier and while still far in advance of the home articles in their season they were considered reasonable under the conditions by which they were marketed here.

During the past season it is stated the business was double that of last year. All along the line an advance was made. Hotels made larger and steadier purchases, private homes took up the habit and there were included among the regulars many who a few years ago would not have considered the idea of going in for spring fruits out of season.

The dealers brought their efforts to bear upon neighboring cities and towns and the same results were noticed there. Thus while Toronto became a heavy consumer of the imported fruits and vegetables she also became a distributing centre.

Early tomatoes, celery and strawberries, in fact all the early fruits and vegetables are received from Florida. The heaviest demand is for tomatoes and strawberries in which this year a heavy business was registered, practically doubling that of last season.

But the list is a long one. There is asparagus, celery, beets, beans, radishes, lettuce, cucumbers, carrots and all the other varieties. They are received here in crates and hampers arriving in splendid condition. Orders are filled locally and the neighboring cities and towns likewise send in their demand. A wholesaler states that there has been scarcely an instance where a faulty consignment was received. As the season advances and the sun begins to approach the northern tropic Florida's sister states share in the business of supplying that district which is still unable to provide her own wants. California also contributes a certain amount of tomatoes and asparagus but the bulk comes from the south.

Where They Come From.

Pineapples are from Porto Rico, Cuba and Florida. They begin their season about the first of April. Oranges are received the year round from various countries—California, Florida, Mexico and Spain. The Florida season is about over and California navels will soon follow. California "Valencia" will then come into prominence.

Bananas are received from Cuba and Jamaica.

Strawberries are now being procured from North Carolina but as with the early vegetables they also come from Virginia, Alabama, Louisiana and Tennessee when their seasons permit.

Considering the advances that have been made during the past few years it is safe to say that in future seasons the demand will continue to grow and the south will be called upon to put forth greater efforts in order to supply the market.

To get an idea of the amount of the business done in Toronto in early fruits and vegetables, figures were procured through the Customs department. It may be said that they begin only with February 2nd of this year and extend up to a day or two ago. While it will therefore give a good idea of the trade in early vegetables it does not do justice to the trade in oranges, lemons and bananas which continues throughout all the months of the year. The list has been briefly compiled as follows:

Strawberries—18 cars, 240 crates in each, 32 boxes in each crate. Total number of boxes 138,240. Duty 2c lb., practically 2c a box. Total duty $2,764.80. Average price to the trade 18 cents. Total $24,883.20.

Lemons—67 cars; 300 boxes in each; 300 lemons in each box. No duty. Total number of lemons 6,030,000. Approximate price to the trade, 1 cent. Total, $60,300.

Oranges—268 cars; 380 crates in each; averaging from 80 to 216 in each crate; average total number of oranges, 15,072,320. Average price 2 cents. Total $301,446.40. No duty.

Bananas—198 cars. All the way from 350 to 900 bunches to the car. Total number of bunches estimated from average, 123,750. No duty. Paid by retailers about $247,500.

Tomatoes—52 cars, averaging 480 crates each containing 6 baskets, totaling 24,960 crates or 149,760 baskets for which trade paid approximately $74,880. Duty 30 per cent.

Mixed Vegetables—29 cars, each containing between 300 and 400 hampers of beets, carrots, cucumbers, spinach, etc. Duty on all vegetables is 30 per cent.

Pineapples—40 cars; each containing 385 crates; averaging 27 pineapples each; a total of 388,800 pineapples or 14,400 crates. Total $50,600. No duty.

Celery—43 cars, averaging 250 to 300 crates to the car. Sold to the trade at from $5 and $5.50 to $6 a crate.

Onions—36 cars averaging from 150 to 250 crates to the car. Price varying as to kind of onion, Valencia, Spanish, Bermuda or Texas-Bermudas.

Cabbage—14 cars, each containing 200 crates at from $3 to $3.50 a crate.

Grapefruit—21 cars.

Sweet Potatoes—13 cars.

If you are carrying a stock of goods on your books and one in the storehouse in addition to your stock from which you are selling, you are carrying too much.

Economies in the Writing of Store Show Cards

An Ordinary Stub Pen May Be Used For Outlines of Letters—Camel Hair Brush for Filling In—Paint and Ink That Have Been Tried and Found Satisfactory—Hints on Block Lettering.

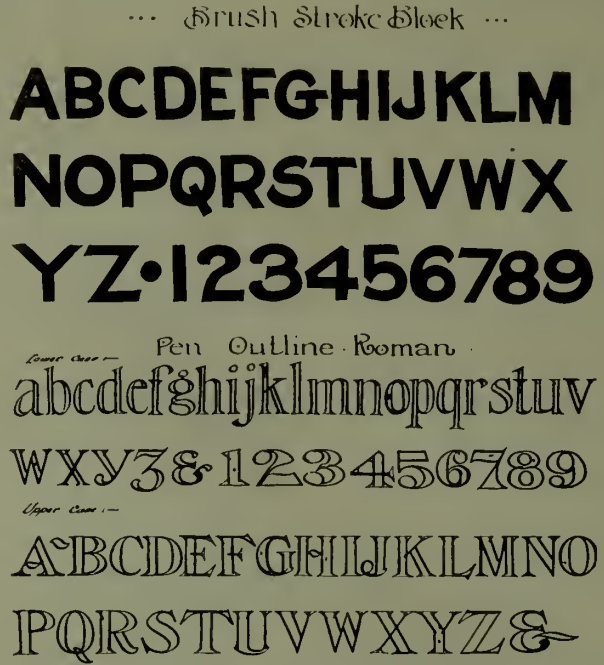
By R. T. D. Edwards.

It is astonishing how cheaply a good card can be made up when you know how. For instance, take the alphabet, under the name of "Pen Outline Roman," whcih was executed with an ordinary "stub" pen obtainable at any stationery store. The stiffer the nib the better you can control it. If it lacks stiffness, heat in the blaze of a candle or match and put it quickly into water. That method will temper it.

Then you can buy a camel-hair brush plenty good enough for "filling in" purposes for about ten cents. Ink can be had for fifteeen cents per small bottle, which would do a small store for months. Cardboard can be bought at the rate of five cents per sheet (22x28 inches) and for less in larger quantities.

There are several kinds of black that are all good for brush work. One that always works nicely and which is the easiest to obtain in the smaller towns and cities is drop black. You get it ground in water in glass jars, also in Japan and in dry powder. I would not advise using the Japan on show cards unless they are to be exposed to the wet. It is mostly used for cotton and oil-cloth signs. The drop black already ground in water is better than the dry powder, because it is finer ground and all you have to do is to add water and muscilage to the desired thickness.

There are other prepared inks for show card use that are much handier, such as letterine, which can be used with either pen or brush. It comes mixed at the proper thickness for brush work, and should be thinned with water for the use of the pen.



Alphabet Showing the Pen Outlined Letters in Both Lower and Upper Case and Capitals Finished with Brush Stroke.

When you make your own cards, therefore, it is possible to reckon that a half-sheet card will not cost more than about three or four cents at the very most—which is a great difference in paying from forty to fifty cents for it.

Paint and Ink Suggestions.

The question of proper paint and ink to use is a big one among the majority of amateur cardwriters, and too much attention cannot be paid to this most important part of cardwriting. Many writers do not care as long as the black is black or the white is white, but they should always be on the lookout for better color—the kind that is ground fine and will spread on the board evenly and not show the board through it.

In practising alphabets illustrated always draw the brush or pen in the direction you are working, namely, from left to right, and from top to bottom.

Block Lettering.

This class of lettering should only be used on cards that are to be seen at some distance in the store, such as half-sheets used in a conspicuous place to direct the customers to the different departments.

Of course, the beginner cannot expect to do as good work as a professional, but practice will do a lot for him.

CROWDS WATCH WINDOW DRESSING.

Goderich, Ont., May 19.—"The actual making up of a good window display is an even better and more effective drawing card than the window itself when it is made up."

This is the statement of a merchant who has given this phase of window dressing some attention.

"I used to pull down the blind," he added, "and run it up again when the window was a complete whole. Now I leave it up through the entire process. I have something of a reputation for good window dressing, and crowds gather every time to watch developments and possibly to bet on the final outcome. Frequently more people will stand watching a window put together than will gather at any one time after it is complete; and these crowds are not loafers by any means, but people who, I have on several occasions noticed, have afterwards come in and bought.

"The secret of it all probably is the human desire to witness action. Action is what draws a crowd every time. Even the best window display has little action; the more you can infuse into it or suggest the more likely it is to attract attention and make sales. If I range a stock of small articles in regular rows the result is comparatively lifeless. Price cards attached suggest a sale, hence action, and therefore increase interest; show cards emphasizing certain points regarading the goods further suggest action. If I range my stuff in the shape of a clock, an air ship or a Santa Claus the window becomes far more life like.

"The act of dressing a show window is just full of action. It possesses the same element of suspense as a dramatic moving picture. People are anxious to see what is coming next, and when it does come it impresses them far more than if they just saw it in its proper plaee in the display.

"I've come to the conclusion that the window with the blind down is bad business. My show window is so much advertising space for which I have to pay; it is my business to make the utmost use of it. The blinded window is suggestive of seizures for rent, bailiffs' notices, and such things. Furthermore, the window dresser has to use considerable electric light if he doesn't want to work in comparative darkness.

"Just two things I insist on. The first is that the window dresser have his idea all mapped out beforehand, so that he can dress the window with the utmost possible speed. The quicker the work, the more the interest taken. The second is that the window dresser himself be perfectly neat."

W. C. Miller, grocer, Yonge St., Toronto has opened a store at the Beach.

Jealousies Disrupt Business Among Merchants

Condition That Weakens Trade and Offers a Great Obstacle to Organization—Merchants Dealing With Mail Order Houses Rather Than With One Another—A Sentiment Prevailing Particularly in Small Towns Which Should be Eradicated from Business.

By F. C. Aitken.

"I know a great many towns throughout the Dominion where the relations among the merchants are so strained that they will not deal with one another. Although they are preaching to their customers the splendid gospel of 'spend your money in your own town,' the merchants are not setting the example to the townspeople and strange to say the mail order houses have established themselves to a greater extent in these places than elsewhere."

This is a summary of the statements of a business man who has traveled extensively and through his position came in contact with hundreds of merchants in practically every line of business. It almost seems incredible that conditions such as he speaks of should exist in this enlightened age, but there is one consolation, namely, that the grocers who are included in this list are of the small town variety. In the larger towns and cities there is a better understanding existing and spreading itself rapidly, undoubtedly from the realization that there is nothing to be gained by petty jealousies. Experience has taught grocers that the "United we stand" motto applies to them even as it applies to the secret society, but there is lacking that unanimity among grocers which is required before they will come into their own, presenting a solid front without sacrificing any personal rights.

But to return to the towns referred to and the 'noble' spirit of brotherly love that exists therein.

A $50 Order to M.O. House.

Brown, a dry goods man, is credited with saying that he had given a certain mail order house a fifty dollar order for groceries this spring and he intended to continue dealing there.

"Anywhere rather than with Jones or Smith" is his motto. This is an actual case. He probably imagines that he is hurting his fellow merchants but they are practically all going out of town for their goods and are thus diminishing their home trade to that extent. Is there an association among the merchants of these towns? Decidedly not! And there are different reasons explaining the lack of organization in each of the various towns, but one example will suffice.

It happened that Smith, a prominent grocer, identified himself actively with the work of organization. Jones, another grocer, to use a popular expression "got sore," and the rest of the trade split just when they should have been united. Barclay, a big dry goods man, did not fall in readily with the association idea and thus this section was divided. Discouragement was handed to the organizers at every turn and they dropped out in disgust. Pull together is a good headline providing the pulling is concentrated in one direction, otherwise there is nothing but internal strife. This biplane had no chance to make a record for it never got going and instead of friendly relations being established they were quite the reverse.

There is nothing of the day dream about these statements. They are realities, excepting the names which are used merely as examples. It is also pointed out that the townspeople find out where the wind lies and if merchants themselves deal with the mail order houses surely, they say, we might as well try it.

Poor Spirit to Show.

Thus one evil brings on another and the second is far worse than its fellow. When the merchants learn that some of their customers are dealing out of town there is a number who begin to whine and in the body of their advertisements in the papers (if they are really carrying one) they quote this splendid motto "Trade at home and build up your own town." Fine sentiment that!

It is a fact that organization and the beneficial results accruing therefrom will go a long way toward keeping business on the home front street but there must be a different sentiment permeating the atmosphere of Main street to that already referred to.

The gentleman who recently mentioned this condition of affairs said that he had passed through in one week about a dozen towns along a particular railway and he found a strikingly similarity of sentiment in the entire number. Of course all the merchants are not of this kind but there is such a large number who do come under the category referred to that the ideal few are lost sight of and are powerless to accomplish or perhaps hopeless of accomplishing anything that will create a union of interests among the mercantile class.

In the majority of cases those among whom the 'green monster' jealousy has done his best work have the smallest businesses. Their trade seems to sink to the level of their thoughts but they are scarcely worth discussing. The lamentable cases are among strong men who have splendid stores and are now flourishing. Happily they are not numerous and the trade would be greatly strengthened if the cases of this kind existing throughout the Dominion were brought to a happy termination.

FRESHENING OLD PRUNES.

The following advice of an old grocer on freshening old prunes may be profitable to readers:

"Freshening prunes is a very simple matter. There are two or three methods, but they are quite similar. The practice most commonly employed by grocers is to take a clean butter tub, place some boiling water in it and put the prunes into it, allowing them to remain in the water two or three minutes, at the end of which time they should be taken out and drained through a sieve.

"The water runs off freely, and the prunes have a much more attractive appearance, having incidentlly been thoroughly cleaned by the process. This plan neither increases nor diminishes the weight of the prunes. Some grocers place a little molasses in the hot water, just enough to sweeten it, making the water about the color of weak tea. They think this makes the prunes still more attractive in appearance and a trifle sweeter than if molasses is not used. The prunes are not so pleasing to handle if made a little sticky by the addition of the molasses. Either process will make the fruit bright and attractive, and even prunes which have turned white will, after being washed, look like new ones."

THE "PICKER" IN THE STORE.

"In all the big grocery stores," says an observant retailer, "there is a class of visitors known to the store people as "pickers," just as a certain class in the department store are styled "lookers." as distinguished from "buyers." The pickers in the grocery establishments do more than look. They wander about from one counter to another, picking up and eating a cracker here, a bit of candy there, a small cake from the pastry counter, and perhaps a bite of delicatessen.

"While one may filch in this way perhaps only a few cents' worth of stuff, when there are hundreds in a day it amounts to a pretty considerable item. But there has as yet been no way to stop the habit devised. In a prominent grocery store in the very centre of the city one of these "pickers" appeared last week with a plumed hat and a red silk waist, with a fine lace about the neck. She was making the usual rounds, accumulating a lunch in small bites, when she came to an open box containing olive oil capsules, a new inovation that this store recently introduced. Without looking at the label behind the box, and evidently thing the contents candy, the woman picked up a capsule and slipped it to her mouth. The capsules are meant to be swallowed whole, of course; but she attempted to eat it candy-fashion and, still holding it in her fingers, bit off one end. The olive oil spurted out in streams over her face and the red silk and lace neckpiece, and the effect can be imagined.

The Canadian Grocer

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FURTHER DECLINE IN BUTTER.

At the present time the butter market is generally weak. Declines have recently taken place and this week more are announced.

In Montreal butter is marked down a couple of cents and in Toronto the drop amounts to 5 cents.

This is of course, due to the season as this time of year the milk supply is heavy and cheese factories are not universally in operation. Practically all the milk therefore goes into butter or is consumed in the form of cream.

The probability is that the present condition will continue for a time but we may expect a strengthening of the situation again when cheese factories are set in operation for the summer.

NOT ALTOGETHER A BLESSING.

Improved transportation facilities between country towns and the large commercial centres are not looked upon as unmixed blessings by all country merchants.

The advent of a new railway or improved connections on an old line is followed by an increase in passenger traffic to the large cities where the department stores flourish and a marked decrease in the business of the local stores.

When once a start is made in this direction it becomes almost epidemic. The bargain counters of the large department stores seem to hypnotise country customers, and like the city customers, they buy whether they need the goods or not.

What is the remedy? Some declare there is no remedy, that nothing can be done by country merchants to stop the flow of trade to the city stores. We doubt it.

The power of the large department store is not so much in the fact that it sells at lower prices as is its position as a large and persistent advertiser. Day in and day out its advertisements occupy the favored positions in the newspapers. Day in and day out it keeps hammering away. No customer is allowed to forget.

Service founded upon up-to-date business methods tends to hold customers as well as catch them.

Country merchants can and do sell just as cheaply as department stores and in many instances cheaper, but local customers require to be educated to the fact.

If merchants in the smaller towns and villages throughout the country were to co-operate with a view to doing this, the work would not only be made easier but its benefits would be both more effective and more immediate. A three months campaign, for example, during which every advertiser would concentrate his efforts to educate the local residents through the local newspapers would accomplish a great deal of good.

Appeal to local patriotism. Emphasize quality and service as well as price.

Local business men's organizations and boards of trade could help materially in an educational campaign of this kind.

But neither service, quality nor price are very effective without advertising. The tale has to be told to be heard.

BOOKS MUST BE KEPT.

It is an offence against the criminal code to have neglected to keep books.

Under this section of the cod· a boot and shoe merchant, Toronto, has been charged with neglect and is now out on $1,000 bail awaiting his trial.

He was originally a farmer near St. Catharines and exchanged his farm for a boot and shoe store at Drayton, moving later to Toronto.

The trouble arose from the fact that he misrepresented the value of his farm and stock, and suit was brought against him by the former boot and shoe merchant. The result was that judgment went against him, calling for a refund of $3,205. He was forced to assign and when the assignees called upon him they allege they could find no books that would give any indication as to the nature of his assets and liabilities.

His arrest followed and he is now out on bail.

Whether he is convicted of the offence charged or not, this goes to show the importance attached to modern business methods by the law and the need of proper attention to details in bookkeeping in running a business.

ACQUIRE A PERSONAL FOLLOWING.

There is a future ahead of the store salesman who builds up a personal following among a store's customers.

The man who can make such friends that they will insist on having him wait on them, and depend largely on his judgment as to what to buy, is sure to be a necessity in the store where he works, and the larger his clientele, the better salary he will be able to get.

Often some really desirable lines go begging in a store. Such a man is in a position to push them far better than his co-workers.

It is not at all necessary to resort to favoritism—giving extra weight, etc.—to obtain such a following. The man who is invariably polite, knows his goods well, and is always willing to put himself out to serve a customer, will do so as surely as anything in this world is sure. Try the experiment.

PUBLIC SPIRITED BUSINESS MEN.

A country merchant who is devoting a good deal of time and attention to the industrial development of his town disclaims that he is actuated by public or philanthropic motives. He declares that what is good for his town is good for his business.

Notwithstanding his declaration he is a public spirited man. It is his modesty that prevents him saying so.

It is a pity there are not more of his kind in every municipality throughout Canada. They are wanted and wanted badly

It is the shame of our municipal system that it does not induce more successful business men to give some of their time and attention to public affairs. The present municipal system of government is in bad odor because business men are not giving their aid and co-operation to the management of its affairs.

A municipal government, like a commercial institution, in order to be successful, must be conducted on business like lines. It is because too often it is not thus conducted that it is in bad odor.

The man who serves his town or city either in the municipal council or as an active member of the board of trade naturally, in an indirect way at any rate, derives some benefit from the success which has crowned his efforts But he is none the less a public spirited man.

Because visitors to the store don't ask questions about the goods they see displayed, don't think they are not interested in them. They are. Put the information on cards where it speaks for itself.

CAUSES OF THIS SEASON'S APPLE WASTE.

In a recent issue of The Grocer it was shown that there was a great waste of eggs annually through careless handling which must have a serious effect on the cost of living.

This year thousands of barrels of apples were wasted, but the cause of the waste is a little more difficult to locate, and therefore it is a matter that should occupy the attention of the proper authorities, and steps should be taken to avoid a repetition of the same trouble.

The farmers got them off their hands and received good value for them, but the dealers were not so fortunate.

The question, however, is not who made or who lost, but the waste is an actual cost to our country, and how this loss can be avoided in the future is the problem that should be solved. Either the farmer did not give the value the dealer expected, or the dealer did not handle them right.

Perhaps more or less blame can be attached to both of them.

In the first place a great many apples were carelessly, badly and dishonestly packed. This may have been the principal cause of the loss, because it is impossible to determine the extent of the mischief even a few barrels will do, if they do not measure up to the represented standard. A few dishonestly packed barrels may spoil the sale of thousands of barrels of good apples. A buyer may be prepared to buy a thousand barrels, but as soon as he discovers that he cannot depend on the quality he will not touch them.

All apples have their regular time when they should be used, and if something happens which delays them from going into consumption at the proper time, they deteriorate in quality, and on account of their inferiority will lessen the consumption. Stale apples will accumulate and the more they are pushed on the people the less will become the demand.

That there is truth in this theory was clearly illustrated this year. Dealers in apples all complained of the fact that the demand for apples was away below their expectations. The cause of it was that people bought stale apples and they did not care for any more. They do not always know that the trouble is in the apple, but they come to the conclusion that they have lost their fondness for apples. This again proves, what has been repeatedly stated, that quality regulates consumption.

In viewing the situation, from the past season's experience, two features may be pointed out which should not be repeated. There should be no more dishonest packing and apples should not be held beyond the time when they are at their best, even if they have to be sold at a loss.

There is another matter which should be considered. Our own population is growing rapidly and more attention should be paid to the home market. It is too much the case now that all the best fruit is bought for export, and the local demand is supplied with the poorer qualities. Home trade should not be overlooked. Through better butter, better eggs, better bacon our consumption per capita has wonderfully increased, and this will be the case with apples if the people get the right quality. It is a mistaken idea that we must export our products to make money. It pays better to have the people here consume our own products: but there should, of course, always be an outlet through export trade for surplus stock.

BUYING AWAY FROM HOME.

At a recent meeting of the Lindsay Board of Trade the subject of business men buying from catalogue houses was discussed and complaint made that a certain Lindsay hotelman was buying most of his supplies from Toronto.

Other complaints followed, amongst them being the statement that the wife and sister of one of the most active merchants present at the meeting had been on a buying tour in a Toronto departmental store a few days previously.

There is not enough loyalty to fellow business men or to the town. The hardwareman says he can get a better selection of books from a Toronto dealer than in his home town. the drygoodsman thinks he can save a dollar by buying a rifle or a bathtub in the departmental, and the jeweler imagines he can make a saving by buying his boots or groceries by catalogue. Each asks for support from the town and county people, and then on the sly tries to pick up a "bargain" which more often is a "gold brick."

Each merchant should set an example to others by buying at home. Even if the assortment of books may not be so large the local bookseller will be only too glad to get what is wanted at a fair price. Let him know what you have seen offered for sale and give him an opportunity of meeting the competition. And let each merchant do the same in other lines and there will soon be a better feeling all round and better stocks will be carried.

Support the local printer. Give him all the printing he can handle and then make him ex-officio chairman of the "Buy at Home" club. It will be to his interest to conduct a persistent campaign in his paper against mail order buying.

Every cent spent with a catalogue house in Toronto or Winnipeg helps to build up those cities at the expense of the smaller places. Every dollar spent with the home merchant helps to build up the town, increase the educational advantages and opportunities for enjoyment, while also helping to advance the values of town and farm property.

Our insane asylums are overflowing with patients, even the jails are being used to care for these unfortunates. And the more the cities are crowded and farm life made less enjoyable and more arduous, the more unfortunates will we have to live a living death as "the wards of society."

Support the "Buy at Home" movement.

GOODS OUT OF STOCK.

An important thing in conducting a retail store is to meet your customers a little more than half way, and if a customer asks for a line of goods not kept in stock, it is, from every standpoint, good policy to make out an order slip for it. If the customer finds that you have not goods in stock, which are carried by your competitor the customer loses confidence in you.

To overcome this difficulty, have an "order slip" printed, and give your sales clerks strict orders to fill out the slips in the presence of the customer, and promise to enter a "special order" for the article desired. In most cases, customers will be favorably impressed with your desire to meet their needs, and willing to wait until you can get the goods for them. If they prefer to look elsewhere, you do not sacrifice their good will, nor lose their confidence, because your willingness to enter "special order" places them under a certain obligation to you.

All special orders should be entered in a book kept for that purpose, showing the customers' name and address, date of order, date when delivery was promised, value of the article or articles, price quoted, with a column showing when goods were received and delivered.

Sometimes customers say, "Oh, I can get that next door for so much," naming a lower price than you ask. In such cases clerks should be instructed to notify the department manager at once.

These order slips tend to make better sales clerks and make them ready and willing to satisfy all who come in to buy, you will receive a great many valuable "pointers" from these slips, and they will help to keep your stock fresh and up-to-date.

Trade Expresses Opinions on Present Live Topics

Brantford Grocer Thinks Law of Garnishment Should be Amended—Suggests a Limit of $5 Instead of $25—Barrie Merchant Proposes Watching deadbeats Closely—Quebec and Hamilton Dealers Give Their Ideas on Manufacturers Selling to Large Retailers.

THE LAW OF GARNISHMENT.

Editor Canadian Grocer, — Your article on "How the Law of Garnishment Effects Grocers," is most timely. That law as it stands at present, is practically a dead letter, owing to the fact that nearly all employers of labor pay their employes every week, or at most every two weeks. Hence the dishonest customer takes advantage of the $25 exemption the law allowes him.

Years ago when the Garnishment Law was placed on the statutes of this province, wages were paid monthly, so that many workmen had from five to six weeks wages coming to them. That left a margin for the merchant if he had to sue his customer.

I claim that the present exemption of $25 puts a premium on dishonesty, and leads the honest workman to believe that prices are adjusted—that is put high enough by the retail dealer to recompense himself for any loss he may sustain through the failure of the deadbeat to pay his bill. That is an error, of course.

But it goes to show that many of the working class think as the grocer does—that the low should be amended. Why should any man be exempted from paying his debts if he is able to pay them? Very few business men are inclined to push an honest debtor; he generally gets all the time he wants, if he is doing his best to square his account.

Therefore we grocers believe that the exemption should be reduced to one week's salary, or better still to five dollars. There are other good reasons why the grocer desires a change in the Law of Garnishment, which I will explain in a future letter.

W. J. MELLEN,
President Brantford Grocers' and Butchers' Association.
Brantford, Ont., May 18, 1910.

ADVISES SELF PROTECTION.

Editor Canadion Grocer,—My experience re garnishment of wages is limited. During 28 years of retail grocery business I only garnisheed one customer's wages. The amount was $40, and I got judgment in the Division Court. I did not take the cheapest mode of collecting it, as I gave it to a legal man to collect. He got $25 and kept it, while I never got a bill of his costs or any statement.

I have long since realized that it is no use to depend upon collecting accounts by legal proceeding—that is, the class of accounts referred to.

The law protects the working man, and tells the grocer, as the judge said on this occasion, "you did not have to give this man credit." I have taken this advice and walked up to it pretty closely, making few bad accounts an dturning a deaf ear to many appeals. In most cases such appeals for credit are made with deliberate intent to do the grocer.

A good motto to adopt is not to open any accounts, just to say: "It has been my rule to consider and look into such matters (ask them for reference), and I will let you know to-morrow;" then send a polite note, 'Yes' or 'No.' It's because a grocer is taken unawares and on the spur of the moment that bad accounts are usually opened.

I cannot suggest any remedy as to a better way of collecting small accounts from the working man. My opinion is—protect yourself, he is protected. Keep a firm hold of the lines and of the whip handle yourself.

JAMES VAIR.
Orillia, Ont., May 18, 1910.

SELLING TO LARGE RETAILERS.

Editor Canadian Grocer,—We are of the opinion that the manufacturers should stop selling retail houses in large quantities at wholesale prices. The small retail houses which are more numerous than the few large retail houses cannot buy in large quantities, and are by this fact unable to compete with larger firms, who are underselling them.

This is the complaint made to us by most of the retail grocers in our district.

C. O. GENEST & FILS.
Sherbrooke, Que., May 17, 1910.

Editor Canadian Grocer,—At the retailers convention in Toronto recently the following resolution was carried and sent forward to the wholesalers for consideration:

> "That it is the opinion of this meeting that it is not in the best interests of the grocery trade that some few retail houses should have the right to purchase in larger quantities direct from the manufacturer since this privilege is not extended to all."

With all sales prohibited to larger retailers the manufacturer who is introducing a new line is up against a difficult proposition. Naturally he wants to get his goods before the consumer at the earliest possible moment and formerly he has found that to interest some of the larger retailers and make it worth their while to push his goods has been the best way to promote his own interests. As the situation looms up now he first approaches the wholesaler, who makes the most favorable terms for himself, and then tells the manufacturer to go out among the retailers and take orders and he will fill them. Often the margin of profit that is left to the retailer is so small that the larger ones will say "no," or else tell him that he will wait until their is some demand for the article, or possibly that he may leave it on sale (which by the way is often good policy for the retailer). This is most discouraging to the manufacturer as he knows under the old plan a few live retailers would have advertised and pushed his goods for a consideration, and then the whole trade would be ready to fill up his order book.

The retailer who helps him out under the first plan possibly does not make as much out of it as appeared on the surface. If he were to go carefully into the cost of window displays, extra time spent by himself and clerks in introducing the goods, interest on money paid out for larger supplies than necessary, he would find he was not so much better off than the smaller man who takes advantage of the market created for him and buys from the wholesaler in emption the law allows him.

For the trade as a whole I think the selling of a new line to a few respectable firms who do not cut prices is a better proposition for the whole body of grocers than the present arrangement of selling and demonstrating through the department stores. The policy of these stores is to humbug the consumer at every turn. When a new thing comes out, they impress the customer with the idea that the goods can be purchased nowhere else, and then when they have got the most advertising out of it, and other grocers are stocked up they cut the price. The retailer should certainly refuse to handle goods brought out under their manipulation. This proposal from the retailers at large is no new thing and has always met with the approbation of the wholesaler.

From Jobber to Consumer.

Another resolution that was placed before the convention was in reference to the wholesaler selling the consumer. These two resolutions should be placed side by side and the wholesalers status be fixed as well as the manufacturers. In the United States the retailers are much better organized than here, and recently asked the wholesaler to define his position, and told him that if he could not do so, that they, the retailers, would do it for them. If the wholesalers want to pull the retailers up short they should see that this pernicious custom is entirely wiped out.

I think some of the worst evils the retail trade have to contend with are the department stores, the cutter and the selling direct to the larger consumers. When these things can be eliminated, then let the manufacturer sell nobody but the wholesaler. While the wholesaler is considering the question contained in the injustice of retailers buying direct, why not let him take up the larger question of all the manufacturers selling the department stores.

An instance of the evil attending these sales occurred recently when a large manufacturer sold a rather small department store a line of new goods. After thoroughly canvassing the grocers and selling them the same goods with instructions what the retail price should be, the manufacturer sold the department store, who cut the price to the consumer to the figure the grocer had paid for it. Let the Guild get right after these people and show them up, and then the retailer will be able to appreciate their efforts.

RETAILER.
Hamilton, Ont., May 18, 1910.

Merchants Opposed to the Feminine Labor Law

Decide to Send Deputation to Wait on Minister of Agriculture—Inspectors Beginning to Enforce Act—Subscription Started to Wipe Out Deficit—Permits For Erection of Awnings—To Close Stores on Friday.

Toronto, May 19. — The retail Merchants' Association have started in with intentions of wiping out the present indebtedness.

At the meeting of the general executive of the Toronto branch of the association on Monday night this was one of the chief questions. Every class of the trade was represented, and the members contend it was a meeting productive of good results.

The association was placed under new management 6 weeks ago, and the report of the treasurer showed that they had begun to pay off the deficit. Plans were outlined and a subscription list was headed by Wm. Dineen with $100. Altigether some $300 were subscribed.

To Organize Deputation.

The law respecting feminine labor—which compels all places in which female help is employed to close at 6 o'clock—was discussed. This has been on the statute books of the Ontario Government for some years, but it is only recently that labor inspectors have set out to make it effective. Under the administration of the Hon. Mr. Montieth, former Minister of Agriculture, the law was suspended. At that time his department agreed that it should be amended and it is claimed that the same department in the present Government believe it to be in error.

The merchants say they are willing to abide by a maximum number of hours per week, even less than that provided by the present law, but they say it is ridiculous, and unfair as well, to determine by law when those hours shall be put in. As the law now stands it is illegal for a girl to serve ice cream or candy after 6 o'clock, except on Saturdays and on days before holidays.

A deputation will be organized to wait on the Department of Agriculture to induce it to suspend the operation of the law until such times as the act can be amended.

Permits for Awnings.

The Roads Department of the City Hall demands that a permit must be taken out whenever an awning is erected. This was another question discussed.

Secretary G. E. Gibbard has interviewed the department which points out that the streets of the city must be under the street department, and that the permit was the only way to keep control of them.

This department is prepared to issue an awning permit upon request at no cost whatever to the merchant—even if the request is made by telephone.

The trouble was laid to some tent and awning manufacturers who put up awnings without first ascertaining whether a permit had been secured or not.

The association also decided to consider Friday, May 20, a holiday—the day of the King's funeral—out of respect for the memory of the late King Edward VII.

PASSED AND REJECTED.

Resolutions Which Came Up For Discussion at National Convention of U. S. Retail Grocers.

Springfield, Ill., May 18.—Among the resolutions adopted at the convention of the National Association of Retail Grocers of the United States were the following:

Disapproving action of manufacturers who advertise that grocers' profits upon sale of their goods are much greater than the facts justify.

Opposing all free deal propositions offered by manufacturers to merchants.

Disapproving the action of the National Canners' Association which had endorsed the parcels post and asking that the Canners' resolution in favor of the same be rescinded.

Opposing the solicitation of orders by manufacturers upon terms concerning which the retailers have no advance information.

Reaffirming policy of the National Association in favor of the Pacific coast plan of maintaining retail selling prices and opposing the publication of the price upon packages of goods.

Opposing trading stamps and premiums of every description.

Favoring enactment of percentage collection laws by all the states.

Opposing advertisement of premium offers to consumers by manufacturers.

Condemning the practice of packers who use heavy wrappers weighed with the goods, causing loss to retailers.

Favoring the sale of all bulk commodities by weight, 100 pounds being the unit and asking for legislation to enforce that system.

Opposing enactment of bulk sales laws.

Recommending that the convention of 1911 be held in San Francisco during the Panama canal celebration.

Favoring the establishment by retailers of account systems similar to those of large institutions.

Urging reduction of the tax on oleomargarine to two cents per pound.

Providing for a committee of three to ask jobbers to co-operate with the retailers in encouraging organization of retailers.

The Rejected Resolutions.

The following resolutions, after a long debate were rejected by a decisive vote:

"Whereas, it has been found by experience that free deals on perishable goods, or free deals that work toward the end of demoralization of prices are not to best interests of retail grocers, and,

"Where, where are deals inaugurated by some manufacturers and who do not sell to the mail order houses, or chain stores, on stale commodities but do not deteroriate, and are instituted for the purpose of increasing the profit of the legitimate retail grocers and to enlist his co-operation, and,

"Whereas, the members of the National Association of Retail Grocers in convention assembled, believe there should be a distinction made between objectionable deals above referred to and those that are utilized for the mutual interests of the manufacturers and the distributers, therefore,

"Be it resolved, that the National Association of Retail Grocers in convention assembled, reiterate its objection to free deals on perishable goods, or upon products where the deals are so handled as to allow demoralization in prices.

"Be it further resolved, that a copy of this resolution be published in the trade bulletin."

MAKING MORE SALES.

By W. J. B.

Perhaps there is nothing that invites a customer to purchase groceries, more than a clean and tidy store; or it might be better to say that nothing drives a customer away quicker than a dirty and untidy store. Windows, counters, scales and floor should be kept very clean. Care should be taken in sweeping so that goods will not become dust covered. Shelves and ledges should be clean from dust and the goods on them attractively arranged. There should be receptacles at every counter in which to place all waste paper as it makes a store look untidy for the floor to be covered with paper. Care should be taken in weighing goods to put it all in the bags and not strewn over the counter, floor and scales.

But the salesman behind the counter can perhaps do more than anything to increase the sales by intelligent suggestions to customers. We find the clerks and even proprietors in many shops will spend the time talking to customers, about everything from the weather down to the latest murder or political scandal; but they will forget completely to mention that "We have just received a fresh shipment of canned corn which we are selling at 3 cans for 25c."

Then there is the salesman who rattles off his talk about twenty-five articles in about as many seconds. He might just as well save his breath and not drive the customer away. Take one thing at a time and talk about it intelligently—say pickles. "Mr. Jones we are selling this pint bottle of pickles this week at 15c. It is a regular 20c bottle and I thought perhaps you might like to know about the reduced price as you buy a large quantity."

Why More Attention Should be Paid to the Window

A Lesson From the Department Stores — Troubles of Western Merchants With Their Winter Windows—Grocer Says Good Window for Display Purposes is Worth $10 per Month—The Question of Tickets and One-line Displays.

By L. C. Harkness.

If there is one thing more than another that distinguishes the department store from the smaller retail business, it is the emphasis which the larger house puts upon the window display.

It is safe to conclude from this that this feature toward which so much attention is directed, has been a dominant factor in making the larger business. Every retailer admits that a good display of goods is an asset to the business and every retailer makes some sort of an exhibit in his show window.

The variety of display methods, the evident lack of systematic display ability, and the exhibits which often repel rather than attract gives an observer the impression that the average retailer might well make a special study of window displaying to develop his crude art.

It is no exaggeration to say that an estimate is placed upon the nature of a business by every one who notes the display in the window. It is then little short of tragical that the business grows slowly, or does not grow at all because the man behind it does not realize the value of an attractive and educative window.

Thanks to the stores that have already learned the secret of scientific business methods, this feature is becoming more and more pronounced. But the average grocer is far behind those who lead and a few suggestions as to how the art may be improved seem to be timely.

Difficult in Winter.

It must be remembered that climatic conditions have much to do with the nature of the displays. In Western Canada it is difficult to display goods well during the winter months. It is for this reason that grocers should take advantage of the summer months in the matter of front attractions. The freezing over of the windows in winter has been an obstacle which merchants have always been trying to overcome. And it is believed that the use of the electric fan in keeping the glass free of ice has been the most effective solution to the problem. Grocers maintain that the winter season is so cold that passers by do not notice the windows, but if the window is free of ice the value of a glance at a good window cannot be estimated.

The indifference towards goods displays in winter seems to have created a general indifferenee toward this feature all through the year. Winnipeg, which is yet the greatest western city, is far behind some smaller towns farther west, in the matter of front window attraction. But it is in this same city that the value of the display can be discerned. The dry goods merchant, the haberdasher and the tobacconist are all strong on this feature, and it brings them returns.

These merchants find it to their advantage to plan their stores and construct the interior in order to develop the display feature. Grocers too often make the mistake of not duly considering this feature when planning the interior.

Worth Much More Rent.

H. R. Beaudry, Winnipeg, said recently that a store with good possibilities of window display, even if on a side street of a suburb, was worth ten dollars a month more rent than a store in the same locality with poor window facilities.

"The window sells goods," he claims.

The fact that so many grocers believe that the window is a valuable selling asset and claim to depend upon it for the turnover of stocks, and at the same time pay such little attention to the window, is surprising.

W. Ketchem, who dresses the windows in the J. O. McKerchan store, in Winnipeg, said that grocers should appropriate a certain sum of expense money for window decorations each year. He thinks that a special clerk should be given the responsibility of dressing the window, and co-operate with the stock keeper in the selling of goods.

Every grocer who has tried the experiment has proven that by his window he can educate the public to buy just what he wants to sell, and at the desired time.

THE BIGGEST AND BEST

Nineteen hundred and ten to date is the biggest and best year we have ever had. "SALADA" quality and "SALADA" value have produced the same steady increase in sales every year for nineteen years.

During the last three weeks our sales INCREASED over the corresponding weeks of 1909 as follows :—

Week	**ending**	**April**	**30th,**	**our**	**sales**	**increased**	**27476 lbs.**
"	"	**May**	**7th,**	"	"	"	**21684** "
"	"	"	**14th,**	"	"	"	**57219** "

A total increase of 106379 lbs. in three weeks.

You always expect better results from "SALADA" than from any other tea. You have a reason to, a right to, and we want you to.

"SALADA" TEA CO., **TORONTO and MONTREAL**

The Markets—California Prune Crop Damaged

Reports Put Loss of Coming Crop at Fifty Per Cent. — Market Has Been Given Stronger Tone as Result—Apricots are Firmer — Sugar Has Not Yet Broken But a Change is Expected at Any Time — Canned Goods Active — Nuts Are Firm—Production is Uncertain.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—

Tea—New Japans on the water.

Evaporated Apples—Increasing export demand.

Beans—Firm.

Montreal, May 19, 1910.

The recent death of the King and the fact that his funeral takes place this week has put a general damper on trade. It is not confined at all to one line, but to all. It is only a temporary lull, after which the former condition should return. Probably May 25th or 26th will be the date. Interest in the comet has taken a great hold of the average Montrealer, seemingly to such an extent that he has forgotten to do much buying.

With the present fine weather prevailing there seems to be no reason why, later in the month, conditions should not improve.

Sugar is firm owing to reports that crops are not any too good. Molasses may soon present a distinct scarcity, especially the "choice" variety.

Sugar—Raw sugar is firm, owing to recent reports that tell of various crop disasters, and it looks as if there would be no relief from present high prices for some time to come. Local refined prices are firm, and show no signs of weakening.

Granulated, bags	5 05
" 20-lb. bags	5 15
" Imperial	4 80
" Beaver	4 80
Paris lump, boxes, 100 lbs	5 85
" " " 50 lbs	5 95
" " " 25 lbs	6 15
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls	5 75
" " 100 lb. boxes	5 85
" " 50 lb. "	5 95
" " 25 lb. "	6 15
" " 5 lb. cartons, each	0 37½
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37½
Extra ground, bbls	5 50
" " 50-lb. boxes	5 70
" " 25-lb. boxes	5 90
Powdered, bbls	5 30
" 50-lb. boxes	5 50
Phoenix	5 50
Bright coffee	5 00
No. 3 yellow	4 90
No. 2 "	4 80
No. 1 " bags	4 65

Bbls. granulated and yellow may be had at 5c. above bag prices.

Syrups and Molasses—Orders for new crop molasses which were booked some time ago, are now being filled, but otherwise the molasses sales are very light.

A recent communication from Barbadoes reports that less than 5,000 puncheons remain there unsold of choice. If this is the state of things, higher prices may be looked for in the near future, as several of the local jobbers are already in the market for new supplies.

Syrups are having a steady, but rather light sale at former quotations.

Fancy Barbadoes molasses, puncheons	0 36	0 38
" " " barrels	0 38	0 39
" " " half-barrels	0 40	0 41
Choice Barbadoes molasses, puncheons	0 31	0 33
" " " barrels	0 34	0 36
" " " half-barrels	0 36	0 38
New Orleans	0 27	0 28
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03¾
" ½-bbls		0 03¾
" ¼-bbls		0 03¾
" 38½-lb. pails		1 80
" 25-lb. pails		1 30
Cases, 2-lb. tins, 2 doz. per case		2 50
" 5-lb. " 1 doz. "		2 85
" 10-lb. " ½ doz. "		2 75
" 20-lb. " ¼ doz. "		2 70

Tea—Samples of the early picked Japans have arrived in Montreal, and are pronounced of first class quality. Already two ships are on the way with the first cargoes, the one to the United States and the other to this country. Recent cables from Japan report the new teas firm in price and with a hardening tendency.

Local trade is quiet at present.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 25	0 28
Good common	0 21	0 23
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Coffee—Coffee sales are falling off to a considerable extent, but a few importers report that it has passed over them, and they continue to do a good business. Prices are firm and unchanged.

Mocha	0 18½	0 25	Santos	0 14 0 17
Rio, No. 7	0 10	0 12	Maracaibo	0 15 0 18

Spices—The uncertain state of the weather seems to have had a bad effect on the spice market, although the fact of the King's death has undoubtedly had a generally depressing effect on all lines of business, and may help to account for the suddenness of the change. The lull may be only temporary.

	Per lb.			Per lb.	
Allspice	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20
" ground	0 15	0 19	Mace		0 75
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 18
Cream of tartar	0 23	0 32	" white	0 20	0 25

Dried Fruits — The continued cold weather has helped dried fruits considerably at the expense of the green, though now the falling off has commenced, they will probably give way to the more seasonable lines.

Layer figs are having a free sale, and good fards are pretty well used up.

A recent cable from Patras, Greece, regarding new crop currants, says that the rains have been heavy and have injured the vines considerably.

Currants, fine filiatras, per lb., not cleaned		0 05¾
" " " cleaned		0 06½
" Patras, per lb	0 07½	0 08
" Vostizzas, per lb	0 08	0 09
Prunes—		
40-50		0 09
50-60		0 08
60-70		0 07
70-80		0 06½
80-90		0 06
90-100		0 05½
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
Old seeded raisins		0 06
California, choice seeded, 1-lb. pkgs		0 07
" fancy seeded, 1-lb. pkgs		0 09
" loose muscatels, 3-crown, per lb	0 07½	0 08
" " 4-crown, per lb	0 08½	0 09
" sultana, per lb	0 07½	0 10
Malaga table raisins, Rideau clusters, per box		2 25
Valencia, fine off stalk, per lb		0 05
" select, per lb		0 06
" 4-crown layers, per lb		0 06½

Nuts—There is a good market in most lines but, as is natural at this time of year, peanuts are greatly in demand. Baseball games are a great aid in disposing of the roasted article, as well as amusement parks in all parts of the country.

Prices in all lines are unchanged.

In shell—		
Brazils	0 14½	0 15½
Filberts, Sicily, per lb	0 11	0 12½
" Barcelona, per lb		0 10½
Tarragona Almonds, per lb	0 13½	0 14½
Walnuts, Grenobles, per lb	0 13	0 14½
" Marbots, per lb		0 12½
" Cornes, per lb		0 11½
Shelled—		
Almonds, 4-crown selected, per lb	0 32½	0 35
" 3-crown " "	0 31½	0 33
" 2-crown " "		0 30
" (in bags), standards, per lb	0 26	0 27
Cashews	0 15	0 17
Peanuts—		
Spanish, No. 1		0 12
Virginia, No. 1	0 13	0 15
Pecans, per lb		0 65
Pistachios, per lb		0 75
Walnuts—		
Bordeaux halves	0 28	0 30
Brokens	0 23	0 27

Evaporated Apples—Export demand is still strong, and though locally prices are the same they are from ½ to ¾c higher for export. This presents a rather peculiar situation, and local dealers are taking full advantage of it to unload their stocks.

Evaporated apples, prime	0 08

Beans and Peas—There is an unexpected quickening in the demand for beans. At last writing they were having a slow sale, but recent export demand has livened things up to a marked degree. It looks also as if local men had allowed their stocks to run too low, and prices are stiffening daily in the primary market. It seems certain there will be an advance to the retailer in a few days.

Peas are quiet at former quotations.

Ontario prime pea beans, bushel	2 15	2 20
Peas, boiling, bag		2 50

Rice and Tapioca—Rice buying seems to be only to meet immediate requirements, and no large sales are reported.

Tapioca remains firm, with a stronger demand showing up. Prices of both are firm at last week's quotations.

Rice, grade B, bags, 250 pounds		2 75
" " " 100 "		2 75
" " " 50 "		2 75
" " pockets 25 pounds		2 85
" " ½ pockets, 12½ pounds		2 95
" grade c.c., 250 pounds		2 65
" " 100 "		2 65
" " 50 "		2 65
" " pockets, 25 pounds		2 75
" " ½ pockets, 12½ pounds		2 85
Tapioca, medium pearl	0 05½	0 0

CANNED GOODS

MONTREAL—For canned vegetables the demand is still as good as ever, even at the slightly higher prices of some lines. The call for fruits, except those in glass, has gone off to a certain degree, though still satisfactory, in view of the high prices.

Sockeye salmon are in good demand, while other fish are quiet.

In meats there is a steadily increasing trade, and the buying for summer consumption seems to have set in, in earnest.

Peas, standard, dezen	$1 05
Peas, early June, dozen	1 07½ 1 10
Peas, sweet wrinkled, dozen	1 10 1 12½
Peas, extra sifted, dozen	1 52½ 1 60
Peas, gallons	3 87½ 3 92½
Pumpkins—3 lb., $1.00; gallon, $3.00.	
Beans, dozen	0
Corn, dozen	0 80 0
Tomatoes, dozen (Ontario and Quebec)	0 85 0 90
Strawberries, dozen	1 50
Raspberries, 2's, dozen	1 80
Peaches, 2's, dozen	1 70
Peaches, 3's, dozen	2 65
Pears, 2's, dozen	1 65
Pears, 3's, dozen	2 40
Plums, Greengage, dozen	1 60
Plums, Lombard dozen	1 00
Lawtonberries, 2's, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb talls, per dozen	1 87½
½-lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 02½
Other salmon—	
Humpbacks, dozen	0 95 1 00
Cohoes, dozen	1 35 1 40
Red Spring, dozen	1 80 1 65
Red Sockeye, dozen	1 85 2 00
Lobster Futures—	
½-lb. flats, doz., $2.40; 1-lb. talls, doz., $4.25.	
1-lb. flats, doz., $4.50.	

Compressed corned beef, 1s	1 65	Minced collops, 2s	2 50
Compressed corned beef, 2s	2 90	Corned beef hash, 1s	1 60
English brawn, 2s	3 00	Corned beef hash, 2s	2 80
Boneless pigs' feet, 2s	3 00	Jellied hocks, 2s	3 50
Ready lunch veal loaf ½s	1 30	Jellied hocks, 6s	10 00
Ready lunch veal loaf 1s	2 40	Paragon ox tongue, 1½s	7 50
Roast beef, 1s	1 65	Paragon ox tongue, 2s	8 50
Roast beef, 2s	2 90	Paragon ox tongue, 2½s	9 50
Stewed ox tail, 1s	1 60	Paragon lunch tongue 1s	4 00
Stewed kidney, 1s	1 50	Tongue lunch, 1s	3 50
Stewed kidney, 2s	2 65	Sliced smoked beef, ½s	1 60
Minced collops, 1s	1 40	Sliced smoked beef, 1s	2 60

WINNIPEG—All houses are quoting canned goods at an advance of 2½ cents per dozen and 5 cents per case just now. It is not known whether this is a result of the recent canners' merger or not, at any rate it seems impossible to secure lower quotations anywhere, and it is more probable that prices may still go up. The demand is excellent except for peas and corn which is an indication that the present values are warranted.

Strawberries, per case	2 50
Lawtonberries, 2's	3 60
Raspberries, 2's	3 30
Apples, gallon, per dozen	1 35
Peaches, 3's	3 50
Pears, 2's	3 30
Plums, 2's	2 00
Tomatoes, 3's	2 10
Corn, 3's	2 10
Beans, 2's	1 75
Peas, 2's	2 25 2 40

TORONTO—Canned goods, particularly vegetables, are firm. The demand has been strong, corn and tomatoes perhaps leading. It is a fact that the average home has exhausted the supplies that were laid away last year, including carrots, parsnips and cabbage. Srring vegetables are offered now but they have to be imported. The price is prohibitive to many outside of the wealthy class. Canned goods which have been running along actively have assumed a new life. Canned fruit are strong and this market is most satisfactory. Canned salmon is unchanged being still firm and steady.

Beans	0 85 0 90	Red pitted cherries, 2's	1 75
Corn	0 80 0 85	Gallon apples	2 45 2 75
Peas	1 10 1 60	Bartlett pears—	
Pumpkins	0 80 0 90	Heavy syrups, 2's	1 65
Tomatoes, 3's	0 85 0 90	Light " 2's	1 15
Strawberries, 2's	1 42½ 1 55	Raspberries, 2's	1 62½ 1 70
Heavy " 3's	2 40	Peaches, 2's	1 50 1 65
Light " 3's	1 70	" 3's	2 65
Lombard plums, 2's	0 80 0 85	Lawtonberries	1 65

Clover Leaf and Horseshoe brands salmon:

1-lb. talls, dozen	2 00	Red Spring, doz.	1 50
½-lb. flats, dozen	1 37½	Red Sockeye, dz.	1 65 1 70
1-lb. flats, dozen	2 15	Lobsters, halves, per dozen	2 00 2 20
Other salmon prices are:		Lobsters, quarters, per dozen	1 40
Humpbacks, doz	0 95 1 00		
Cohoes, per doz.	1 45 1 50		

ONTARIO MARKETS

POINTERS—

Canned Goods—Steady and firm.

Sugar—Steady.

Dried Fruits Much firmer.

Brazil Nuts — Shortage in primary market.

Toronto, May 19, 1910.

While the week's markets have been firm and steady in a general sense, there have been no outstanding features to point to. Sugar remains firm with an unsettled condition in raw market. A change is looked for practically at any time now and although it is generally accepted that a rise will be recorded, there is a slight feeling that it may go the other way. Dried fruits have presented a strong feature. Apricots and prunes, particularly futures, are much firmer due to the loss sustained to the next crop.

Canned goods are also active and firm. They are considered a good holding, particularly in the vegetable varieties. Tomatoes and corn are in particular demand.

Nuts remain firm. The report regarding Tarragonas is now believed not as serious as at first reported but is nevertheless considerable. Brazils continue firm but the conditions connected with the production are not yet certain. Peanuts have taken a stronger tone and reports show heavy importations. The ball game crowds explain the new market. From the news regarding Brazils it looks as if they would be a good purchase.

While the general market has no big features, it is encouraging and satisfactory.

Sugar—The market is steady and strong. Fluctuations occur in the raw market, but the week has witnessed no changes in the prices of the refined article. "It is a waiting market," to use the expression of one dealer. Opinion was a unit to the effect that when the break comes it will be upward. In this respect it may be remarked that New York reports mention the raw market as somewhat unsettled, but unless the market is unduly manipulated there is no apparent reason for expecting a decline.

Paris lumps, in 100-lb. boxes	6 05
" in 50-lb. "	6 15
" in 25-lb. "	6 35
Red Seal	7 10
St. Lawrence "Crystal Diamonds," barrels	5 85
" " " ½ barrels	5 95
" " " 100 lb. boxes	6 05
" " " 50 lb. boxes	6 15
" " " 25 lb. boxes	6 35
" " " cases, 20-5 boxes	7 60
" " Dominos, cases, 20-5 boxes	7 60
Redpath extra granulated	5 20
Imperial granulated	4 90
St. Lawrence granulated, barrels	5 20
Beaver granulated, bags only	4 90
Apadia granulated (bags and barrels)	5 10
Wallaceburg	5 10
St. Lawrence golden, bbls.	4 80
Bright coffee	5 10
No. 3 yellow	5 00
No. 2 "	4 90
No. 1 "	4 75

Granulated and yellow, 100-lb. bags 5c. less than bbls.

Dried Fruits—Severe damage to California's coming prune crop has been confirmed and estimates even place the loss at half the crop. The market has been affected to the extent of marked firmness which has stirred up the dried fruit market from sluggishness to activty. Latest reports announce a strong tone to future prunes. Locally, dried fruits have not been up to former years. It has been explained that the market has been flooded wih fresh apples which had been held in storage. The California reports have brightened the market and prunes are held in favor. Apricots are also firmer and likewise dried peaches. Raisins are firm but only fairly active.

	Per lb
Prunes—	
30 to 40, in 25-lb. boxes	0 11 0 11½
40 to 50 " "	0 08½ 0 09
50 to 60 " "	0 07½
60 to 70 " "	0 07
70 to 80 " "	0 06½
80 to 90 " "	0 06
90 to 100 " "	0 05½
Same fruit in 50-lb. boxes ½ cent less.	
Apricots—	
Standard	0 15
Choice, 25 lb boxes	0 16
Fancy, " "	0 17
Candied and Drained Peels—	
Lemon 0 09 0 11 Citron	0 14 0 17
Orange 0 11½ 0 12½	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag figs	0 03½ 0 04
Dried peaches	0 08 0 08½
Dried apples	0 08
Currants—	
Fine Filiatras 0 06 0 07 Vostizzas	0 08½ 0 09
Patras 0 07½ 0 08	
Uncleaned ½c le s	
Raisins—	
Sultana	0 06 0 07
" fancy	0 06 0 07½
" extra fancy	0 08½ 0 09
Valencias, new	0 05½ 0 06
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07½
" 12 oz. " "	0 06
Dates—	
Hallowees 0 05 0 05½ Fards choicest	0 10
Sairs 0 05	

Syrups and Molasses—With the exception of cane syrups which are quite firm, the syrup market records nothing eventful.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz. in case	2 50	Gallons, 6 to case	4 80
5 lb. tins, 2 doz. in case	2 85	½ " 12 "	5 40
10 lb. tins, ½ doz. in case	2 75	Quarts, 24 "	5 40
20 lb. tins, ¼ doz. in case	2 70	Pints, 24 "	3 00
Barrels, per lb.	0 03½	Molasses—	
Half barrels, lb.	0 03½	New Orleans, medium	0 28 0 30
Quarter " "	0 03½	New Orleans, bbls.	0 26 0 28
Palls, 38½ lbs. ea.	1 80	Barbadoes, extra fancy	0 45
" 25 " "	1 30	Porto Rico	0 45 0 62
		Muscovada	0 30

Coffee—Maricaibo coffee is stiffening but otherwise trade is normal.

Rio, roasted	0 12 0 15	Mocha, roasted	0 25 0 28
Santos, roasted	0 13 0 17	Java, roasted	0 27 0 31
Maricaibo, "	0 14 0 20	Rio green	0 10 0 11

Teas—Higher grades are firm. Activity. Latest reports announce a strong little improvement in the whole market. New crop Japans are on the way and are quoted firm.

Nuts—Shelled almonds and walnuts are firm. Advices from Brazil state that the market there continues to advance under a decided shortage in the crop. The unsold supply still to come forward is estimated at not over 3,500 tons.

In connection with nuts a prominent operator in New York said recently: "The position of almonds remains unchanged. There are reports, now, that some sections in France were not as seriously affected as others, but all reports agree that Tarragonas have been severely damaged and that the crop will not exceed 30 per cent. of a normal yield. In princess paper shells, the damage is not quite as serious as was first stated. Walnuts: Stocks are unusually small and are now in cold storage. An advance of ¼ cent in all prices is to be noted. Filberts: Firm and unchanged."

Almonds, Formigetta	0 11
" Tarragona	0 11½ 0 12
" shelled	0 32 0 35
Walnuts, Grenoble	0 13½
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 29 0 30
Filberts	0 12 0 12½
Pecans	0 16 0 18
Brazils	0 15
Peanuts, roasted	0 08 0 12

Spices—Cream of tartar remains firm. The demand for spices is scarcely more than ordinarily.

Peppers, black	0 15 0 18	Cloves, whole	0 25 0 35
" white	0 22 0 25	Cream of tartar	0 22 0 25
" whole, black	0 16	Allspice	0 14 0 15
Peppers, whole, white	0 23	" whole	0 14 0 16
Ginger	0 22 0 25	Mace, ground	0 75 0 80
Cinnamon	0 21 0 23	Mixed pickling spices, whole	0 15 0 15
Nutmeg	0 20 0 30	Cassia, whole	0 20 0 25
		Celery seed	0 24

Rice and Tapioca—This market is quite firm, tapioca especially. There is a summer demand for both rice and tapioca which has toned up the market.

	Per lb.
Rice, stand. B	0 03 0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 85
Rangoon	0 03½ 0 03¾
Patna	0 05¾ 0 05¾
Japan	0 04½ 0 05
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 05
Seed tapioca	0 06
Tapioca, medium pearl	0 04¾ 0 05½

Beans—The market is quiet. Business is scarcely up to the normal here.

Prime beans, per bushel	2 10
Hand-picked beans, per bushel	2 25

MANITOBA MARKETS

POINTERS—

Strong—Canned goods, tapioca, nuts.
Firmer—Beans, evaporated apples.

Winnipeg, May 19, 1910.

The general strengthening of the market last week has been warranted, it is believed, by the still increasing demand for goods in every part of the west. Last week the weather broke out fine and warm and business in every phase has taken on its usual midsummer briskness. Wholesalers and brokers are better pleased with the way goods are coming in, no doubt due to the increased facilities of lake and rail routes. West of this city the railways are taxed in making prompt distribution, but there has been little complaint on this score. There is a tendency on the part of the merchants to buy too heavily and overload their stocks due to the inevitable advance in markets, as a consequence orders are very heavy and trade is easily secured. Travelers have been forced to hold merchants down to limited orders due to scarcities and the possibilities of overstocking him.

This is a peculiar condition of the trade at present and has been brought about by natural means.

Sugar.—It would seem that the Canadian sugar market—in the west at any rate—is becoming more and more independent of the United States market. It is not usual that our market holds out so long against advances in New York. Last week there was an advance across the line and no changes are quoted here. Whether the Canadian market will follow or not is a question. U. S. values are quite as liable to go down before a rise takes place.

Montreal and B.C. granulated, in bbls	5 65
" " in sacks	5 70
" yellow, in bbls	5 25
" " in sacks	5 20
Icing sugar, in bbls	6 00
" in boxes	6 20
" " in small quantities	6 25
Powdered sugar, in bbls	5 80
" " in boxes	6 00
" " in small quantities	5 65
Lump, hard, in bbls	5 70
" " in ½-bbls	6 60
" " in 100-lb. cases	6 60

Foreign Dried Fruits.—Reports of frost came from fruit crop centres recently and such a condition always enhances values on present marketable goods. Peaches, pears and apricots are exceptionally strong and further advances may reasonably be expected. The prune quotations of last week are strongly maintained and the demand continues heavy.

Smyrna Sultana raisins, uncleaned, per lb	0 06 0 11
" " " cleaned, per lb	0 09 0 13
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 65
" " selects 28's	1 80
" " layers " 28's	1 95
California raisins, choice seeded in ¾-lb. packages per package	0 06
" " fancy seeded, in ¾-lb. packages per package	0 06½
" choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08½
Raisins, 3 crown muscatels, per lb	0 06½
" 4 " " "	0 07

Prunes, 90-100, lb	0 05½	Prunes, 50-60 "	0 07½
" 80-90 "	0 05½	Prunes, 40-50, lb	0 08¾
" 70-80 "	0 06½	Silver prunes, ac.	
" 60-70 "	0 07	to quality	0 09½ 0 12½

Currants uncleaned, loose pack, per lb	0 06½
" dry, cleaned, Filiatras, per lb	0 06¾
" wet, cleaned, per lb	0 07¼
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08¾

Pears, per lb	0 09 0 15	Dates, per lb., Hallows, bulk	0 06½
Peaches, standard, per lb	0 08½	Dates, Fard, 9½ lb. boxes	1 30
Peaches, choice	0 09	Dates, packages 30 in case	0 07
Apricots, standard, per lb	0 15	Figs, per lb	0 04½ 0 05
Apricots, choice per lb	0 15½	Peel, lb., lemon	0 09½
Plums, pitted, lb	0 11 0 12½	" " orange	0 10
Nectarines, lb	0 09½	" " citron	0 13½ 0 18

Syrup and Molasses.—The competition in syrup compels a reasonable quotation in comparison to the heavy demand. The volume of business in this line is greater than in any preceding year. The molasses market fluctuates little and the same is true of the demand.

Syrups—	
24 2-lb. tins, per case	2 15
12 5-lb. tins, per case	2 55
6 10-lb. tins, per case	2 40
3 20-lb. tins, per case	2 45
Half bbls., per lb	0 03½
Barbadoes molasses in ½-bbls., per gal	0 50
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, ½ bbls., per gal	0 33 0 35
Challenger, 6 10-lb. tins, per case	2 15

Nuts.—The advances of last week are rigidly maintained and the quantity is going out in a remarkable manner. This is an instance where high prices do not count in the ever increasing demand for high class goods. The shelled nut trade was never better than at present.

Shelled Walnuts, in boxes, per lb	0 33
" " small lots, per lb	0 34
" Almonds, in boxes, per lb	0 35
" " small lots, per lb	0 36
Peanuts, Japan, per lb	0 13 0 16

Honey.—We cannot quote higher prices and certainly nothing lower than the following, are quoted by the wholesalers. The 12 oz. jar was known to sell for $1.95 recently. The trade is all that can be expected.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	1 90
" 60-lb. tins, per lb	0 15

Lard.—The trade is quite good but the output has dropped off slightly. The expected advance may not occur soon, but nothing lower than the following are in sight.

Pure, 20-lb. pails	3 65
" 3-lb. tins, 60-lb. cases	11 25
" 10-lb. tins, 60-lb. cases	11 05
Compound, 20-lb. pails, per pail	2 80
" 5-lb. tins, 60-lb. cases	8 80

Rolled Oats.—A wholesaler said today that the demand for rolled oats was too good for an extended period of such low prices as are being offered just now. Producers are coming up a little and a stronger market is believed to be in sight here.

Rolled oats, 80 lb. sacks, per 80 lbs	1 75
" 40 " " 40	0 90
" 20 " " 20	0 45
" 80 " (8, 10s)	2 15

Maple Syrup.—This product has proved popular in quality this year and it is making its own way on the market. The result is that as time goes on the output will increase, and stronger values later in the year are inevitable.

24 quarts, per case	8 50
12½ gallons, per case	7 85
5 gallons, per case	7 25

Tapioca and Sago.—These two lines are strong, perhaps the strongest in the list. A quarter cent advance on tapioca is sure to come soon, according to the present tendency.

Pearl tapioca, per lb	0 05½
Sago, per lb	0 05½

Beans.—There is much unrest in the bean market just now and wholesalers have been forced to pay higher prices recently. Whether this will continue or not is uncertain as it is believed there is a good supply somewhere. It is certain that merchants will have to pay more, however, if the present condition is maintained, since the wholesalers' margin is claimed to be too small.

3-lb. picker, per bushel	2 25
Hand picked, per bushel	2 35

Evaporated Apples.—It is reported in wholesale centres that this product is on the rise, but the advance will be gradual; 8 cents is the general quotation to-day, and an effort is being made to put on such quality as will insure better values.

BRITISH COLUMBIA MARKETS.

Vancouver, May 19, 1910.

With the incoming of new potatoes, it is quite surprising what a large amount of old stock is to be found. There are no Ashcrofts, of course, but there are plenty of good potatoes. Not so very long ago, the price was being hoisted systematically, the general statement being that potatoes were scarce. Now it is being seen that large quantities were held, for their is an abundance on the market. It does not make much difference to those commission men who hold them, as the price which has obtained for a couple of months past will more than conmepsate for the drop now. They advanced to even $40 a ton, and now are quoted at $23, and even at that there will be difficulty in clearing out

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Expert Tea Man Tells How To Increase Sales

Mr. R. K. Stevens, representing Shaw, Wallace & Co., of Calcutta, India, a tea firm well known in both hemispheres, arrived recently in America. In an interview with the Tea and Coffee Trade Journal he expressed very plainly the opinion that the reason the consumption of tea in the United States was practically at a standstill while the consumption of coffee was increasing by leaps and bounds was that seventy-five per cent. of the tea imported was being bought and sold for appearance instead of for "cup" or "liquoring" quality. The consumption of tea in England, he said, had remained comparatively small until India and Ceylon had begun to ship tea largely. The better liquoring quality of blends of India and Ceylon teas appealed strongly to Old Country consumers. The largest buyers on the Calcutta and Colombo markets, declared Mr. Stevens, are among the finest judges of tea in the world, and they buy for liquor, not for appearance.

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ST. JOHN, N.B.

P.S.—With your next order of Red Rose try a sample shipment of Estabrooks' bulk Blends of India and Ceylon teas in Black, Green or Mixed, in the 30c. and 40c. grades. They are teas for "liquor."

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

what is in hand before new potatoes come in. However, Vancouver uses a large amount daily, and with a low price there are hotels that will take them.

Sugar, standard granulated		5 80
Sugar, Imported		5 25
Val. raisins, lb.		0 05½
Cal. " "		0 07
Prunes	0 05½	0 07½
Currants	0 06½	0 07½
Dried apricots	0 11	0 13
Flour, Standard, bbl.		6 90
Cornmeal, p. 100 lbs		2 60
Beans, per lb.	0 03½	0 04½
Rice, per ton	68 00	76 00
Tapioca, per lb.		0 03½
Apples, box	2 75	3 00
Evaporated apples		0 06½
Butter, Eastern dairy in tubs		0 25
Butter, Eastern dairy, choice	0 34	0 36
Butter, local creamery		0 35
Butter, Western	0 22	0 25
Eggs, California		0 30
Eggs, local	0 28	0 30
Cheese, Ontario	0 14½	0 15
" Manitoba		0 14
Bacon	0 24	0 30
Lard, pure		0 20
Lard, compound		0 17½
Potatoes—		
Ashcrofts, ton		40 00
Local, ton		23 00
Cal. Burbanks		25 00
Canned Goods—		
Peas, Early June		1 35
Tomatoes		1 27½
Corn		1 02½
Apples		3 42½
Strawberries		2 15
Raspberries		1 65

NEW BRUNSWICK MARKETS.

St. John, N. B., May 19, 1910.

There have been few changes in the grocery markets during the past week. As stated last week all canned fruits and vegetables have advanced. Butter is firmer and in one or two other lines slight changes in quotations are listed. The present prices are:—

Sugar—		
Standard gran.	5 30	5 40
Austrian "	5 20	5 30
Yellows	4 80	5 20
Flour, Manitoba	6 35	6 45
" Ontario	5 55	5 85
Cornmeal, bags	1 55	1 60
" bbls.	3 15	3 20
Rolled oats, bbls	5 00	5 10
Buckwheat, west. grey, bag	2 90	3 00
Val. raisins, lb.	0 05½	0 06½
Cal. raisins, seeded	0 07½	0 08½
Currants, lb.	0 07	0 07½
Prunes, lb	0 05½	0 09
Rice, lb	0 03½	0 03½
Beans, hand ploked, bus	2 20	2 25
Beans, yellow eye, bus	3 50	3 65
Cheese, new, lb	0 14	0 14½
Lard, compound lb	0 14	0 14½
Lard, pure, lb.	0 17	0 17½
Pork, domestic mess	28 00	28 50
Pork, American clear	29 50	32 00
Molasses, fcy. Barbados, gl	0 32	0 33
Butter, dairy, lb	0 25	0 27
Butter, creamery, lb	0 29	0 30
Eggs, new laid	0 17	0 18
Potatoes, bbl.	1 25	1 50
Canned goods—		
Peas, doz	1 15	1 55
Corn, doz	0 90	0 95
Tomatoes, dz	1 00	1 05
Raspberries, dozen	1 95	2 05
Strawberries, dozen	1 70	1 80
Salmon, case—		
Red spring	6 50	6 75
Cohoes	6 00	6 25
Peaches, 2's, dozen	1 75	1 85
Peaches, 3's, dozen	2 85	2 95
Baked beans, dozen	1 20	1 30
Fish—		
Cod, dry	3 00	4 25
Herring, salt, bbls	4 75	5 00
Bloaters, box	0 85	0 90

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

The Dominion Register Co., Ltd., of Toronto, held a Convention of their salesmen the first week in May and were invited to visit the plant of The McCaskey Register Co., at Alliance, Ohio, The Dominion Register Co., Ltd., of Canada is a licensee of The McCaskey Register Co., of Canton, Ohio. The managers and salesmen spent an entire week at the plant of the latter company to become thoroughly educated on the systems of the company, which are duplicated and marketed in Canada by the Dominion Register Co., Ltd., and the president of the Dominion Register Co. took advantage of the opportunity to banquet the Canadians at the Canton Club. The entertainment was one long to be remembered by those who were present. The banquet hall was beautifully decorated with Canadian and American flags, and the environments generally, were such as made the "foreigners" feel thoroughly at home. Mr. Ryley, president of the Dominion Register Co., Ltd., although his home is in Canton, is a Canadian, having been born and reared in Canada, and having started his business career with the Canadian Bank of Commerce. Altogether the Canadian boys who made the trip to Canton and who are now back in the field distributing the Dominion products are enthusiastic over the treatment accorded them in Canton, and as a result of their week's education there, have entered upon their duties for the Dominion Register Co. in a way that means success for each and every one of them. Those who made the trip to Canton were as follows:—H. B. Macdonell, managing director, Toronto, Can.; J. C. O'Connor, sales manager, Toronto, Can.; E. McCall, H. H. Jack, P. M. Corcoran, George Cameron, H. N. Hill, P. J. Morton, J. H. Farwell, W. H. McDermott, David F. Milne, F. T. Oldfield, W. G. Stewart, A. M. Almas, W. B. Pierce, J. R. Lumley.

G. S. Buchanan and G. S. Ahern, formerly with D. Rattray & Sons, have opened offices in Quebec as commission merchants and importers. The former has a connection of three years, while employed by the Rattray firm, and the latter six years, with the wholesale trade of Quebec. They anticipate featuring sugar, molasses and kindred lines, while they are acting as selling agents for several specialties.

R. B. Wiseman Co., Winnipeg, have sold their storage and forwarding business to Ferguson Bros. They have retained their wholesale grocery brokerage business, to which they will now have time to pay increased attention. They propose developing their brokerage business to larger proportions than it has ever had.

Lunham & Graham have removed to 559 St. Paul St., Montreal, where they have secured larger quarters. A refrigerator plant has been installed for the safe storing of their Corona butter, while alterations to the warehouse are being made, which will particularly suit it to the needs of their business.

Vegetable Butter.—Further investigations regarding the introduction of coco fruitine on this side of the Atlantic confirm the view that its use will produce a revolution that will distinctly benefit householders for all cooking purposes and all purposes where pure lard and cooking butter are employed with this article, which is manufactured from cocoanuts, and is a genuinely pure extract of cocoanut produced in Marseilles, and shipped from there under the name of coco fruitine. It is shipped to this country in a hardened form, although used in France in the form of oil largely. Coco fruitine is used in enormous quantities by the large biscuit makers in Great Britain and on the continent, and the manufacturers have found it necessary to greatly increase their facilities for producing it. It is singularly wholesome, and nourishing, and its easy digestion, compared with other substitutes therefore commend it greatly. The nourishment contained in this article is greater than that from similar goods. It is made in such form that all moisture is eliminated, making it, therefore, more economical in use, even although the initial price is not any more than pure lard. Its absolute purity, its nourishing qualities, the economy in its use, and its agreeable taste, so far as there is any taste to it, all favor its large use. Arthur P. Tippett & Co., Montreal, have been appointed agents for the manufacturers for Canada, and as this firm does not handle goods that they are not perfectly satisfied with as filling every known requirement of purity and reliability, it is a fair criterion, without any other evidence, it is all right.

Recently some 500 retail grocers of Philadelphia, Pa., were guests of the Campbell Soup Co., at their large plant in Camden, when two hours were spent inspecting it, and the methods used in manufacturing their soups. The care exercised to prevent anything but the highest quality of products from being a portion of the ingredients was a revelation to all. Sherry and Madeira wines, imported from Spain and used in the ox tail and mock turtle soups, vied with the selected dry-picked fowls, glimmering Patna head rice and butter used in chicken soup in their interest to the grocers. The plant was in full operation, and a good idea was given of the ability of the machines to handle over 400,000 cans daily, as is frequently done while tomatoes are being received.

S. T. Nishimura & Co., Montreal, on Monday received samples of new crop Japan teas, being the first to arrive in Canada this season. These samples have been forwarded to their various agents and submitted to jobbers, who are reporting the teas as being of excellent quality.

Chr. Bjelland & Co., Stavanger, Norway, the packers of the King Oscar brand of sardines, have placed on the market a new line—smoked herring in bouillon. These goods are small herrings, not much larger than sardines, and are packed closely in sardine style, consequently, the consumer gets a lot of fish for a small price. The liquor is a spiced bouillon, and gives the herrings an appetizing flavor that will be pleasing to most palates. Each tin weighs 14 oz., and as they can be retailed at 10c per tin, and give both wholesaler and retailer a good profit, the line will be a popular one with the trade. Mr. Henderson, of J. W. Bickle & Greening, Canadian agents for Bjelland & Co., reports that the first shipments have been well distributed and repeat orders have been cabled.

J. W. Lefebvre is now selling J. & A. Carpenter's meats in glass, which are packed in London, England. Egon Clavel, 209 Coristine building, Montreal, is agent for Canada. Mr. Lefebvre, who was with the Ozo Co., is widely known in the trade.

WHICH WILL IT BE?

Purity Flour { Profit to yourself. / Satisfaction to your customers.

OR

Ordinary Flour { Doubtful profit. / Dissatisfied customers.

For the sake of the profit for which you work so hard—for the sake of the business which you are trying to build up—for the sake of your own peace of mind—let it be the first.

Quality in flour is the mainstay of our business. Let the Quality of

PURITY FLOUR

help you too.

Let it help you, not only because of the knowledge that you are supplying your customers with the best that can be had—something the customer comes back *for* but not *with*.

But also let it help you increase your *profit* in particular and your business in general.

Buy the flour that commands the fancy price.

Good goods mean good customers. Sell the one to the other and you get good profits.

Order Purity Flour Now

Western Canada Flour Mills Co., Limited

TORONTO MONTREAL WINNIPEG ST. JOHN, N.B. BRANDON

Cracks, Helds, and Rots in Eggs Ruinous to Trade

Three Dead Losses Which Revert Back to the Producers — System in Denmark Which Prevents These — Merchants Too Keen on Accepting all Kinds of Eggs — Would Make it Illegal to Sell Bad Stock.

By Jno. A. Gunn in Canadian Farm.

There are three big, dead losses in eggs: losses from cracked, losses from held eggs and losses from rots. The cracked are usually caused in shipping, due to rough roads and handling.

Held eggs are caused by the farmer or small dealer waiting for an advance in price. This is especially the case in the fall. The third loss, rotten eggs, is caused by various things: one big cause is the heat of the summer, one hour's direct rays of the sun will put an egg out of condition, particularly on hot days.

Another cause is by the hens stealing nests and the eggs not being gathered until they have spoiled. Another cause is carelessness on the part of the farmer; he gathers his eggs any time that suits his convenience, puts them in any place, without any thought of the future, and takes them to town whenever it pleases him.

Thus the eggs go through a process of heating and cooling which causes disintegration to take place rapidly.

How to Eliminate Loss.

Now what are the remedies? There is a considerable loss to the individual and to the community by the present methods of handling, and it is time for us to consider the ways of eliminating this loss, so that the businesslike farmer may adopt them, improve his egg business, and make money by doing so.

It is hardly reasonable to expect anyone to improve his business conditions unless he realizes a financial benefit therefrom. Everyone likes to produce the best of everything, providing they can make more money than by selling the inferior article. It is only reasonable that if the farmer brings in good, No. 1 eggs every week, he should get more than the one who does not. Under the present circumstances he does not, consequently the tendency is to let the care of the eggs slide.

Would Pay Higher Prices.

The question now evolves itself into one as to how we, as wholesale men can secure a better quality of eggs which will justify us in paying a higher price for the article, which we are quite willing to do if the standard is raised. It may not be known, but in purchasing eggs we do discriminate, and in certain sections where they have improved the standard and where the eggs are more regularly collected, we pay a higher price than in other districts where these conditions do not prevail, proving conclusively that more attention to these details will insure the farmer greater returns.

I am fully convinced that only proper legislation prohibiting the selling of bad or rotten eggs and a co-operative method of collecting or gathering the eggs, based largely on the system adopted in Denmark, will prove effective.

When recently in Europe I studied conditions there. I found that where there existed a wise co-operation they realize, on an average, far more for their eggs than what we do. I found that they command a higher price on the best markets in Great Britain, and I naturally asked myself the reason why and took the pains to find out. I found that under conditions that are not as favorable as what we enjoy in many respects, they were able to produce more and realize higher prices.

Naturally I wanted to know why this was so. I found that their extra profit was largely due to the fact of a more honest, businesslike method of collection, and that an intelligent concentrated and universal system of co-operation had brought about these results.

The System in Denmark.

In Denmark they form co-operative egg associations or circles; members are accepted on application by paying a small nominal fee. They have to deliver all the eggs produced by their hens, setting eggs and accidentally found eggs excepted, in a manner and on days fixed by the officers of the circle. No eggs more than seven days old are delivered, transgression of this rule is punished by a fine which reverts to the association. Each member undertakes to collect eggs every day, and in the hot season twice a day.

Accidentally discovered eggs or stolen nests must not be delivered. Artificial eggs only are to be used as nest eggs, and the hens must be kept from the nests during the night; only clean eggs will be received. Every member gets a rubber stamp with ink and pad; the number of the circle as well as that of the member appears on the stamp, each egg being stamped plainly on the large end, so that the owner of every egg may be identified. The necessary capital for paying cash to the members on delivery of the eggs is provided by a loan, the members of the circle becoming responsible for this loan. The eggs are paid for at a price set by the circle directors, and whatever over and above this price the eggs realize is paid later on to the members of the circle, after deducting the current expenses.

The directors undertake the disposal of the eggs, find the best market, and realize very much higher prices than would be possible by individuals working along individual lines. The result of all this is that when you look into shop windows in London, you see eggs with stamps on the ends, as referred to above, ticketed at a much higher price than ordinary stock. This stamp being a guarantee of quality, the consumers are willing to pay the extra price asked for them.

Make it Punishable Offence.

I believe that it is manifestly in the interests of every individual producer, as well as everybody interested in the distribution of eggs, that legislation should be enacted making it an offence against the law to market, or offer for sale bad eggs. We also should inprove our methods of gathering and collecting.

As everybody knows, the system today is most primitive; either a few individuals go around and collect the eggs from the farmer, taking everything they offer, good, bad and indifferent at the same price, or else these eggs are taken to the country merchant who has neither time nor inclination to go through them, and who is compelled to pay good cash for everything that offers.

The competition in buying eggs through the producing season is so keen that buyers are afraid to insist on being allowed to reject bad eggs, the storekeeper stating that if they do not accept them someone else will, so under this method there is necessarily, and will continue to be a very great loss, and a shrinkage which is borne by the trade generally and primarily by the farmer.

BEAN GROWERS' ASSOCIATION.

Ridgetown, Ont., May 17.—At a largely attended meeting of bean growers and dealers held here on Saturday the Ontario Bean Growers' Association, provisionally formed last February, was actually organized. A large number of members were enrolled, and the indications are that the list will grow rapidly.

The addresses largely related to the improvement and cultivation of the crop. A strong point urged by practically all the speakers was the necessity of using first class seed, by which means insect pest could be successfully combated and the yield immensely increased. W. C. Newman stated that though the Canadian Northwest offered a large and growing market, in which the consumption of Canadian grown beans had doubled in the last 8 years, in order to meet American competition Canadian growers must produce beans of the highest quality.

DIRECT SERVICE MONTREAL TO CHICAGO.

Montreal and Chicago now have a through freight and passenger service by boat, via the Great Lakes. This was inaugurated by the arrival in Chicago on the 13th of the steamer City of Montreal. Although a failure, when previously tried, this traffic bids fair to be successful, and will form an important link in the transcontinental route.

The chance of your lifetime !

The Wonderful West, whose prosperity and greatness is only in its infancy, is in need of just the goods you manufacture.

Will you avail yourself of our services for the handling and disposal of these goods? We have grown and are still growing with the WEST, and have a thorough grasp of Western Trade, its developments and requirements. Large track warehouses at the leading strategic business points are ready to handle your wares! Get in touch with us to-day. We can offer you conscientious, thorough and reasonably-priced service.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Winnipeg Regina Calgary Edmonton Fort William

Storage for all classes of merchandise. Cars distributed at Calgary, Winnipeg, Regina, Edmonton, Fort William

Old-Time Purity

of the contents and manufacture is the outstanding feature of

"E. D. S" BRAND

JAMS and JELLIES

Our claim to ABSOLUTE purity is stronger than mere assertion. The Government Analyst has certified "E.D.S." Brand 100 per cent. pure. Send for Bulletin 194 from the Department of Inland Revenue, and see how E.D.S. brand outrivals all other brands in purity. We use no preservatives or coloring matter, and never have used them.

Isn't this the line to handle, Mr. Grocer—a 'quality' line that never fails to bring the repeats?

Equally profitable to handle is "E.D.S." GRAPE JUICE —a non-alcoholic, appetising and refreshing drink! It's proving a rare seller. Try a case.

Made by E. D. SMITH at his Fruit Farms

WINONA, ONT.

AGENTS—N. A. Hill, 25 Front St. E., Toronto; W. H. Dunn, Montreal; Mason & Hickey Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

HOW IS YOUR STOCK OF

CHEESE?

The opportunity to buy Fall Cheese will soon be past—stocks are limited.

We have some very fine September Cheese from best factories, and would suggest that you look over your stock and

ORDER NOW

LET US SEND YOU AT THE SAME TIME
a shipment of our Premier Quality Smoked Meats and Maple Leaf Brand Pure Lard or Easifirst Shortening.

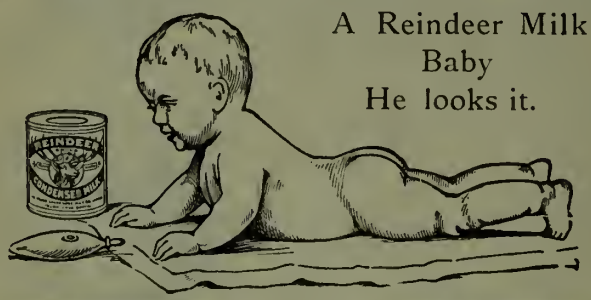
GUNNS LIMITED Pork and Beef Packers TORONTO

CHEESE

New cheese are now in. We can ship promptly either large or twins.

We have a few only of last year's cheese. They are now in prime condition and sure to give satisfaction.

F.W. Fearman Co.
LIMITED
Hamilton



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He looks it.

Young Canada is Being Raised on

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The richest and best
HOW IS YOUR STOCK?

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Breakfast Bacon Skinned Backs and Hams

Finest Quality. Made from Selected Hogs. Made under Government Inspection.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Live and Dressed Hogs Placed at Higher Prices

Scarcity Has Helped Boost the Prices—Butter Suffered a General Slump During the Past Week—Egg Market a Little Easier and Should Become More General — New Cheese Markets Report Decline in Prices—Poultry Remains Quiet.

Butter and eggs are both occupying a prominent place in the market. The former has declined generally. It was not a drop of one cent at a time. The market held on at a high figure until two weeks ago, when the first break occurred. Last week it was sharper than ever throughout the whole country, and the bottom price has hardly been reached yet.

Eggs have remained firm. The production is heavy and it might be expected that the price would have dropped, but it is apparent that a large percentage have been put away. The price is, at any rate, a little easier.

The provision markets display a new firmness. Live and dressed hogs are demanding higher figures, owing to a present scarcity of supplies. Lard is firm, although in some quarters it was quoted, as well as backs, at slightly easier prices.

Poultry has not entered its season and is temporarily quiet. Honey is firm, with the demand firm. Cheese quotations at the various boards are easier, although a better price should be received before long. The old variety is firm, with the demand normal.

MONTREAL.

Provisions—Dressed hogs are 50c higher, in view of a temporary scarcity. Otherwise the market is steady, with only a fair volume of business moving. The main cause for this dullness seems to be the quantities of fresh vegetables and fruits that people are buying.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16¾
Cases, tins, each 10 lbs., per lb	0 16¾
" " 5 " "	0 16¾
" " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb	0 17
Pails, tin, 20 lbs. gross, per lb	0 17¼
Tubs, 50 lbs. net, per lb	0 16¾
Tierces, 375 lbs., per lb	0 16½
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 12¾
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12¾
" 5 " " " "	0 12¾
" 3 " " " "	0 13
Pails, wood, 20 lbs. net, per lb	0 11¾
Pails, tin, 20 lbs. gross, per lb	0 12¼
Tubs, 50 lbs. net, per lb	0 12¾
Tierces, 375 lbs., per lb	0 12½
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	31 00
Bean pork	27 00
Canada short cut back pork, bbl. 45-55 pieces	30 50
Clear fat backs	33 00
Heavy flank pork, bbl	20 50
Plate beef, 100 lb bbls	9 25
" 200 "	18 00
" 300 "	26 50
Dry Salt Meats—	
Green bacon, flanks, lb	0 16
Long clear bacon, heavy, lb	0 16
Long clear bacon, light, lb	0 16½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 16
Large sizes, 18 to 25 lbs., per lb	0 17½
Medium sizes, 13 to 18 lbs., per lb	0 18
Extra small sizes, 10 to 13 lbs., per lb	0 18½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 19
" " small, 9 to 12 lbs., per lb	0 19½
Breakfast bacon, English, boneless, per lb	0 19½
Windsor bacon, skinned, backs, per lb	0 20
Spiced roll bacon, boneless, short, per lb	0 16
Hogs, live, per cwt	9 50 9 75
" dressed, per cwt	14 50

Butter—Butter is still on the toboggan slide, being two cents lower than our last quotation. Supplies are coming in very freely, and the most satisfactory thing about the present condition, according to local men, is that the drop is coming all at once, instead of a cent now and another one a week later. There will probably be little further change for some time. Receipts for the week are 9,257 packages, as against 5,409 packages same week last year. Since the beginning of the season, May 1st, the receipts are 16,479 packages, as against 11 497 same period last year.

New milk creamery	0 25
Dairy, tubs, lb	0 23
Fresh dairy rolls	0 23

Cheese—There is little change in the cheese situation. New cheese is coming in quite freely, but still not up to the same period last year. Receipts for the week are 20,571 boxes, as against 23,458 boxes same week last year. For the season they also show a falling-off, being only 30,426 boxes, as against 34,969 boxes same season, 1909.

Quebec, large	0 13
Western, large	0 13
" twins	0 13½
" small, 20 lbs	0 13½
Old cheese, large	0 16

Eggs—The quantities of eggs now arriving make it hard to understand the method by which the price keeps to its present level. Receipts for the week are 13,911 cases, as against only 11,572 cases same week last year. For the season they are 28,245 cases, as against 24,427 cases same season, 1909. In view of these figures it can only be the increasing consumption that keeps the price where it is.

New laid	0 21

Maple Products—At first hand there is practically no sugar or syrup held. It is all in the hands of the jobber or retailer. In view of this situation, there it little to report. Prices are sure to be high to the consumer this year.

Compound maple syrup, per lb	0 04½ 0 05
Pure townships sugar, per lb	0 10 0 11
Pure syrup, 8½ lb. tin	0 70
" " 10½ lb. tin	0 85

Honey—Honey is quiet, with no changes in quotations.

White clover comb honey (nominal prices)	0 15 0 17
Buckwheat, extracted	0 08½ 0 09
Clover, strained, bulk, 30 lb. tins	0 11 0 11½
Buckwheat comb	0 12½ 0 13

TORONTO.

Provisions—Another upward movement in the hog market has occurred during the past week, due to a shortage of supplies. Hogs are reported scarce throughout the country, and from $9 to $9.40 is being offered. Some specially selected brought $10.25 per cwt., weighed, off cars. Dressed hogs are also firm, and while the price ranged from $12.25 to $12.75 for the most part, some offerings of $13 were reported, and it is believed the latter price may become more general. One dealer reported backs a little easier on account of an accumulation of stock, but others did not quote a reduction, maintaining that the market was steady and firm.

Long clear bacon, per lb	0 15 0 15½
Smoked breakfast bacon, per lb	0 19 0 20
Pickled shoulder	0 11½
Roll bacon, per lb	0 15½ 0 16
Light hams, per lb	0 18 0 18½
Medium hams, per lb	0 18
Large hams, per lb	0 17 0 17½
Cooked hams	0 26
Fresh shoulder hams	0 13
Shoulder butts	0 17
Backs, plain, per lb	0 19½ 0 20
" pea meal	0 20½ 0 21
Heavy mess pork, per bbl	28 00 29 00
Short cut, per bbl	30 00 31 00
Lard, tierces, per lb	0 15½ 0 16½
" tubs "	0 16 0 16½
" pails "	0 16½ 0 16¾
" compounds, per lb	0 12 0 14½
Live hogs, at country points	9 00 9 40
Live hogs, local	9 60 9 75
Dressed hogs	12 25 13 00

Butter—Prices suffered a bad fall during the past week. Five cents is probably the outside figure of the decline. It was fully expected in one sense, although some believed it would be a slow, rather than sudden slump. Butter is coming in freely, practically more being received than can be readily handled. In regard to the following prices some quotations give the outside price one cent higher.

	Per lb.
Fresh creamery print	0 24 0 25
Farmers' separator butter	0 22 0 23
Dairy prints, choice	0 20 0 21
Baking butter	0 17 0 18
Large rolls	0 18 0 19

Cheese—There is nothing featuring the cheese market. The price on the boards has dropped from 10 7-16c to 10⅝c. Reports state that not all the offerings were sold. Old cheese is firm at 12¾c for large, and 13c for twins. New stocks are beginning to move at 12c.

Eggs—The egg market is fairly steady. Receipts have been liberal, with a resultant decline in price. It is learned that farmers are receiving 17½c to 18c a dozen, and at these figures they are being stored away for next winter. This should make eggs dear when the next snow flies. The production seems to be undiminished. It may be said that the prices to the trade vary. Some quote 19c to 19½c, while others go as high as 20c to 21c.

New laid eggs	0 19 0 21

Poultry—This market has changed but slightly. The farmers are busily engaged with other work, and, besides, hens are more valuable as the producers of eggs. It is expected that in a short time a marked improvement will be felt.

Spring broilers, dressed	0 40 0 45
Hens, per lb. dressed	0 15
Turkeys, per lb., large	0 17 0 18
Ducks	0 16 0 17

Honey—The market is featureless, but steady, and remains firm. Demand remains fair.

Clover honey, extracted, 60 lb. cans	0 10½ 0 11
" " " 10 lb pails	0 11 0 12
" " " 5 lb. pails	0 11½ 0 12
" " comb, per dozen	2 25
Buckwheat honey, lb	0 07

The Commercial Travelers' Association of Canada state that Robt. Ewers, the traveler who was convicted in Toronto of conspiracy in a procuring case, is not a member of their association. He is not known to them at all.

FAVORS FIXING PRICES.

Same Questions Affecting the Grocery Trade in U.S. as in Canada.

Springfield, Ill., May 19.—At the annual convention of the National Association of Retail Grocers here, President Sullivan referred to "a growing disposition manifest by the larger interests to absorb the smaller interests and the only salvation of the retailer lay along the pathway of organization."

He cautioned the retailers to keep close watch on their business in order to avoid leakages and thereby cut down operating expenses, and that, owing to the keenness of competition, the grocery business is no longer one of physical endurance and horse strength and long hours, but one which required work from the neck up instead of from the neck down.

He favored the system of placing a protected price on proprietary articles, maintaining that no one body could question the justice and righteousness of manufacturers protecting their own trademarks.

Frank B. Connolly of the committee on price maintenance reported converts among the manufacturers to this system of protecting the retailers' profit, especially on the Pacific Coast, and gave the further information that manufacturers throughout the country were watching its operation closely with a view to falling in line.

There was also a heated discussion relative to the action of the canners' convention at Atlantic City in February, at which time that organization adopted resolutions favoring the passage of a parcels post measure at this session of Congress. Considerable correspondence was presented to the convention by Secretary Green showing the action of the canners as well as other correspondence indicating that the packers would not rescind their attitude.

The retailers take offence at the attitude of the canners that parcels post would save them considerable money in shipping samples. The question was disposed of temporarily by referring the whole proposition to the resolutions committee.

If the spirit of the delegates is any criterion as to their attitude something warm in the way of a strong resolution, if not open declaration of war can be looked for.

L. F. Padberg said that the retailers could expect little assistance from the jobbers and that they seem to be content only when they were able to make the retailers buy of them and then see fit to sell the retailer's customers.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON
"GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

MAPLE SYRUP!
Small's Maple Leaf Brand
is the Standard the world over.
CANADA MAPLE EXCHANGE
Montreal

52 Highest Awards In Europe and America
WALTER BAKER & CO.'S
CHOCOLATE
& COCOA

Registered U. S. Pat. Off.
Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.
Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

WILSON'S
FLY PADS
PAY RETAIL GROCERS A LARGER PROFIT THAN ANY OTHER WELL ADVERTISED ARTICLE.

O.K.
SODAS
40 to 44 to the Pound!
Elegant, crisp Sodas, uniform in quality and just what your customers will appreciate.
Are you selling this profitable line?
The Canadian Biscuit Co., - La Perade, Que.

Satisfied Customers

NO ALUM

The good-will of a business that comes from a long succession of satisfied customers, and the advertisement that is given by word of mouth from one pleased customer to another prospective one, are valuable assets, and to acquire them takes many years of earnest endeavor to supply to your customers nothing but pure and wholesome goods. Baking powder that contains alum is unfit for use in food.

MAGIC BAKING POWDER

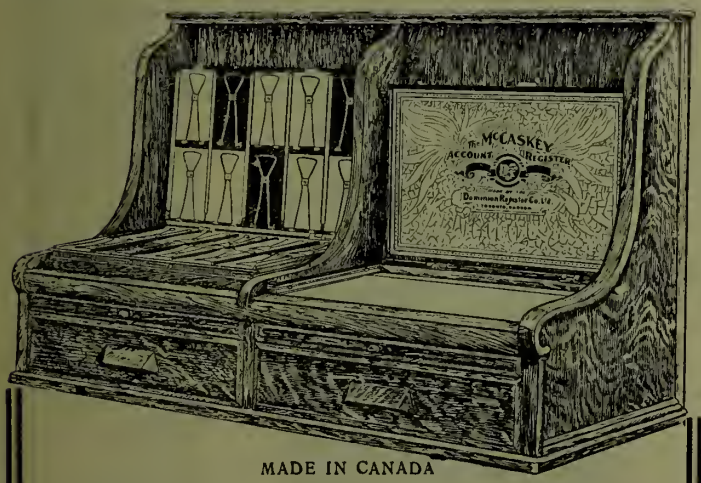
CONTAINS NO ALUM.

MAGIC is a medium-priced baking powder and the only well-known one made in Canada that does NOT contain Alum.

E. W. Gillett Co. Ltd.

Toronto, Ont.

Winnipeg Montreal



MADE IN CANADA

JUST ONE REASON WHY YOU NEED

The McCaskey Account Register

FIRST AND STILL THE BEST

¶ NEITHER you nor your clerks can be absolutely sure that every article that goes out of your store is charged to the proper person. If you do not have THE McCASKEY SYSTEM.

¶ With the McCASKEY SYSTEM it is impossible for you to forget to charge.

¶ Little leaks will sink a ship—little leaks like forgotten charges will ruin your business.

¶ There are a hundred other reasons why you need the McCASKEY SYSTEM. We'll be glad to tell you what they are if you will tell us that you are interested.

A POSTAL CARD WILL DO

DOMINION REGISTER CO., LIMITED

Successors to The McCaskey Register Co. in Canada

96-104 Spadina Ave. - - - Toronto, Canada

—Talk—

Preserved Meats

Butchers' meat is dear.

Your customers feel the cost.

In the Summer time particularly Clark's Meats have advantages over fresh meats.

Clark's Meats are ready cooked, easily kept and far more economical.

RECOMMEND THEM.

Wm. Clark - Montreal

Manufacturer of high-grade

—Food Specialties—

L. A. PRICE

OLIVE OIL

The Best—The Finest—The Purest

IMPORTED IN CANADA.

IN STORE:

500 Dozen **Extra French** and **Genuine Lucca Oil**

¼ pt., ½ pt. and quart bottles.

1150 Tins **French** and **Italian**

⅛ gal., ¼ gal., ½ gal., 1 gal. and 5 gal.

Try Price's and compare it with others.

IT'S THE BEST. ASK FOR QUOTATIONS.

L. Chaput, Fils & Cie., Sole Agents, **Montreal**

Good Condition

is indispensable if your biscuit trade is going to be a live business. Carr's biscuits, whose unexcelled quality is well known, reach you in a crisp, fresh condition, because they are packed right.

These are the kind to handle.

Carr & Co., Carlisle, Eng.

Order from Agents—Wm. H Dunn, Montreal & Toronto; Hamblin & Brer-ton, Winnipeg; L. T. Mewburn & Co., Ltd, Calgary; Standard Brokerage Co., Ltd., Vancouver, B.C.; T. A. McNab & Co., St. John's, Newfoundland.

The Fresh Fruits are carefully selected

Their delicious flavor appeals to everybody

You should have them in stock.

Agents;

ROSE & LAFLAMME, Ltd., MONTREAL and TORONTO

CHRISTIE

A plain business talk to our partners, the Grocers of Canada, about stable profits

Have you ever figured out the source of *the only profit worth while* in the grocery business? Take your pencil and do it right now.

Transient business does *not* amount to much.

Your few score or few hundred dependable customers—*mainly your particular buyers*—make up your *paying* trade.

They are *precisely* the customers who make your good will a *valuable asset.*

These customers *insist* on the best groceries—inferior goods will not satisfy them.

If they want biscuits they *demand*

CHRISTIE BISCUITS

because it's a matter of common knowledge that Christie Biscuits are *"The Purest of all Pure Foods."*

Now, isn't it as plain as day that the manufacturer of high-grade groceries is your best friend? His reputation works for you day after day—keeps on working for you even on Sundays and holidays.

HIGH STANDARD GOODS ARE THE ONLY SOURCE OF STABLE PROFITS IN THE GROCERY BUSINESS.

The superiority of Christie Biscuits *is* conceded—has never been seriously questioned.

You know that, your customers know it—more of them will know it. Whether your best customer wants soda biscuits, sweet or fancy biscuits, she invariably asks for *Christie's.*

The name is a guarantee of biscuit purity and perfection. And the fact remains that

"Christie Biscuits sell more than Biscuits."

CHRISTIE, BROWN & CO., LIMITED

BISCUITS

As we have entered the field for the manufacture of high-class pepsin chewing-gum under our brand of Y&S, which for forty years has been the leading brand of Stick Licorice sold in the United States and Canada, we beg to call the attention of the trade to the Y&S pepsin gum, a strictly high-class article containing only the finest ingredients. Y&S is the stamp of quality. We put up the following flavors: LICORICE, PEPPERMINT, WINTERGREEN, SPEARMINT. Order a sample box (assorted if required) from your jobber. There is no better gum made. Each piece wrapped singly. 5 pieces to package. 20 packages to box.

National Licorice Co.

MONTREAL

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
RichMixed	An assortment of Fine, Old-fashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Looks for Decline in Price of Manitoba Flour

Flour Authority Expects That Condition by the End of May—Export Trade has Been Affected by the Death of King Edward—Heavy Exporting From Russia—Cereals are Quiet.

"There is nothing doing in export trade," remarked a representative of a large milling concern this week. The death of King Edward has had a quieting effect which will hardly be removed until after the funeral. The wheat market is experiencing what may well be termed an over supply. Russia is exporting from five to six millions of bushels a week. Wheat is pouring from the Canadian west with the result that a dulling influence has been felt in the market. The United States crop report for May just issued contains the following:

"The acreage abandoned was put at 1,439,000, which was fully more than anybody expected, but to counteract this the condition of the number of acres presumed to be left to come to maturity was 82.1, compared with 80.8 on April 1st, and 83.5 on May 1st, 1909, and a fourteen years' average of 85.2. The number of acres left in crop on May 1st is estimated at 29,044,000, being 714,000 acres more than was estimated to have been harvested in 1909. Since May 1st, however, the plowing up of poor fields has continued, and when harvest is over our opinion is that there will be fewer acres than were harvested last year. Besides this, with four and a half million acres so poor as to make it better to turn them into some other crop, there must be a tremendous acreage that will produce only a very medium yield."

It is generally anticipated that Manitoba flour was ripe for a decline in prices. "It may not occur this week," remarked one flour man, "but I will be greatly mistaken if by the end of May there has not been a drop in the present quotations." He pointed to the heavy supply here, and the influence of congested markets elsewhere. The prospect of a bumper crop this autumn also has its effect.

MONTREAL.

Flour.—Export demand is a little stronger here. Prices are steady at present. Local demand continues fair.

Winter wheat patents, bbl	5 45
Straight rollers, bb	5 20
Extra, bbl	4 80
Royal Household, bbl	5 60
Glenora, bbl	5 10
Manitoba spring wheat patents, bbl	5 60
" strong bakers, bbl	5 10
Five Roses, bbl	5 60
Harvest Queen, bbl	5 10

Oatmeal.—The market shows a little better demand, especially for local trade, but conditions are much the same as last week. It is believed that matters are now on the way toward a stronger condition in this market. No changes are reported.

Fine oatmeal, bags	2 20
Standard oatmeal, bags	2 20
Granulated "	2 20
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 65
Rolled oats, bags	2 00
" barrels	4 25

TORONTO.

Flour.—There have been no changes in the local market which, while fairly active, has been uneventful. Locally a decline is expected within a short time, the market having a rather slothful movement at present.

Manitoba Wheat.		
1st Patent	5 40	5 60
2nd Patent	5 00	5 10
Strong bakers	4 80	4 90
Feed flour		3 15
Winter Wheat.		
Straight roller	4 20	4 30
Patents	4 60	4 80
Blended		4 80

Cereals.—The cereal market is feeling the effects of the proximity of the season in which demand inclines to the minimum. There is but a fair demand for the different lines.

Rolled oats, small lots, 90 lb. sacks	1 90
" " 25 bags to car lots	1 90
Rolled wheat, small lots, 100 lb. brls	3 00
" " 25 brls. to car lots	2 90
Standard and granulated oatmeal, 98 lb. sacks	2 20

COMPLAIN OF SLOW PAYS.

Smith's Falls, Ont., May 18.—Local merchants are having considerable trouble with the "slow pay" and are looking for some system to overcome this.

A few years ago a system was well under way and merchants were beginning to get results by united action. But this latter went backwards and the merchants were placed in as unfavorable circumstances as before.

One grocer stated recently that he has taken in as much as $500 in one pay night, but then during the next two weeks or so he could scarcely get a cent. If he sold $50 worth of goods in a day he never secured more than $5 cash. This is one of the troubles the grocers here complain of and they would like to secure suggestions from others.

JAMES DALRYMPLE DEAD.

Montreal, May 19.—On Saturday evening occurred the death of one our wholesale produce merchants, Jas. Dalrymple, 65 years of age at the time of his death, of James Malrymple & Sons. He was

Mr. Dalrymple started in business here in 1868 with Richard Ransom, under the name of Dalrymple & Ransom. After twelve years the firm dissolved, the former going into the business alone. In 1900 the two sons, A. H. and C. R. Dalrymple, were admitted to the firm, which took its present name.

Mr. Dalrymple was a member of both the Board of Trade and the Produce Association.

TRADE NOTES.

L. E. Geoffrion, of Chaput, Fils & Cie., is in Europe for some months.

W. E. Forbes, of Forbes & Nadeau, Montreal, is at the Pacific coast on a business trip.

Shop fixtures, wagon and harness, household goods, etc., of the late J. Dobbin, grocer, London, Ont., were sold on Thursday, May 19th, by auction.

Biscuit Quality

is no less a matter of purity of materials and of skill and care in mixing and baking, than of the way in which the biscuits are packed.

Your absolute guarantee against soggy condition is to sell exclusively—

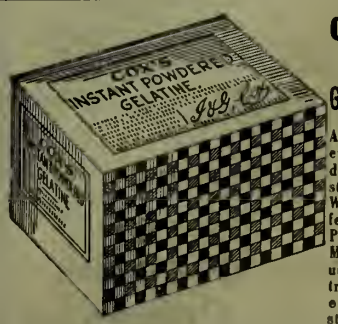
This is the kind that always reaches you in the same crisp and fresh condition as it leaves our oven.

Your cracker business will be booming this summer if you are selling

MOONEY'S

Order to-day

The MOONEY BISCUIT & CANDY CO., LTD. Stratford, Can.

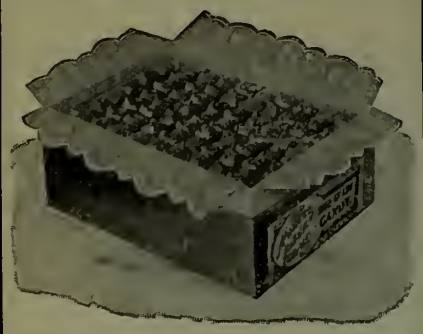


COX'S
INSTANT POWDER
GELATINE

A Pure Powdered Gelatine dissolving instantly in Hot Water. Manufactured and Packed by Messrs. Cox, under the control of their eclentific steff.

Canadian Agents:
C. E Colson & Son, Montreal
D. Masson & Co. "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills, EDINBURGH



Experience!

You remember in the old days there was a system of apprenticeship usually about four years' grinding to learn a business.

After serving this term one was supposed to be quite proficient. In time one became an expert in a chosen field—if one stayed with the work.

Experience made one such.

Now, it's fully twenty-five years since we began making Bordeaux Chocolates. In the first few years we learned all they could teach us about them.

But we were not satisfied. We did not feel we had attained perfection. We kept on plugging.

Eventually we considered we had reached highest attainable perfection.

Everyone complimented our quality by imitating it.

So we registered our brand—for your protection—the public's—our own.

That perfect confection, the result of our experimenting, our experience, has since been known, and is now famous as the

"CHOCOLATE BORDO"

and it's an all-the-time winner.

The Montreal Biscuit Company

Manufacturing Confectioners

MONTREAL

TRUMILK

An excellent full cream milk in powder form, suitable for tea, coffee, cereals, etc.

MILKSTOCK

A separated milk in powder form, perfect for all kitchen uses.

Both these products are guaranteed to be absolutely free from all chemicals, preservatives or adulterations of any kind, and are excellent articles for drinking purposes. *Always sweet, safe and pure.* Prices, profit, and any other information required, sent on application to

Canadian Milk Products, Limited

Sole Manufacturers

Head Office: MAIL BUILDING, TORONTO.

The New Flavor

MAPLEINE

Better Than Maple

The Crescent Mfg. Co., Seattle, Wash.

Order from your jobber, or

Frederick E. Robson & Co.
26 Front St. E., TORONTO

W. H. ESCOTT

WHOLESALE

Grocery Broker

141 BANNATYNE AVENUE

WINNIPEG

COVERING

MANITOBA and SASKATCHEWAN

CORRESPONDENCE SOLICITED

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments. Write us for prices. Phone order our expense

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, MANAGER

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance

WRITE TO

P. POULIN & CO.

39 Bonsecours Market, - Montreal

WE SELL FEATHERS TOO

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON

Pot and Pearl Barley
Split Peas and Feed

John MacKay, Limited

BOWMANVILLE, - ONTARIO

SUCHARD'S OOOOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

THE HODGSON GUM CO.

898 St. Lawrence St. MONTREAL

Makers of High Class Gums at Popular Prices. Write for Samples and Quotations.

We make special brands to order.

When writing advertisers kindly mention having seen the advertisement in this paper.

Color, You Know, is Comparative

COMES along a salesman who says — *"Sure, my flour's white."*

Happens another along proclaiming—*"Don't care—mine's whiter."*

And a third chirping—*"Mine's the whitest, you bet."*

Which only goes to show that of salesmen both over the counter as well as over the grip, some are *positive,* even *comparative*—but *mostly* SUPERLATIVE.

Somehow or other the womenfolks have got to insisting on PURE WHITE as a flour prerequisite.

They want UNIFORMITY, which goes without saying.

They demand STRENGTH and NUTRITION—evident.

And they insist on PURITY and WHOLESOMENESS—correct.

And—oh, yes—*"I want my flour white"*—like the "snawdrift" in Annie Laurie.

We want to tell YOU about a little incident which happened in business hours a while back.

A fellow came along to sell us a bleacher (if he could)—told us how very *white and nice-looking* 'twould make our FIVE ROSES.

He was a sure-enough expert—had sold many a bleaching apparatus-s-s. Of course, Brother Grocer, you already know that *FIVE ROSES flour has never been bleached,* hasn't even a bowing acquaintance with the aforesaid.

Well, we showed him a sample of our FIVE ROSES, and he insisted that *it was bleached.*

Said that otherwise no hard spring wheat flour could look so pure, and wholesome, and inviting, etc., etc.

What do you think of *that,* Brother Grocer?

A flour that combines Strength out of the ordinary, uniform Evenness, reliable Quality, with *an unbleached whiteness that can deceive even the practised eye of a prominent bleaching expert.*

FIVE ROSES, you see, is so absolutely pure and clean that it simply doesn't need *artificial* whitening.

Do you know another flour like *that?*

LAKE OF THE WOODS MILLING COMPANY, LTD.
CANADA

PINEAPPLES

are now coming in larger quantities and prices are now right. Send in your orders.

Have full supply of all seasonable Fruits and Vegetables, also Navel Oranges, Medit. Sweets, Sorrentos. Can give you close prices.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO
Carload Importers

Tracuzzi's

November cuts now on the market are very fine. There is nothing else on the market that even the most elastic judgment would refer to as "just as good." Other brands are just what they are.

"St. Nicholas"
and
"Home Guard"

are fine, elegant, superior.

J. J. McCABE
AGENT
32 Church Street, Toronto.

Fancy Grade Apples Bring Better Prices

Sudden Strengthening of the Market—Oranges and Lemons are Firm—Lemons Expected to Soar—Markets are all Flourishing—Tomatoes and Texas Bermuda Onions Present Firmer Tone—Pineapples are Easier—Trade is Carried Out Along Generous Lines.

MONTREAL.

Green Fruits—The scarcity of good apples is very marked, and prices as a result are soaring. Spies are selling as high as $7.50 for the finest No. 1. Cranberries are being sold from storage at $11, and are none too plentiful. Oranges are fairly plentiful and are in extra good demand.

Apples—		
Baldwins, bbl.	5 00	
Ben Davis	5 00	
Russets	5 50	
Spies, per bbl.	6 5	7 00
Bananas crated, bunch	1 65	2 00
Cranberries, bbl.	11 00	
Cocoanuts, bags.	4 25	
Grape fruit—		
Florida, box	5 00	
Grapes, Almeria, per keg	5 00	7 50
Lemons—		
Sicily bitters, box	1 75	2 25
Messinas	3 00	3 25
Oranges—		
Floridas	3 00	
California navels	3 25	3 75
Porto Ricos		2 50
Mexicans		2 25
Sicily bitters, box	2 25	3 00
Jamaica, bbl.	3 75	4 25
Valencias, large, per case	4 50	5 00
Pineapples—		
Floridas, case	3 75	4 25
Strawberries—		
Florida, qt.	0 15	0 18

Vegetables—Rhubarb is now plentiful and the price has dropped from 75c to 25c and 30c. Demand is strong, however. Asparagus is coming in freely and in great variety. Prices range from $1 to $7 per dozen bunches. Cucumbers are scarce. Celery is growing scarce, and arrivals are of poor quality. Beets and sweet potatoes show strengthened prices. Trade generally is on the up-grade.

Asparagus, doz.	1 00	7 00
Beans, green, basket		5 50
Beans, wax		5 50
Beets, bag	0 50	0 75
Carrots, bag		0 75
Cabbage, bbl	1 50	2 00
Cabbage, new, ct	2 75	3 00
Celery—		
Florida, crate	2 75	3 50
Celery, large, crt.	7 00	12 00
Cauliflowers, doz.		7 00
Cucumbers, bskt	2 50	2 75
Garlic, per lb.		0 15
Green Peppers, basket		0 75
Lettuce—		
Montreal, box	0 60	1 00
Imported, box		2 00
Mushrooms, lb.	0 50	0 75
Onions—		
Egyptian, lb.		0 02½
Red, per bag		1 50
Spanish, cases 150 lbs.	3 50	4 25
Spanish, ½ cases	1 50	1 75
Potatoes—		
Montreal, bag	0 60	0 70
Potatoes, new, per bbl.		5 50
Sweet, basket		2 50
Parsley, dozen	0 30	0 60
Parsnips, bag	0 75	0 80
Radishes, dozen bunches		0 25
Rhubarb, doz.	0 25	0 30
Spinach, bbl.		2 00
Tomatoes—		
Floridas, crate	2 75	3 25
Cubans, crate	2 25	2 50
Turnips, bag	0 50	0 75

Fish—Haddock is now more plentiful, while river fish are gradually decreasing in volume. Gaspe salmon is still high, but the trade is looking for larger arrivals and lower prices in the near future. Halibut, both from east and west, is in good supply. Reports from the Pacific coast are, however, that the production up to date is behind last year's. A good demand is looked for this week, on account of there being three fast days.

FRESH

Shad, 'Roe,' ea.	0 60	Brook trout	0 23
Shad, 'Buck,' ea	0 40	Lake trout	0 10
Pike	0 07	Whitefish	0 12
Perch	0 05	Mullets	0 05
Steak cod	0 05	Haddock	0 05
B.C. salmon	0 18	Halibut	0 10
Gaspe salmon	0 30	Bullheads	0 10
Market cod	0 05	Carp	0 08

FROZEN

Codfish	0 04	0 04	Mackerel 0 08
Dore, winter caught, per lb.		0 08	Pike 0 06
Haddock		0 04	Salmon, B.C., red, 0 10
Halibut, per lb.		0 10	Gaspe salmon, per lb. 0 18
Herring, per 100		1 00	Smelts, 10 lb. boxes 0 07
Market cod		0 04	Whitefish, large, lb. 0 09
Steak cod		0 05	Whitefish, small 0 07

SALTED AND PICKLED

Green cod, No. 1, bbl.	6 00	6 50	Salmon, B.C., red, bbl 14 00
Labrador herring, bbl	5 00		" " pink, bbl 12 00
" ½ bbl	2 85		" Labrador, bbl 18 00
Labrador sea trout, bbls	11 00		" " ½ bbls 9 00
Labrador sea trout, half bbls	6 00		" " trcs., 300 lb. 23 00
No. 1 mackerel, pail	2 00		Salt eels, per lb. 0 07
" " ½ bbls	9 00		Salt sardines, 20 lb. pls 1 00
No. 1 pollock, bl	4 00		Scotch herring, bbl 6 50
			" " keg 1 00
			Holland herring, bbl 5 50
			" " keg 0 75

SMOKED

Bloaters, large, per box	1 00
Haddies	0 07
Herring, new smoked, per box	0 13
Kippered herring, per box	1 15

SHELL FISH

Shell oysters, bbl.	9 00
Lobsters, live, per lb.	0 15
Oysters, choice, bulk, Imp. gal.	1 30
" Selects, Imp. gal.	1 50
" "Sealshipt," standards, per Imp. gal.	1 75
" " select, per Imp. gal.	2 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Shredded cod, per box	1 80
Skinless cod, 100 lb. case	5 50

TORONTO.

Green Fruits—The fruit market maintains the firmness of tone which has been a feature during the season. Pineapples are active at a price that is slightly easier than a week ago. Oranges and lemons are firm, with what some of those intimate with the market term an upward tendency. The navel market will be wound up within a few weeks and will be followed by Valencias. The lemon outlook is strong with the demand beginning to show itself to a slight extent. Strawberries have remained stationary. Prices have not slumped and the supply and demand make both ends meet. Bananas are arriving in abundance and are shipped loose while green at 25c a bunch less. Cherries are a little easier. Grape fruit assumed a firmer tone in the better stock of which the supply is small. Fancy apples are firmer owing to a recent brace that occurred. The market on the whole is strong. The quality is good and the demand is steady.

Apples	1 00	5 00	Lemons, Sicily	3 00	3 50
Northern Spies, a barrel.	3 50	5 00	Oranges—		
Bananas	1 75	2 25	California navels		
Cherries, California, box.		2 75	Large	3 00	3 50
Cocoanuts, sack		4 50	Small	3 75	4 25
Grape Fruit—			Mexican	2 50	3 00
Florida	3 75	4 75	Valencia	3 50	3 75
			Pineapples, case	3 25	3 75
			Strawberries—		
			N. Carolina, q. bx	0 16	0 17

Vegetables — Satisfactory conditions are reported prevalent in this market. Owing to a short supply, Texas-Bermuda onions advanced sharply. The tomato market underwent a similar operation and it is believed that prices will not be easier until the homegrown tomatoes are received. The demand is lively. Other vegetables are easier, thanks to a good supply. Potatoes are,

if anything, a little firmer. The dealers state that the market is encouraging.

Asparagus, per dozen	1 00	1 25	Green, per doz		0 30
Beets, hamper		1 25	Spanish, small, case		1 25
Beans, green per hamper		3 75	Egyptian, sack	2 50	2 75
Beans, wax, per hamper	4 50	5 00	Texas Bermudas per crate	2 25	2 50
Cabbage, case	2 75	3 00	Parsnips, bag	0 75	0 80
Carrots, hamper	1 75	2 50	Potatoes, bag	0 45	0 55
Celery, case		5 50	Bermuda, new, per barrel	5 50	6 00
Cucumbers, doz	1 00	1 25	Sweet, hamper	1 00	1 25
Cucumbers, hpr	2 50	3 00	Parsley, per doz bunches		0 70
Lettuce, per doz Boston head		1 50	Radishes, hpr	0 75	1 25
Lettuce, Canadian, dozen	0 30	0 60	Peas, green, per hamper	2 00	2 50
Mushrooms, lb	0 50	0 60	Rhubarb, doz		0 25
Onions—			Spinach, hamper	0 75	0 80
Valencias, new, crate	3 00	3 25	Tomatoes, case of 6 baskets	3 00	3 50
			Turnips, bag		0 40

Fish—Fresh fish enjoys a good demand and has the big end of the market. There is some frozen fish moving.

FRESH CAUGHT FISH

Halibut	0 09	Steak cod	0 07½
Salmon trout	0 10	Perch	0 07
White fish	0 12	Haddock	0 06½

FROZEN LAKE FISH

Goldeyes	0 06	Pike	0 05
Pickerel yellow	0 08	Whitefish, frozen	0 07
		Perch, fresh caught	0 07

OCEAN FISH (FROZEN)

Herring, per 100	1 50	Salmon, pink, per lb	0 08
Mackerel, each	0 20	" red	0 09
Smelts, No. 1	0 08	" sea dressed	0 10

SMOKED, BONELESS AND PICKLED FISH.

Acadia, tablets, box	1 60	Fillets, per lb	0 11
Bloaters, per basket	0 90	Haddie, Finnan	0 07
Codfish, shredded, box	1 80	Herrings, Digby, bndle	0 60
" Bluenose, "	1 40	Herrings, Imported Loch Fyne, per kit	1 50
Cod steak, per lb	0 07	Kippers, per box	1 25
Cod, Imperial, per lb	0 05	Quail on toast, per lb	0 05½
Ciscoes, per basket	1 25		

NOTES FROM FRUITDOM.

The general manager of the Florida Citrus exchange, stated recently that the celery crop in that state is so heavy this year that it is left standing in the fields, and in some cases the growers have turned their hogs into the fields to eat it.

A remarkable hybrid fruit, half orange and half grapefruit has been grown at Alhambra, U.S.A., and is attracting considerable attention. The fruit was grown on an orange tree which stands next to a grapefruit tree and is about the size of a 96 orange.

Cultivated raspberries are being marketed in Florida at 15 cts. a quart. They are the first of the season.

Reports state that there is a heavy crop of California cherries this year.

In Memoriam

To Our

Late Beloved

King Edward VII.

WHITE & CO., LIMITED

Toronto and Hamilton

FANCY

RIPE — PINEAPPLES, FLORIDA TOMATOES, BANANAS

FRESH — LETTUCE, RADISH, RHUBARB, GREEN ONIONS

Finest Oranges and Lemons

HUGH WALKER & SON

Established 1861) GUELPH, ONTARIO

Buster Brown

THE BRAND OF SICILY'S FINEST LEMONS

The Brand of Quality The Brand of Value

Be sure to mention the name when ordering from your wholesaler.

FOLLINA BROS., PACKERS W. B. STRINGER, SALES AGENT

The Canadian market is beginning to receive them.

Reports state that the olive market is advancing.

Almond growers in California are forming co-operative associations.

All the reports concerning the peach crop are unanimous in the indications pointing to a heavy yield.

The apricot production in California is reported fairly good, contrary to previous reports indicating a shortage.

A good crop of peaches is expected this year in Texas and Arkansas. Georgia expects to have about 5,000 car loads.

Forty dollars a ton has been offered for pears at Woodland, Cal., and the prediction is made that the price will go to $60.

Alfred Powis, a broker and commission merchant of Hamilton, Ont., is at the Pacific Coast, California, on a business and pleasure trip.

Quality rather than quantity has been agitated among the deciduous fruit growers of California. They are being urged to thin the fruit heavily in order to secure larger and finer fruit.

A Red Bluff, California, report states that the fruit crop in that district "will beat anything ever before produced, with the exception of prunes." The prune crop will likely be short. Estimates are made that it is less than half of last year's crop. One statement is to the effect that it will not reach 20 per cent. of previous crops.

WEEKLY BUSINESS CHANGES.

New Men in the Trade in Various Parts of Canada, Assignments Made and Losses by Fire.

Ontario.

Johnston Bros., grocers, Toronto, succeeded by F. S. Grice.

G. E. Trigger, grocer, Glanworth, Ont., has sold to Geo. Coulter.

Bradd Bros., grocers, Colborne, Ont., have sold to R. G. Floyd.

Charlotte Cattnach, grocer, London, Ont., has sold to Albert Collins.

Hiram Peck, general merchant, Jeanette's Creek, Ont., has sold to A. H. Roszel.

Newton & Reuter, grocers, Thorold, Ont., are succeeded by W. C. Wilson & Co., of Toronto.

Pinney Bros. & McIntosh, grocers. London, Ont., have dissolved, continuing as Pinney Bros.

Andrews and Rowcliffe, general merchant, Granton, Ont., has been taken over by Rowcliffe & Hodgson.

Pinney Bros., grocers, London, Ont., have sold branch store to Isaac Haley.

Jas. Shafer, grocer, Mimico, Ont., has sold to Henry Cox.

Quebec.

Leduc & Co., grocers, Montreal, have registered.

Huet & Girard, grocers, St. Julie, Que., have dissolved.

Vermette & Corriveau, grocers, Maisonneuve, Que., have dissolved.

Kauffman & Stockman, grocers, Montreal, have registered.

J. W. Marchand & Co., grocers, Montreal, Que., have registered.

Francois A. Turcotte, general merchant, Que., has registered.

E. J. Marsau & Co., grocers, etc., St. Johns, Que., have dissolved.

Honore Blouin, wholesale grocer, Montreal, Que., has compromised.

Lemieux & Cie., general merchants, Quebec, Que., have registered.

Thos. Elliott, grocer, Montreal, Que., has filed consent of assignment.

Wm. Murray & Co., grocers and liquor merchants, etc., St. Johns, have registered.

Chas. A. Gray, general merchant, Brysonville, Que., has assigned to J. McD. Hains.

Mrs. Robert G. Crowell, proprietor of the Branch Store, Highwater, Que., has registered.

The real estate of J. E. Jalbert, general merchant, St. Felicien, Que., will be sold May 25.

Maritime Provinces.

J. P. LeBlanc, grocer, Florence, N.S., has assigned.

B. G. Herman, grocer, Lunenburg, N.S., has assigned to W. L. Romkey.

The sheriff is in charge of J. B. Rice & Company's general store, Bear River, N.S.

The partnership of J. A. Barkhouse & Son, general merchants, New Ross, N.S., has been registered.

The Peoples Market, Sydney, N.S., grocers and provisioners, have dissolved partnership, D. H. McIsaac retiring.

The property and plant of the Canada Condensed Milk Co., Ltd., Antigonish, N.S., is advertised for sale by auction.

Western Canada.

W. J. Bragg, grocer, Winnipeg, Man., has sold to E. E. Parry.

Freeman & Morris, general merchants, Wauchope, Sask., have sold to F. Bern & Co.

The estate of A. E. Watt, general merchant, Bienfait, Sask., has sold to L. J. Milligan.

J. V. Lalonde, general merchant, Marcelain, Sask., has sold to H. E. Labrasse & Co.

The assets of the North West Fish Co., of Winnipegosis, Man., are advertised for sale by tender, June 4.

New Companies.

A. W. Grant & Company, Limited, with head office at Montreal, have received a Dominion charter a provision commission merchants. They are capitalized at $60,000.

The Canada Maple Exchange, Montreal, with a capital stock of $60,000 has received a Dominion charter to acquire the business of Arthur Laing, of Montreal, and to carry on the business of manufacturing and dealing in maple syrup, etc.

A Dominion charter has been granted The Great West Milling Company of Canada, Ltd., to manufacture and deal in flour, meals, etc. They are capitalized at $1,000,000 with head office at Kenora, Ont.

TRADE NOTES.

E. Jones has opened a new grocery store in Port Arthur, Ont.

Kelly, Douglas & Co., wholesale grocers will erect a warehouse in New Westminster, B.C.

The grocers of Hamilton, Ont., will hold their annual picnic on the third Wednesday in July and will either go to Niagara Falls or Grimsby.

V. E. Beauvais, formerly Quebec agent for the Ogilvie Flour Mills Co., has been appointed Quebec manager. H. Merrill, of the sales department, will be his assistant.

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

Lemon Bros.
Owen Sound, Ont., and Sault Ste. Marie
Wholesale FRUIT, FISH and PRODUCE
Commission Merchants, and
Dealers in HIDES, WOOL and RAW FURS

TRY LEARD'S LOBSTERS
and CANNED CHICKEN
Write for Prices
W. A. LEARD
Summerside, - P.E.I.

Dishes for 300 Grocers
There are 4,500 Grocers in Ontario alone. To 300 Grocers first ordering, we offer a sample lot of 5,000 Oval Butter Dishes for $5.00, f.o.b. factory, net thirty days.
500-⅛s, 2,000-1s, 2,000-2s, 250,3s, 250-5s.
Graham Bros. & Co., Kinmount, Ont.

If the Merit Wasn't There

We couldn't in a thousand years sell the salmon we have under the QUAKER BRAND. It's because of the undeniable and consistent high quality of the brand that "QUOKER" has stood for THE BEST in salmon for years.

Your own interests demand that you sell the best Salmon. QUAKER BRAND

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

CCC
Norwegian Canned Goods

"Concord" Norwegian Sardines

are distinguished by many exclusive features. We reject all but the very finest small fish, autumn caught. We handle the fish with the greatest care, pay every attention to sanitary details and use only the highest grade oil. They are the only sardines which have an extra cover for use after the tin has been opened. Each tin is guaranteed by the CONCORD CANNING CO. of Stavanger.

Send your order to any Wholesale Grocer

LIST OF AGENTS

R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg.
A. H. Brittain & Co., Montreal. W. A. Simonds, St. John, N.B.
Radiger & Janion, Vancouver and Victoria, B.C.

BRUNSWICK BRAND
BREAKFAST DELICACY
HERRINGS in TOMATO SAUCE
CONNORS BROS
BLACK'S HARBOR, N.B. CANADA
DIPLOMA AWARDED at ST JOHN EXHIBITION 1903
THEY SHOULD NOT BE LEFT IN THE TIN AFTER IT IS OPENED

It's knowledge that directs the successful grocer in stocking up with

Brunswick Brand Sea Foods

—a knowledge born of experience that it only pays to handle canned fish that has "made good."

You will always be on the safe side if you sell "Brunswick Brand," because this is the quality brand, and we leave no stone unturned to maintain the high standard we have reached. Order to-day.

CONNORS BROS., Limited
Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H.B. Hillcoat, Sydney, C. B.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec; Leonard Bros., Montreal; A. W. Huband, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta

Demerara Province and its Trade Possibilities

Besides Producing Sugar and Rice it is a Great Fruit-Growing Country—Trade Relations With Canada Improving — Some Features About the Capital, Georgetown.

(Staff correspondence by D. Williams.)

Demerara Province, in British Guiana, South America, is perhaps the least known of any of the British West India possessions. It is, however, not by any means "the least among the thousands of Judah," having an area of 76,000 square miles. The population is rather sparse considering its enormous size, there being scarcely three hundred thousand people in it, of whom some eighty thousand are East Indians, brought out by the colonial government to work upon the sugar estates.

Georgetown, its commercial centre, is quite a modern, up-to-date community, having well-laid-out streets, electric lights, electric tramway, an excellent sewage system, and splendid waterworks. The water, however, supplied for the system is only used for fire extinguishing purposes and watering the streets, it being too muddy for drinking purposes.

A striking feature is the magnificent canals built of concrete and running at intervals all through the city. It used to be said that Demerara was the white man's grave, but since the construction of the canals, which thoroughly drain the city, it is quite healthy. One of the sights of Georgetown, to which every visitor and tourist is directed, is its great sea wall, running for some two miles along the shore, and built of stone and concrete. The object of this great structure is to keep out the sea at high tide from flooding the street, Georgetown and much of the adjacent country being very little above ocean level. Demerara, although its growth is slow, is capable of great development.

What Demerara Produces.

On the rich land around Georgetown and extending for miles on either bank of the great Demerara river, there are some of the largest sugar plantations in the West Indies, and rice is beginning to be grown in large quantities, the country being well suited for both those crops, while thousands of acres are yet undeveloped. All kinds of tropical fruit grows in abundance, but so far it has received little attention. Further back in the country are great primeval forests of some of the finest timber in the world, and in the interior there are said to be vast savannahs capable of pasturing thousands of cattle all the year round, there being no such thing as frost or snow in those regions.

The great need of the country is capital. Before much can be done, railroads must be built. Under present conditions the lumberman cannot profitably follow the timber far from the rivers, the cost of transportation through a country such as Demerara being too heavy for profit.

Ranching upon the savannahs would also, under present conditions, be unprofitable, on account of the difficulty in bringing the cattle to a market through great swamps and wildernesses and across unfordable rivers.

The country is also rich in minerals, gold being found in considerable quantities, also precious stones, diamonds and emeralds. It may be wondered why such a country, much of whose latent wealth has been so long known, has not made greater strides in the way of development, but southern countries, as a rule, do not advance as quickly as their northern neighbors. It is asserted that some of the laws of the colony are not as favorable to its development as they might be. The timber regulations are considered unreasonable, and the mining laws are looked upon by the prospectors as absurd. We met two prospectors in Georgetown who had come all the way from Cobalt, with the intention of exploiting some of the mining lands, but they assured us if they had known the conditions imposed, they would never have come.

The Trade With Canada.

The trade conditions between Demerara and Canada are not what they might be, but are improving. The reasons for their slow growth are much the same as in the other West Indies,

JAMAICA CIGARS
and CIGARETTES

"La Retreat" Brand

Made from the finest and choicest tobacco.

La Retreat Factory Co.
7 Port Royal St.
Kingston, Jamaica, B. W. I.

Agent required for these Products in Canada.
Special inducement to financially responsible party.

Never Run Short of
SHAMROCK
BIG PLUG
SMOKING TOBACCO
Your client will buy his groceries where he buys his SHAMROCK tobacco

McDOUGALL
Insist upon having them.
D. McDOUGALL & CO., Ltd., Glasgow, Scotland
CLAY PIPES

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U S.A.

TANGLEFOOT

The Original Fly Paper
For 25 years the Standard in quality
All others are Imitations

Black Watch
The Big Black Plug Chewing Tobacco
"A Trade Bringer"
Sold by all the Wholesale Trade

but the people of the colony are just as anxious for closer relations as any of the others. If Canadian capitalists and business men would direct some of their surplus capital and energy in this direction, they would find profitable investment for the former and abundant scope for the latter.

Owing to the stable conditions of government, the law-abiding principles of the people, and the undoubted ultimate profit and security for their money, we cannot help thinking Demerara a much more inviting field than some of the adventures that are being made with Canadian capital in Latin countries.

Whether Canadians render assistance in the upbuilding of this future great country or not, nothing can long stay its progress, for before many years it is bound to become one of the great sources of supply for the world's needs.

TRADE NOTES.

McCulloch, Creelman & Morrison have taken over the business formerly conducted by Sumner & Cassidy, wholesale grocers, Truro, N.S.

J. P. Wright, Canadian representative of H. J. Packer & Co., Ltd., chocolate manufacturers, Bristold, Eng., was in Toronto during the week.

W. F. Hatheway & Co., wholesale grocers, St. John, N.B., who have done business for thirty-two years on South Wharf, have removed to Ward street, where they have larger premises.

PERSONAL NOTES.

W. H. Dunn, Montreal, has returned from New York.

W. S. Greening, of the Pure Gold Co., Toronto, spent a day in Montreal this week, on his way to Europe.

H. W. McBean, treasurer Canadian Shredded Wheat Company, has left for Europe on a business trip. J. Hewitt, of the same Company, was in Montreal last week.

Frank Everist, of McWilliam & Everist, wholesale fruit dealers, Toronto, his wife, daughter and youngest son, sailed recently for Europe, where they will spend the summer. Their itinerary includes a trip up the Mediterranean to Naples, a leisurely journey through Italy and up the continent. Mr. Everist and family will be absent between three and four months.

THE
WALKER PATENTED BINS "WALKER BIN" WALKER PATENTED BINS
SYSTEM

Provides for the Complete Equipment of the Modern Grocery.

Write for Illustrated Catalogue showing some of the stores we have fitted up.

Walker Bin & Store Fixture Co. LIMITED

BERLIN : ONTARIO

Spices, and How to Know Them

By W. M. GIBBS

The only book on the subject—just published. The merchant or salesman, who knows all about spices, can command the spice trade in his territory. To get this information, he should read this work, dealing with PREPARATION, USE and ADULTERATION OF SPICES—a chapter devoted to each spice.

14 Colored Plates. 176 Pages. 100 Illustrations.
Price $3.50, Postpaid.

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(Technical Book Department)
10 Front Street East - Toronto, Canada

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

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Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

ADDING MACHINE.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

AGENCIES WANTED.

A FIRM OF COMMISSION AGENTS in Jamaica are desirous of representing Canadian firms manufacturing groceries, biscuits, condensed milk, etc. Can influence large turnover in these lines. Highest references given. Box 343, CANADIAN GROCER, Toronto. (tf)

ENGLISH MARKET—A London firm having a well organized staff of capable travellers calling upon the wholesale grocers, oil and colormen, corn chandlers, etc. are prepared to take up the Agency for any first class Dominion House anxious to increase, or open up their English trade. Highest references. Reply "T.L.A.S." Room 21, 6 St. Sacrament Street, Montreal. (21p)

BUSINESS CHANCES.

CASH Grocery Business, clean stock, reasonable rent, living rooms connected. Good reasons for selling. John Whiting, 531 Richmond Street, London, Ont. (21p)

FOR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover $20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

IF YOU WISH TO SELL your business or farm, we can find you a customer. If you wish to BUY, write us. We may have just what you are looking for. Address, Wm. J. Platt & Co., Bridgeport, Conn. (19)

THE best general business in good live village on railroad, with high school and three good churches, mills, etc. Stock four thousand and new. Turnover twenty-three thousand. Net profits eleven per cent. of turnover. Anxious to sell for rate on dollar. W. Wark & Son, Belmont, Ont. (20)

COUNTER CHECK BOOKS.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

FOR SALE—Automatic Computing Scale. S. H. Fagan, Windsor, Ont. (29)

FOR SALE—The biggest little grocery business in Windsor, Ont. Address Box 348, CANADIAN GROCER, Toronto. (22p)

FOR SALE in the city of Windsor, Ontario, large corner grocery store. Good business reasons for selling. Address 23 Pitt St. West, Windsor, Ont. (23p)

MALE HELP WANTED.

WANTED—At once, first-class catsup maker. Give references and full particulars. Box 64, Hamilton, Ont. (tf)

MISCELLANEOUS.

WANTED—TRAVELERS—J. Hirsch & Sons, Ltd., Montreal, manufacturers of the Irving and Metropole Cigars, want travelers with knowledge of the territory in the Lower Provinces and the North West. Apply by letter, stating experience and giving references. Applications treated in strict confidence. (19p)

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

ATTRACTIVE fixtures sell your goods. Walker Bin Fixtures and Show Cases prove invaluable in economising store space, and by compelling custom, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. Walker Bin and Store Fixture Company, Ltd., Berlin, Ont.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enables you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

DON'T use poor business stationery. Get your printer or stationer to furnish you with "Banker's Bond." Letterheads, envelopes, writing tablets, etc. Goods perfect, price moderate. Satisfaction accompanies the added prestige which follows the use of good stationery. W. J. Gage & Co., Limited, Paper Makers, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

FOR FILING PAPERS, LETTERS and Vouchers, fastening bulky envelopes or backing statements, the ACME No. 2 Binder is indispensable in every store. Penetrates the thickest paper and perforates and binds in one operation. For sale by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Company, Ltd., 36 King St. West, Toronto.

MISCELLANEOUS.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Lesch Concrete Co., Limited, 100 King St. West, Toronto.

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

PROFESSIONAL MEN, business men, merchants, church workers, find innumerable uses for the Fulton Sign and Price Marker. The Fulton Rubber Type Company, of Elizabeth, N.J., are makers of Ink Pads, Daters and business outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by Installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow issues. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

THE NATIONAL CASH REGISTER CO. guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S" The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

REPRESENTATIVES WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

Diamond — W. H. GILLARD & CO.

1-lb. tins, 3 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-dozen	10c.	$0 85
3-dozen	6-oz.	1 75
1-dozen	12-oz.	3 50
3-dozen	12-oz.	3 40
½-dozen	2½-lb.	10 50
¼-dozen	5-lb.	19 80

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 dozen	5c.	$0 50
4 "	4-oz	0 75
4 "	6 "	1 00
4 "	8 "	1 30
4 "	12 "	1 80
2 "	12 "	1 85
4 "	16 "	2 25
2 "	16 "	2 30
1 "	2½-lb	5 00
1 "	5-lb	9 50
2 "	6-oz } Per case	
1 "	12 " }	$6 00
1 "	16 " }	

ROYAL BAKING POWDER

Sizes.	Per lb.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams Per doz		Jellies	
Strawberry	1 90	Peach	1 80
Raspberry	1 90	Pear	1 70
Black currant	1 80	Red currant	2 40
Red currant	1 80	Black currant	2 40
Raspberry & red currant	1 80	Crabapple	1 70
		Plum	1 70
		Grape	1 70
Raspberry and gooseberry	1 80	Marmalade	
Damson plum, stoneless	1 70	Scotch	1 40
		Orange Jelly	1 75
Greengage plum, stoneless	1 70	Green Fig	2 25
		Lemon	1 80
Gooseberry	1 80	Pineapple	2 25
		Ginger	2 25

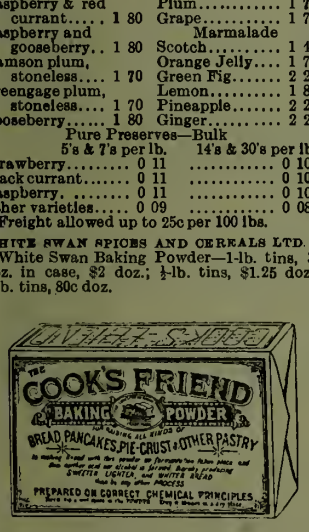
Pure Preserves—Bulk

	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—1-lb. tins, 3-doz. in case, $2 doz.; ½-lb. tins, $1.25 doz.; ¼-lb. tins, 80c doz.



Cartoons—	Per doz		
No. 1, 1-lb., 4 doz	2 40	No. 12, 4-oz., 6 dz	0 70
No. 1, 1-lb., 2 doz	2 50	No. 12, 4-oz., 3dz.	0 75
No. 2, 5-oz., 6 doz	0 80	In Tin Boxes—	
No. 2, 5-oz., 3 doz	0 85	No. 13, 1-lb., 2 dz.	3 00
No. 3, 2½-oz., 4 dz	0 45	No. 14, 8-oz., 3 dz	1 75
No. 10, 12-oz., 4 dz	2 10	No. 15, 4-oz., 4 dz.	1 10
No. 10, 12-oz., 2 dz	2 20	No. 16, 2½-lbs.	7 25
		No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER

	Dozen
6 oz. tins	0 75
12 oz. tins	1 25
16 oz. tins	1 50

Cereals

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food 2 doz. in case, per case $3.00.

The King's Food, 2-doz. in case, per case $4.80

White Swan Barley Crisps, per doz. $1.

White Swan Self-rising Buckwheat Flour, per doz. $1.

White Swan Self-rising Panoake Flour, per doz. $1.

White Swan Wheat Kernels, per doz. $1 40

White Swan Flaked Rice, per doz. $1 00

White Swan Flaked Peas, per doz. $1 00

Blue

Keen's Oxford, per lb	0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½-gross box	2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED

Cocoa—	
Perfection, 1-lb. tins, per doz	$4 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Soluble, bulk, No. 1, per lb	0 20
Soluble, hulk, No. 2, per lb	0 18
London Pearl, per lb	0 22

Special quotations or Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lo	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Iolings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90
Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 50 bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz	0 90

Mott's breakfast cocoa, 10c. size	90 per ds.
" breakfast cocoa, ½'s	0 38
" ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, ½ and ¼ lb. cakes, 35c. lb.; Breakfast cocoa, 1-5, ½, ¼, 1 and 5 lb. tins, 41c. lb.; German sweet chocolate, ½ and ¼ lb. cakes, 6-lb. bxs., 26c. lb.; Caracas sweet chocolate, ½ and ¼ lb. cakes, 6-lb. bxs., 32c lb.; Auto sweet chocolate, ½ lb. cakes, 3 and 6 lb. bxs., 32c. lb.; Vanilla sweet chocolate, ½-lb. cakes, 6 lb. tins, 44c. lb.; Soluble cocoa (hot or cold soda), 1 lb. tins, 38c. lb.; Cracked cocoa, ½ lb. pkgs., 6 lb. bags, 32c. lb.; Caracas tablets, 100 bdls., tied 5s, per box $3.00. The above quotations are f.o.b. Montreal.

Cocoanut

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases.	Per lb
1-lb. packages	0 26
½-lb. packages	0 27
¼-lb. packages	0 28
1 and ½ lb. packages, assorted	0 26½
½ and ½ lb. packages, assorted	0 27½
½ lb. packages, assorted, in 5 lb. boxes	0 28
½ lb. packages, assorted, in 5 lb. boxes	0 29
½ lb. packages, assorted, 5,10,15 lb. cas.	0 30

Bulk—

In 15 lb. tins, 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White moss, fine strip	0 12	0 21	0 17
Best Shredded	0 18	....	0 1
Special Shred	0 17	....	0 16
Ribbon	0 19	....	0 15
Macaroon	0 17	....	0 17
Desiccated	16	....	0
White Moss in 5 and 10 lb. square tins, 21c.			

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, palls	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 22

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 50	1 15
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in amp-proof bags and tins.

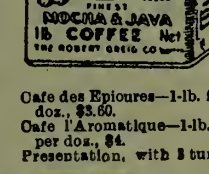
Club House	$0 32	Ambrosia	0 25
Nectar	0 30	Plantation	0 22
Empress	0 28	Fancy Bourbon	0 20
Duchess	0 26	Bourbon	0 18
Crushed Java and Mocha, whole	0 17		
" " ground	0 17½		
Golden Rio	0 14		

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

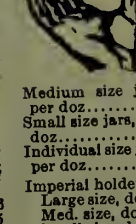
Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 35
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, doz.. 8 25

Medium size jars, per doz. 4 50

Small size jars, per doz. 2 40

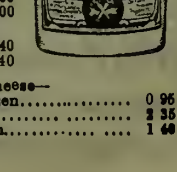
Individual size jars per doz. 1 00

Imperial holder—

Large size, doz.	18 00
Med. size, doz.	17 00
Small size, doz.	12 00

Roquefort—

Large size, doz.	2 40
Small size, doz.	1 40



Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40

	W.S.P.	Ret. P.
Ground or bean, 1s	0 32	0 50
" ½s	0 33	0 50
" 1s	0 29	0 40
" ½s	0 30	0 40
" 1s	0 22	0 30
" ½s	0 23	0 30

Packed in 30s and 50-lb. cases. Terms—Net 30 days prepaid.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95 dozen
Medium, cases 2 dozen	1 80 "
Large, cases 1 dozen	2 75 "
Tumblers, cases 2 dozen	1 35 "
25-lb. pails	0 15 lb.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Infants' Food

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00	
2 " " "	1 75	
2½ " " "	2 00	
4 " " "	3 00	
5 " " "	3 75	
8 " " "	5 50	
16 " " "	10 00	
32 " " "	18 00	

Discounts on application.

CRESCENT MFG. CO.

	Per doz
2 oz. bottles (reta at 50c.)	4 20
4 oz. bottles (retail at 90c.)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	14 50

Milk Powder

CANADIAN MILK PRODUCTS, LTD., TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz.	$2 20

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
5 and 7 lb. tin pails, 8 and 6 pails in crate, per lb	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails, per lb	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails	0 06½

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds, per dozen. $1.20. Chicken soup, $1.25 per dozen. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. $1.40. Tomato Ketchup—Bottles (10c. size only) doz. $1.40. Tabasco-Ketchup—Bottles (10c size only) doz. $1.40 Chili Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (new) doz. $1.40; No. 80 jars, doz. $1.40.

W. CLARK'S SPECIALTIES

Chateau Brand Baked Pork and Beans, with tomato sauce or plain individual, 50 cts.; No. 1, 90c.; No. 2, $1.25; No. 3, $1.75 dozen. Ox Tongues (Inglass Brand), No. 1½, $10; No. 2, $12 dz.

FRIENDS—NOT GROWLERS

RISING SUN Stove Polish in Cakes never comes back to you with growls from the housekeeper. It is always up to the same high standard maintained for forty years, and is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere. Grocers don't wish to run the risk of losing a good customer by passing out an inferior stove polish, which is wrong more often than it is right. RISING SUN makes friends for you and for us in every household where you put it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

The GROCER'S Big Spring Number

¶ Every Dealer in Canada will take an unusual interest in The Grocer's Big Spring Number, to be issued May 27th. There are few of them who will not make money by reading and studying it closely. There are few of them who will not keep it for reference for a considerable time.

¶ In the Spring Number we will get right down to facts and figures in showing retailers how they may improve their methods of buying, stock-keeping, handling credits, store arrangement, assorting, display, advertising, stopping leaks, cost accounting, delivery, salesmanship, etc.

¶ The Spring Number will be given over almost entirely to "Scientific Methods of Retailing." Each one of the series of articles coming under this heading will be founded on definite information gathered first-hand from the best sources.

NOTICE TO MANUFACTURERS

We have sold out our warehousing and forwarding business and are now prepared to handle two or three additional high-class lines selling to the Western wholesale grocery trade.

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Reference—Bank of Ottawa, Winnipeg

HAVE YOU TRIED

MOLASSINE DOG and PUPPY CAKES?

MARVELLOUS FOR ERADICATING WORMS and Keeping Dogs in Splendid General Health

The "MOLASSINE" Dog Foods are the only Foods on the market which besides feeding, keep dogs healthy and improve their coats.

QUOTATIONS AND SAMPLES FROM

ANDREW WATSON, - Sole Importer

91 PLACE YOUVILLE MONTREAL

Tea Hints For Retailers

By JOHN H. BLAKE

¶ This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects :—

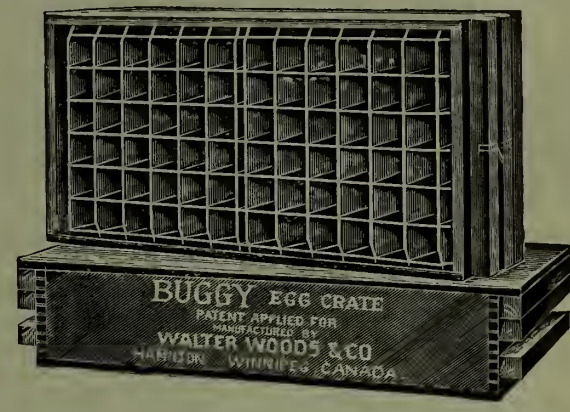
The Tea Gardens of the World
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
How to Establish a Tea Trade
Tea Blending

(275 pages) (24 full-page Illustrations)

Sent to any address on receipt of $2.00.

MacLean Publishing Company
(Technical Book Department)
10 Front St. East, TORONTO

BUGGY EGG CRATE



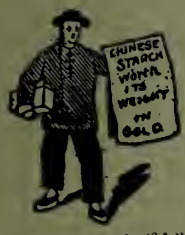
The most satisfactory Egg Carrier yet invented.

YOU should have them in stock.

5,000 sold first season.

Walter Woods & Co.
Hamilton and Winnipeg

OCEAN MILLS
Montreal



Chinese starch, 48 1-lb., per case $4.00; Ocean Baking Powder, 48 3-oz., $1.40; 48 4-oz., $1.80; 60 8-oz., $4.50; 36 1-lb.-$3.75; 48 1-lb. pkg., $4; 10 1-lb. tins, $5; loose 25 lbs., $1.75; Ocean blancmange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-ounce, $7.20; Ocean corn starch, 48 1-lb. $3.60.

Jam

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders
IMPERIAL DESSERT JELLY

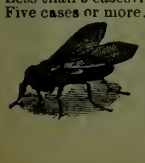
Assorted flavors—gross 10.75.

Soap
The GENUINE. Packed 100 bars to case.

Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95

Fly Pads.
WILSON'S FLY PADS



In boxes of 50, 10c.; packets, $3 per box; or three boxes for $2.80; 5 boxes $2.75.

WHITE SWAN SPICE. AND CEREALS, LTD

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

Lard
N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 13¾
½-bbls.	0 13¾
Tubs, 60 lbs.	0 13¾
20-lb. Pails.	2 73
20-lb. tins	2 63
Cases 3-lb.	0 14½
" 5-lb.	0 14
" 10-lb.	0 13⅝

F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12½
Tubs	0 12¾
20-lb. pails	0 13
20-lb. tins	0 12½
10-lb. "	0 14
5-lb. "	0 13¾
3-lb. "	0 13½
1-lb. cartons	13¾

Licorice
NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED LYE

	Per case
1 case of 4 doz	$3 50
3 cases of 4 doz	3 40
5 cases or more	3 35

Marmalade.
T. UPTON & CO.

12-oz. glass jars, 2 dozen case, per doz. $1; 16-oz. glass jars, 2 doz. in case, per doz. $1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 7½c.; pint sealers (24 oz.), 1 doz. in case, per dozen $2.25.

SHIRRIFF BRAND
"Imperial Scotch"—

1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35

"Shredded"—

1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross, net	$12 00
" per case of 3 dozen, net	

ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream, family size, per case	$3.50
Baby size, per case	2.00
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard
COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb. tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen	0 45 dozen
Medium, cases 2 dozen	0 90 "
Large, cases 1 dozen	1 35 "

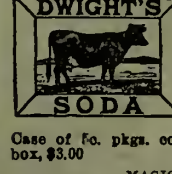
Olive Oil
LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces
PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda
COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$2 60
No. 2, " 120 ½-lb. "	2 60
No. 3, " {30 1-lb. " {60 ½-lb.	2 60
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 65
5 cases	2 55

TRADE MARK BRAND

REGISTERED

WOOD'S HOLLANDER COFFEE

Fragrant, Pungent, Delicious! — *The Choicest of the Choice.*

Imported and Roasted by

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. — **Montreal**

Soap and Washing Powders

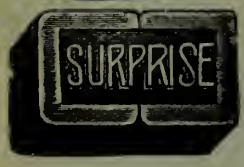
A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	$10 20
Maypole soap, black, per gross	15 30
Oriole soap, per gross	10 20
Gloriola soap, per gross	12 00
Straw hat polish, per gross	18 20

3 doz. to box..... $3 60

6 doz. to box..... $7 20

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lot

Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

	Per lb
Laundry Starches—	
No. 1 white or blue, 4-lb. carton	$0 07
No. 1 white or blue, 2-lb. carton	0 07
Canada laundry	0 06
Silver gloss, 6-lb. drawlld boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada white gloss, 1-lb. pkgs	0 06½
Benson's enamel, per box	1 50 to 3 00
Culinary Starch—	
Benson & Co's. Prepared Corn	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue	0

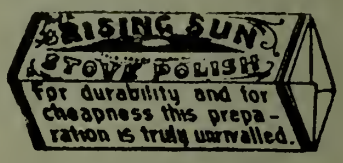
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lb	0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb	0 06½
Finest Quality White Laundry—	
3-lb. canisters, cases of 48 lb	0 07
Barrels, 200 lb	0 06½
Kegs, 100 lb	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	0 08
Kegs, ex. crystals, 100 lb	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 35 lb	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish

	Per gross
Rising Sun, No. 1 cakes, ½ & ¼ grs. bxs.	$3 50
Rising Sun, No. 3 cakes, gross boxes	4 50
No. 5 Sun Paste, ¼ gross boxes	5 40
No. 10 Sun Paste, ¼ gross boxes	9 00



JAMES DOME BLACK LEAD

6a size, gross, $2.40. 2a size, gross, $2.50

Boot Polish

PACKARD'S BOOT AND SHOE POLISHES

Mon-Ami, $9 gross; Black "O," $9 gross; Large Combination, $20 per gross; Pony Combination, $10; French Glycerine, $9; Ladies' Special, $20; Pat. Lea. Cream $20 per gross.

Syrup

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼-barrels, 175 lbs	0 03¾ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas

THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.

EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.

Blue Label, ½'s	21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Gin Label, ½'s	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 25
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

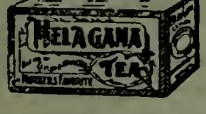
LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, 1's and ½'s	0 55	0 80
Embossed, 1's and ½'s	0 7	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb



MELAGAMA TEA

MINTO BROS., 45 Front St. East

Black, green, mixed—⅛s, wholesale 70c., retail $1; ¼s, 55c. and 80c.; ½s, 44c. and 60c.; 1 lbs and ½s, 40c. and 60c.; ½s, 38c. and 50c.; 1 lbs. and ½s, 35c. and 50c.; 1 lb., ½s, 30c. and 40c.; ¼s, 32c. and 40c.; ½s, 25c. and 30c.; 1 lbs., 24c. and 30c. We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
Black Label, ½-lb., retail at 25c	0 21
Blue Label, retail at 30c	0 24
Green Label, retail at 40c	0 30
Red Label, retail at 50c	0 35
Brown Label, retail at 60c	0 42
Gold Label, retail at 80c	0 55

Pure Gold Jelly Powder } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.

THOMAS WOOD & CO., LTD.

Montreal and Boston.

'Wood's Primrose, per pound wholesale 40c., retail 60c.; Golden Rod, 35c. and 50c; Fleur-de-Lis, 30c. and 40c. Packed in ½-lb. tins. All grades—either black, green or mixed.

GILLETT'S CREAM TARTAR

	Per doz
¼-lb. paper pkgs., 4 doz. in case	$0 90
½-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ¼-lb. paper pkgs. / 2 doz. ½-lb. paper pkgs. } assorted	$7 20
	Per doz
½-lb. cans with screw covers, 4 doz. in case	$2 00
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ¼ doz. in case	0 30
10-lb. wooden boxes	0 27½
25-lb. wooden pails	0 27½
100-lb. kegs	0 25½
360-lb. barrels	0 25

THE QUAKER OATS CO.

Winnipeg prices—Quaker oats, 36's (or 2-18's) $3. case; Quaker oats, 20's, (with premium) 4.10; Quaker Best Y. Cornmeal, 24's, 2.40; Puffed rice, 36's, 2.90; Puffed wheat, 36's, 2.90; Quaker Toasted Corn Flakes, 36's, (11 case lots, 1 case free, delivered) 2.90; 5½ case lots, ½ case free, delivered); Bannor oats, 20's (with premium) 4.10; Saxon oats, 20's, (with premium) 4.10; Pettijohn breakfast food, 18's, 2.25 Apitezo biscuits, 24's, 3.50; Saxon wheat food 24's, 3.25; Cracked wheat, 24's, 3.50; Hominy 24's, 2.40; Puffed rice, brls., 25 lbs. each, 22c lb

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 6 2-5s	46
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s., plug or bar	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	59

Veterinary Remedies

W. F. YOUNG

Absorbine, per dozen	$18 00
Absorbine Jr., per dozen	9 00

Yeast

Royal Yeast, 3 doz. 5 cent pkgs	$1 15
Gillett's Cream Yeast, 3 doz. in case	1 15

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

The West Indies

If you have anything to ship to the West Indies we will handle it promptly and get you the top price.

If you are a manufacturer and wish to place your goods on the West Indian markets our travellers will do it for you.

If you want information of any kind about the West Indies do not hesitate to write us for it.

T. Geddes Grant

Port of Spain - Trinidad

Strength — Purity

Your Guarantee

for profit lies in

"COW BRAND" Baking Soda

because of its popularity with the housewife!

Order from your jobber

Church & Dwight

Manufacturers MONTREAL

Uniformity — Reliability

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

The Beardwood Agency

313 New York Life Building - MONTREAL

We sell absolutely the best brands of **SALT** for all purposes, made from purest brine by most modern and up-to-date processes.

Complete list of delivered prices gladly submitted.

VERRET, STEWART & CO.
LIMITED

No. 12 Port St.

MONTREAL

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

WETHEY'S CONDENSED MINCE MEAT

Wrapped and packed in sanitary packages

SOLVES THIS QUESTION

Quality Unexcelled. Absolutely Dust-proof.
Three dozen to a case. All jobbers.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.

TO HAMILTON AND BACK

IN FIVE MINUTES

By Using the Telephone for Rush Orders

We have extra phones to allow for immediate connection with outside points, and make a special feature of prompt shipments.

We are constantly at the service of our customers in any way that we can reasonably be of service.

In asking you for a share of your trade, we not only claim the best selling lines, but we allow unlimited use of the telephone at our expense.

GEO. E. BRISTOL & CO.

Wholesale Grocers

HAMILTON - - ONTARIO

SPECIAL FEATURE

SPRING AND EXPORT NUMBER

THE SCIENCE OF RETAILING

CANADIAN GROCER

Vol. XXIV. MAY 27, 1910 No. 21

W. T. BENSON & CO'S
CANADA
PREPARED CORN
FOR CULINARY PURPOSES.
This most delicious of all preparations for
BLANC MANGE, PUDDINGS, CUSTARDS,
INFANTS' FOOD, &c., is universally ac-
knowledged to be superior to any preparation
of a similar kind from the United States or
Great Britain; is
GUARANTEED PURE
and superior to any similar preparation ever
offered to the public; has taken First Prizes
at all Canadian Exhibitions and received the
PRIZE MEDAL
AT THE
International Exhibition, London, 1862,
AND AT THE
Centennial Exhibition, Philadelphia, 1876
Manufactured and Refined by the
EDWARDSBURG STARCH CO'Y,
CARDINAL, ONT. (LIMITED)
OFFICE:—MONTREAL, QUE.,
CANADA.
RECIPES.
ICE CREAM
FRUIT PIE
CAKE
CHOCOLATE CREAM
INFANTS' FOOD
Other Works of Use

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building
London, Eng.: 88 Fleet St., E.C. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV. PUBLICATION OFFICE: TORONTO, MAY 27, 1910 NO 21.

KEEN'S OXFORD BLUE

No grocer can afford to be without this world-famed blue. It's in steady demand by every practical housewife, and stands out pre-eminent as a satisfaction-giver.

See to your Stocks.

For Sale by all the Canadian Jobbing Trade.

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

Agents for the Dominion of Canada

Benson's "Prepared" Corn
and
Edwardsburg "Silver Gloss" Starch

Drive these tandem! They are the leading laundry and cooking starches in Canada, and are noted for their purity and ease in handling. In demand by every housewife who knows! Tell those who don't.

For sale by every jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works: Cardinal, Ont. 164 St. James St., Montreal

MACLAREN'S

IMPERIAL

OLIVES

A Rolling Stone Gathers no Moss, Neither does Dead Stock on the Shelves Gather any Profit.

SELL

MacLaren's Imperial Products

Watch Your Satisfaction and Profits Increase

MANUFACTURED AND GUARANTEED PURE BY

MacLaren Imperial Cheese Co., Limited

TORONTO

To Maintain and Increase Permanent Trade

We handle only articles of known worth—the tried and tested kind—articles whose intrinsic merit has raised them far above the commonplace. We do this because we like to feel that the folks who buy them are, year after year, adding permanent trade to the business of the grocer who sells the goods. From our own selfish point of view we believe the principle applies with telling force.

We Know of no Safer or Surer Way

There is a good living profit on every article we are privileged to represent—each of its kind is, to our way of thinking, a splendid example of honorable manufacture. And because of that important fact we advertise their strong features fearlessly, over our own name, in The Canadian Grocer and elsewhere, every week of the year.

The Best Only — Always the Best

It Pays to Watch This Page

ARTHUR P. TIPPET & CO.

MONTREAL TORONTO

WHITE SWAN BAKING POWDER

CONTAINS NO ALUM

and is the highest class baking powder known to science.

Your Customers

will fully appreciate its superior quality.

You

will make a handsome profit return.

DON'T PAY FANCY PRICES

WHITE SWAN COFFEE

is packed in handsome one-pound tins.

Each of which is sealed with the Government approved form of warranty as to its purity.

MANY LEADING GROCERS

have worked up a large trade on this coffee and thank it for making their coffee department more profitable than ever before.

If You Have Not Handled It

try one case—it will do for you what it has done for others.

WHITE SWAN

PERFUMED 100% POWDERED

LYE

is without doubt the most profitable high class Lye on the market. It is fully guaranteed and you will find it an easy seller.

Each tin contains 25 per cent. more Lye than usually given

Remember:—"100 per cent. Lye can be equalled but not surpassed."

How About LITSTER'S?

Purity first, because that's the basis of health, and such absolutely reliable quality as you can thoroughly recommend.

The LITSTER name is a guarantee of purity and satisfaction. If you want your customers to come back, and send their friends, give LITSTER goods all the prominence you can and push them constantly. Plenty of encouragement as regards profits.

The Litster Mark **H** *Guarantees Purity and Satisfaction*

Send to-day for handsome illustrated booklet telling all about the LITSTER mark—what it means and where to find it.

We're doing a record business in Jelly Powders, Salad Dressing Powder and Half-Minute Puddings, and if *your* trade in them isn't growing, there's something wrong. Hundreds of dealers express themselves as thoroughly well pleased with the measure of satisfaction LITSTER'S goods are giving and you cannot lose by handling and pushing the line.

PURE GOODS LITSTER'S

Baking Powders, Half-Minute Puddings, Flavoring Extracts, Jelly Powders, Salad Dressing Powder, Coffees and Spices.

THE LITSTER PURE FOOD CO., LIMITED

1297-1301 Queen St. West

DONNELLY, WATSON & BROWN, Limited
CALGARY and VANCOUVER

TORONTO

H. H. LIVINGSTONE, Manager Eastern Agencies
MONTREAL

This Attractive Poster is now on The Boards

It will be used extensively and cannot fail to increase the already large demand for **King Oscar Brand Sardines**, which are packed right, attractively gotten up, sell rapidly and leave a good margin of profit. Take advantage of the advertising by giving the King Oscar Brand Sardines a prominent place in your store.

It pays best to push BORDEN'S BRANDS

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

THE ORIGINAL

Scientific Grocers are pushing Borden's Brands of Condensed Milk and Evaporated Cream, because they have by far the strongest selling points.

They are absolutely pure—long experience, perfect equipment and rigid sanitary regulations assure it.

Your customers recognize them as standard, and have thorough confidence in their quality.

They give you a fair profit, and they keep moving steadily, with never a complaint from your trade.

These are The Borden Brands:

"EAGLE BRAND" CONDENSED MILK.
"GOLD SEAL BRAND" CONDENSED MILK.
"CHALLENGE BRAND" CONDENSED MILK.
"PEERLESS BRAND" EVAPORATED CREAM.

UNSWEETENED

MADE IN CANADA

Borden's Condensed Milk Co.

Established 1857

Originators of Condensed Milk and the Largest Manufacturers of Milk Products in the World.

William H. Dunn, Montreal and Toronto

Mason & Hickey, Winnipeg, Man.

Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

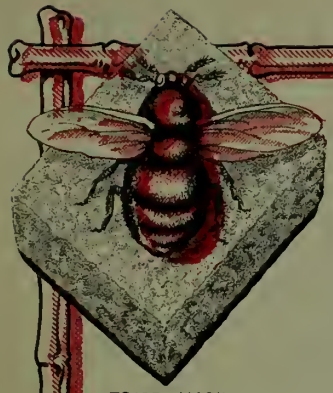
The Secret of True Business Economy

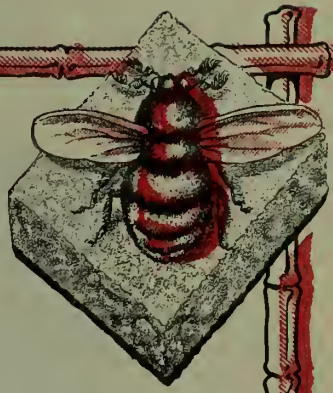
lies in handling guaranteed brands which give to grocer and consumer highest and most lasting values.

In Tea

Blue Ribbon, absolutely pure, is the standard brand, featured by all successful grocers.

The Blue Ribbon Tea Co., Limited
Montreal
Canada





Analysis

of

ST. LAWRENCE
EXTRA
GRANULATED SUGAR

The Standard of Purity

Laboratory of Provincial Government Analyst.

Montreal, 22nd February, 1909.

I Hereby Certify that I have drawn by my own hand ten samples of The St. Lawrence Sugar Refining Co.'s **EXTRA STANDARD GRANULATED SUGAR,** *indiscriminately taken from four lots of about 150 barrels each, and six lots of about 450 bags each. I have analyzed same and find them uniformly to contain* **99-99/100 to 100 per cent** *of pure cane sugar, with no impurities whatever.*

(Sgd.) **MILTON L. HERSEY, M.So., LL.D.**
Provincial Government Analyst.

The St. Lawrence Sugar Refining Company, LIMITED
Montreal

Wagstaffe's Fine Old English—

—Pure Jams, Jellies, Marmalade and Sealed Fruits are the Best.

1910 Pack will be Prepared in Copper Kettles, Boiled in Silver Pans and Packed in Gold-Lined Pails.

We are making progress in every branch by studying the health of the people. We have our own chemist, who tests everything coming into the factory. All fruits are tested for their acid properties, and just the right proportion of sugar added. The only fruit-preserving factory in Canada on this principle.

Before buying new season Strawberry, Raspberry, or any other kind, see Wagstaffe's.

WAGSTAFFE LIMITED

PURE FRUIT PRESERVERS :: :: HAMILTON

"PRIDE OF CANADA"

Maple Syrup and Maple Sugar

"Absolute Purity"

There's a Guarantee of Purity to Pass on to Your Customers—

Ours are brands made in the maple groves, right where the sap runs from the trees—pure, and lots of it. So we use it, *only*. No temptation to adulterate.

Our sap is supplied by members of our Association composed of farmers owning maple groves in the famous Eastern Townships, the finest maple district in Canada. Each member has a personal interest in our packing absolutely pure maple products.

We have a reputation to maintain—we will ever keep that fact before us.

You can always freely recommend, for purity, maple syrup and maple sugar branded

"PRIDE OF CANADA."

Innumerable Government tests have proved our claims. Never has a sample of our brand been found adulterated.

Quality always uniformly good.

The Maple Tree Producers' Association

LIMITED

WATERLOO, QUEBEC

Montreal Office: 58 Wellington St. **Toronto Office: 512 Dundas St**

Advise us promptly by mail (if one of our representatives has not called recently) of anything you need or are likely to need in our line, and see how thoroughly we have anticipated every possible requirement. This business has grown through deserving to grow—nothing has come by chance. We aim to fill all orders same day as received, with the assurance of absolute satisfaction with every shipment.

Here's the complete line:—Richards Pure Soap, Quick Naptha Soap, Snowflake Soap Chips, Neutral Soap Chips, Ammonia Powder, 100% Pure Lye, Toilet Soaps.

Agent for Toronto and Hamilton:—A. Hutchinson, Omand Mfg. Co., 76 Colborne St., Toronto

Home Office, Woodstock, Ontario

The surest safeguard

of your reputation for handling only "quality" goods lies in stocking the well-known

Sterling BRAND

FOOD PRODUCTS

Every improvement which modern skill and experience suggest is embodied in our up-to-date, sanitary factory, and the ingredients used are the purest that money can buy. Boost your Summer Trade with the following lines:—

"STERLING" Lime Juice, Sweet Pickles,
Jams, Marmalade,
Mixed Pickles, Catsup,
Crushed Fruits and Fountain Supplies, Jellies and Flavouring Extracts,
Sauces and Relishes.

O-EAT-A PICKLES and "S.B." SAUCE.

Write for Prices.

THE
T. A. LYTLE CO.,
LIMITED

Sterling Road,
TORONTO

Handle our
BULK
PICKLES.

They pay you well!

2,000,000 Packages Each Week!

The Best Tea at any price is always Lipton's

Sold in Air-tight Tins Only

THAT'S THE WAY

in which a discerning public in this and in every other civilized country of the globe shows its confidence in the tea that is always the best at any price—

LIPTON'S TEA

When you realize that thousands of Grocers are every day making money by featuring ***LIPTON'S TEA,*** you are certainly losing money if you do not ***stock, display and recommend it.***

Our exceptional facilities are your guarantee of best quality, expert blending and skilled packing, and there's a liberal margin of profit for the dealer in handling ***LIPTON'S!***

Feature ***LIPTON'S!*** There's money in it for you!

THOMAS J. LIPTON

75 Front Street East

TORONTO

Scientific Retailing

The first step is to carry stock that sells, and that sells as much from the quality that is in it as from the "push" the manufacturers put back of it.

Pure Gold Food Products

(Trade Mark Registered)

do not represent the ***whole*** sum of scientific retailing—but every "scientific retailer" will welcome the selling opportunity these goods offer.

For instance :—

Scientific Buying consists, among other things, in not overbuying. You can't overbuy Pure Gold goods because you can return unsold goods at any time and get your money back.

Stock Keeping—It is particularly easy to keep up your stock of Pure Gold Goods—it's such an active stock that it is before you daily.

Store Arrangement—Arrange Pure Gold goods within easy reach—you will have to reach for them often in a day.

Display—Pure Gold packages are so neat and so compact that they dress any shelves.

Advertising—We are doing that—lots of it. Tie our campaign to yours by mentioning in your advertising the fact that you keep Pure Gold goods.

Salesmanship—It is good salesmanship to tell your customers about Pure Gold goods. They will buy them of you if they know you have them.

These goods can be had of all jobbers and can be shipped from Pure Gold stocks at Victoria, Vancouver, Winnipeg, Montreal, Toronto and Calgary.

PURE GOLD MANUFACTURING CO., Limited

TORONTO

Tartan BRAND

SIGN OF PURITY

To nearly every grocer who reads this advertisement "Tartan Brand" represents something real—something that plays an important part in his business every day in the year. It is a brand that has become standardized with the trade throughout Canada, because it is, and always has been, backed up by goods whose quality never varies—it is always dependable, always the best.

Then Balfour, Smye & Co. always endeavor to give a better service in every way than any one else is able to give. They generally succeed.

"Tartan Brand" + Better Service is a strong combination. Every grocer needs it.

"Tartan Brand"

Canned Vegetables, Canned Fruits, Canned Salmon, Package Teas, Baking Powder, Soaps, Baking Soda, Syrups, Spices, Extracts, Jelly Powders, Cream of Tartar, Mustard, Borax, Peels, Coffees, Currants.

EVERY PACKAGE OR TIN FULLY GUARANTEED BY

BALFOUR, SMYE & CO.

Importers, Packers, Wholesale Grocers

HAMILTON, ONTARIO

OUR MAIL ORDER SERVICE IS JUST WHAT YOU NEED.

Phone 596 FREE TO BUYERS

SANITARY CANS

RAISE THE STANDARD OF QUALITY OF ALL CANNED GOODS

Sanitary Enamel Cans Preserve the Flavor and Color

of Strawberries, Red Raspberries, Black Raspberries, Blackberries, Blueberries, Sour Cherries, Beets, etc.

Entire End Open for Filling

Sanitary Cans Sealed without Solder or Acid

Sanitary Can Sealed—"Bottom like the Top."

SANITARY CAN COMPANY, Limited

NIAGARA FALLS - ONT.

It Comes to Canada with a Great European Reputation

WED BvD M

FROU-FROU

THE WORLD'S GREATEST WAFER

In the quaint old town of Mydrecht, near Amsterdam, Holland, is situated the biscuit factory of the Firma, Wed. B. Van Doesburg, who owns and operates one of the most valuable trade secrets of this age—for the manufacture of a filled wafer now famous on both sides of the Atlantic. Its name is FROU-FROU. It is conceded by experts to be the *masterpiece of the baker's art.*

FREE OFFER!

We want every grocer in the Dominion to **"Taste the Taste of Frou-Frou."** You may do so by simply sending us your name and address, on receipt of which a sample tin of this Dainty Delicacy from Old Holland will be forwarded free, together with prices and name of nearest wholesaler.

Frou-Frou is packed in 10-lb. and 5-lb. tins, as well as fancy decorated tins—the latter in the form of a miniature trunk, with views of old Holland. Our price-protection plan ensures a handsome profit for the retailer.

"Taste the Taste of Frou-Frou"

Canadian Distributors:

MacGreegor Specialty Company

TORONTO

JAPAN TEA

The new season is now in full swing and jobbers can always secure their requirements advantageously from

S.T.Nishimura & Co., Montreal and Japan

Brands of Flour That You Can Rely On During The Hottest Weather

"More Bread and Better Bread"

PURITY
MEDALION
THREE STARS
BATTLE

Daily Capacity, 7,000 Barrels

¶ You've got to use discrimination in buying flour for use in the hot weather—otherwise you'll have inferior batches—and displeased customers.

¶ "Soft" wheat flours are too weak—lack the staying qualities necessary to resist summer heat. They ferment far too rapidly—and you know what that means.

¶ Imperfectly milled and improperly aged "hard" wheat flours will cause you trouble too. They lack the required degree of gluten-elasticity to resist fermentation. They haven't enough body. The hot weather exhausts them. Instead of getting big, bulky loaves, you are presented with small, puny affairs.

¶ To avoid those hot weather troubles use Purity, Medalion, Three Stars and Battle flour. Perfectly milled from the highest grade of hard wheat—and properly aged. They will stand by you and do their duty during the hottest days—and at all seasons. They have the body and the strength. Summer heat cannot exhaust them. They have that elastic, gluten quality that resists too rapid fermentation. Large, fresh, snowy-white loaves, of matchless flavor, are the result when they are used.

¶ Make up your mind to save trouble and expense this summer. Buy Purity, Medalion, Three Stars, Battle—the trustworthy brands.

Western Canada Flour Mills Co., Ltd.

Toronto Montreal Winnipeg St. John, N.B. Goderich Brandon

HEAD OFFICE : TORONTO

MELAGAMA

TEA

COFFEE

MINTO BROS.

Direct Importers, Packers and Blenders

Toronto and Buffalo

One of Our Direct Shipments from Ceylon on the Way to the Steamship

TEAS FOR IMPORT

We are booking numerous orders for direct shipment of New Crop Teas and have already contracted for several carloads, which will be sent forward as soon as the markets and other conditions are most favorable.

Have no hesitation in asking for Standard Samples and quotations. Our values will speak for themselves

R. SIMPSON & CO.

TEA IMPORTERS

Corner Gore and Hughson Sts., - - Hamilton

PHONES 3541 - 3444. **(Formerly of Guelph)**

"QUALITY COUNTS"—

What Does It Signify in the Maritime Provinces?

Every first-class grocer in the Maritime Provinces knows the deep significance of "Quality Counts" as a business principle. Most of them are familiar with "Quality Counts" in another association too.

They know it as the motto of a wholesale grocery house whose service lives steadfastly up to its motto.

That is why their patronage has helped to build up our wholesale grocery business to a foremost position in the Maritime Provinces.

An opportunity to prove what our "Quality Counts" methods can be made to mean to *you* is all we ask.

G. E. BARBOUR COMPANY, Limited

St. Stephen, N.B. **St. John, N.B.** **Woodstock, N.B.**

The world's breakfast

"MEAT OF WHEAT"

Do your customers a good turn by introducing to them

"MEAT OF WHEAT"

It's a money maker for you

The Western Milling Co.
TORONTO

Are you interested in

RICE

We have received our spring shipments

CAROLINA
JAVA
JAPAN
PATNA
RANGOON
SIAM

Send us your orders—

EBY-BLAIN, LIMITED
Wholesale Grocers, TORONTO

ASK FOR

"TRIAN" BRAND

It is the line of goods noted for its quality.

We are agents for

TETLEY'S TEAS

and shall be pleased to forward price lists on application.

Special Attention Given to All Orders, Thereby Ensuring

PROMPT SHIPMENT.

Our new Branch at **WEYBURN** will be complete about July 15th, which will enable us to ship from this point.

CAMERON & HEAP, LTD.

Wholesale Grocers

Regina : Fort William : Kenora : Nipigon

THE best profits you make are the steady profits on the regular sellers. No line of cereals sells so surely and as easily as

Quaker Oats Quality Products

This Company makes everything in cereal foods that is good.

Here are a few of them:

Quaker Oats (regular package)	Quaker Corn Meal
Quaker Oats (family size)	Apitezo
Quaker Toasted Corn Flakes	Scotch Barley
Puffed Rice	Schumacher Granulated Hominy
Puffed Wheat	Schumacher Pearl Hominy
Saxon Wheat Food	Pettijohn

Etc., etc., etc.

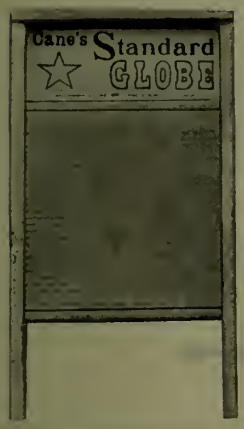
The best for you and best for your customers.

Made in Canada

The Quaker Oats Company
PETERBORO, CANADA

The Quality that Pleases People and Builds Your Reputation

Cane's Woodenware



"Quality before everything" is the spirit that dominates present-day merchandizing.

Your customers expect you to recommend the best; to use your expert judgment in helping them to get the best value for their money.

When buying woodenware they want you to sell them goods that you know will give them the best service.

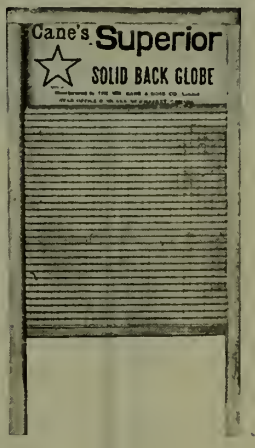
Recommend Cane's Woodenware.

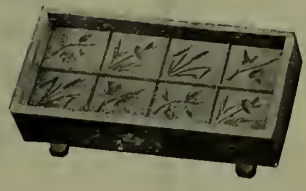
Since 1876 we have been specializing in this line.

Our goods prove absolutely that no similar line in the world surpasses Cane's Woodenware in soundness of quality and attractiveness of finish. Very few can even equal Cane's.

Ask your Jobber for Cane's

THE
Wm. Cane & Sons Co.
Limited
Newmarket - - Ontario





DID YOU ever, personally, taste pork and beans of such quality as these? If you have not sampled Balaklava Brand then request us to forward you a sample tin.

We claim that

Balaklava

BOSTON

Baked Beans

are the premier Pork and Beans in Canada. Only the choicest hand-picked Canadian beans, with tender, corn-fed pork, are used. Uniformly delicious—because scientifically baked in steam ovens—and whole—these beans possess a "nutty," mealy flavor which is altogether their own.

Packed attractively in standard tins. Obtainable with or without tomato sauce.

What Will Please YOU
Will Satisfy Your Customers.

PROCLAMATION:

BALAKLAVA BAKED BEANS are packed under a Special Warrant, issued on the 17th day of February, 1910, by the PRIVY COUNCIL, and approved by HIS EXCELLENCY THE GOVERNOR-GENERAL OF CANADA.

Your wholesale grocer can supply you with Balaklava Beans, if not—

EASTERN CA
PORT CANADA
Agents wanted in unrepresen

SARDINE PROFITS

You already sell our brand if yours is one of Canada's bright retail grocery stores, for it has been proved that

Balaklava Sardines

give the dealer larger profits—and more quickly, than the average sardine. Being sold at a popular price, and possessing distinctive features of excellence, they move speedily, assuring you of a quick turnover. Repeats are the rule, too.

A bright, firm box of fish is what the purchaser finds on opening the tin. Scientifically packed in pure salad oil, the work being done in a modern, hygienic factory close by the fishing grounds.

This is the brand you can safely recommend to your trade as highest value.

Display Balaklava Sardines in your window for a few days and watch them go.

Price Will Make the First Sale—
Quality Will Assure Repeats

Have your jobber send you a trial case to-day—or write our nearest agent if you cannot be supplied in this way.

NING COMPANY
NEW BRUNSWICK
Districts throughout the Empire.

When you sell a Customer ordinary Coffee you have to make the whole sale. Chase & Sanborn's High Grade Coffees are half sold when you put them on your shelves

CHASE & SANBORN

Montreal

WHEN you buy your Canned Goods, see that you get those packed by Dominion Canners, Limited. Quality is guaranteed. You take no risks.

Leading Brands :

"Aylmer"
"Little Chief"
"Log Cabin"
"Simcoe"
"Delhi"
ETC.

DOMINION CANNERS
LIMITED
HAMILTON.

DONNELLY, WATSON & BROWN

AGENTS Limited

Agents for the

Famous Kootenay Jams

Mr. Grocer, do you stock the famous "KOOTENAY" Brands of Jams, Jellies and Marmalades?

Although on the market less than one year, the enormous demand clearly demonstrates that they are the finest and most delicious the market affords.

Only luscious, ripened, British Columbia fruits and cane sugar are used in the manufacture of the "KOOTENAY" Jams and Jellies.

They are as pure and wholesome as Home-made goods, and have the advantage of being selected from the choicest fruits in the most fertile districts of British Columbia.

Packed in 5 and 8 lb. tins.

1-lb., ¾-lb. and individual glass jars.

Donnelly, Watson & Brown, Limited

Calgary, Alberta

Sole Agents for Alberta and Saskatchewan

FACTORY AT LONDON

WAREHOUSES AT MONTREAL, OTTAWA, HAMILTON, KINGSTON, WINNIPEG, CALGARY

This Enormous Plant is the Result of 50 Years' Experience in Making

JERSEY CREAM SODAS

and hundreds of varieties of Fancy Sweet Biscuits and Confectionery

Established in 1858 by T. McCormick in a very small shop, about 12 by 18 feet.

Now, look at the picture of the largest biscuit and candy factory in Canada, owned and managed by his three sons.

The factory is also the most modern on this continent — is thoroughly ventilated and kept scrupulously clean.

Pre-eminently the best.

McCormick's Biscuits are made from Best Blended Flour, First Quality June Creamery Butter, Fresh Sweet, Whole Milk, Pure Sugar, etc.

All materials are analyzed by an expert chemist and therefore McCormicks are in a position to guarantee the Purity and Quality of their biscuits.

No other biscuit factory in Canada employs a chemist to insure wholesomeness of its biscuits.

Continental Reputation

Great numbers of discriminating American women-visitors to Canada have pronounced McCormick's Jersey Cream Sodas vastly superior to the American crackers. They have even insisted on the factory shipping a supply to their grocers, stating that they were willing to pay the duty, if by so doing they could enjoy such a luxury.

We have appreciated the confidence and assistance of the Grocery trade in Canada in placing our biscuits before the consumers and hope still further to merit your approval in our present efforts to assist your sales of our biscuits by advertising them extensively amongst the consumers. We hope you will keep on hand a good supply of

McCORMICKS

Jersey Cream Sodas and Fancy Sweet Biscuits

UPTON'S

Jams, Jellies and Marmalade

YOU

are protected when you handle these lines, because the name UPTON on each label stands for Purity and Quality and is your safeguard!

Looked at any way you choose Upton's is the best proposition for you. You are selling the best fruit in the world—Canadian fruit—put up by Canadians who are experts in the business. Your customers get honest value, and you reap a sure profit that's "worth while." Upton's never "stick" on your shelves because our extensive consumer advertising has created a regular and increasing demand for these goods.

Upton's will assist to build up the best of reputations for you, because they are "quality" goods which never fail to satisfy.

ORDER UPTON'S FROM YOUR JOBBER

The T. Upton Company, Ltd.

Hamilton, Ontario

The Perfection Cheese Cutter

Saves the grocer money, as thousands using them will tell you.

Get one and see how it attracts customers.

It pays for itself every three months.

Glass shield, wire splitter and card of instructions with each cutter.

There is no other "just as good."

Accurate, Simple, Durable.

Any information about the "PERFECTION" will be gladly and promptly given.

The "PERFECTION" has a Perfect Computing Scale, saves cutting over-weight and saves cheese.

Manufactured only by

AMERICAN COMPUTING CO. *of* CANADA

HAMILTON, ONT.

SOLD BY WHOLESALE GROCERS EVERYWHERE

"Canada First"

Evaporated Cream
Unsweetened

and **Condensed Milk**
Sweetened

These two celebrated brands are manufactured in Canada by Canadians and are guaranteed by them. All milk is inspected in our Model Sanitary Receiving Room and cans thoroughly washed and sterilized before being returned to the dairymen.

IT PAYS
TO ENCOURAGE HOME INDUSTRIES!

The Aylmer Condensed Milk Co., Limited

AYLMER ONTARIO

ROWAT'S PICKLES

Like Rowat's Olives and all other Rowat products, possess an individuality that gives them a value all their own, and makes them a splendid line for the grocer to feature. Sole packers:

Rowat & Co.

Glasgow - Scotland

Paterson's Sauce is now owned by Rowat & Co. It is sufficiently well known to require little comment, and it is quite unnecessary to suggest the advisability of keeping up your stocks.

PATERSON'S

WORCESTERSHIRE

SAUCE

Canadian Agents: Quebec, Ontario, Manitoba and the North-West, Snowdon & Ebbitt, Montreal; Halifax, F. K. Warren; St. John, F. H. Tippett & Co.; Vancouver, C. E. Jarvis & Son.

The Best Value the Tea Market has to Offer

Flavour and purity cannot be excelled

Stock it, sell it, and watch the rapid growth in your tea sales
Samples and particulars on request

Ram Lal's Pure Tea Co, Limited

266 St. Paul Street, MONTREAL, Canada

Interest in the Tail of the Comet

just now is keeping some people up nights, but the Tale of CANNED GOODS will keep all GROCERS interested during 1910.

WE WISH TO ANNOUNCE TO THE TRADE that we are in a position to handle a greater volume of business this season than ever before. We pack a full line of high-grade Fruits, Vegetables and Side Lines and are in a position to look after your interests no matter how varied the assortment required. Communicate with us before booking your order. Invest two cents and be convinced that we can save you Dollars.

ESSEX BRAND

IS KNOWN TO ALL THE TRADE

Essex Canning & Preserving Co.

Essex, Ont.

From $200 a Week in 1834 to $400,000 a Week in 1910

That has been the growth in Customs receipts for goods brought in through the Port of Montreal.

It was in 1834 that our business was established. It has developed likewise.

We are here to-day to supply you with the best in groceries, from pure Cream Tartar in 10-lb. boxes, to Canned Goods by the carload, and you can count on us to deliver the goods when you want them. Everything but Liquor and Tobacco.

The stability of a long established house, coupled with progressive modern methods, enables us to serve you satisfactorily.

Send a trial order to

Mathewson's Sons - Montreal

Wholesale Grocers and Importers
Packers of Quaker Brand Salmon **P.O. Box 2360**

Seize this Opportunity!

There are splendid possibilities ahead for you, Mr. Grocer, if you will handle and recommend

2 in 1 Shoe Polish

No Polish has a more rapid or steady sale than "2 in 1," a result due first to its superlative merit, and second to the remarkable demand for "2 in 1" created by our extensive consumer advertising.

Why neglect to keep a liberal stock of "2 in 1? It's a strong year-'round seller all over this continent.

Does the work of Liquid & Paste Combinations
Combinaison du Liquid et de la Parte
TWO IN ONE
SHOE 2 POLISH
DEUX DANS UN
NOIR À CHAUSSURE
The F. F. Dalley Co Limited
HAMILTON, CANADA
CONTAINS NO TURPENTINE
KEEP COVER ON TIGHT

The unexcelled quality, in addition to the fact that "2 in 1" cannot injure leather in any way, guarantees satisfied customers.

"2 in 1" gives a quicker, brighter and more lasting shine than any other polish on the market.

REMEMBER

2 in 1—The World's Best Shoe Polish

REFUSE SUBSTITUTES

This Polish contains no Acids, Turpentine or other injurious substances. Try it with a match!

The F. F. Dalley Co., Limited

Buffalo, U.S.A. Hamilton, Canada

London (Eng.) Branch, 42 Bloomsbury Square, W.C.

A 1 SAUCE

This sauce has been delighting the palate for 100 years, and is still giving a zest and relish to the plainest and richest fare.

As a merchant you are interested both in quality and profit. You'll find both satisfactory.

A1 Sauce will repay you well for any trouble you may go to in giving it prominent display and asking your customers to try it. Sample it yourself, though, first.

GENERAL AGENTS:

THOS. O. BAXTER, 27 Front St. E., Toronto H. HUBBARD, 27 Common St., Montreal
R. T. TINN, 337 Hastings St. W., Vancouver

We also make a full line of Meat Extracts, Essences, Soups and Potted Meats

BRAND & CO., Limited, Purveyors to H.M. the King **London, England**

Crosby Molasses Co. Ltd.

Direct Importers of

Molasses and Sugar

St. John, N. B. - - - Canada

REPRESENTATIVES—D. S. Robertson & Son	-	OTTAWA, ONT.
D. S. Robertson & Son	-	KINGSTON, ONT.
Alex. Wills - -	-	MONTREAL, QUE.
Mitchell & Whitehead -	-	QUEBEC, QUE.
R. S. McIndoe -	-	TORONTO, ONT.
Frank Hurley -	-	WINNIPEG, MAN.

Made in Germany
Sold Everywhere

SELL AND RECOMMEND

PYRAMID-FLY-CATCHER

Made in Germany
Sold Everywhere

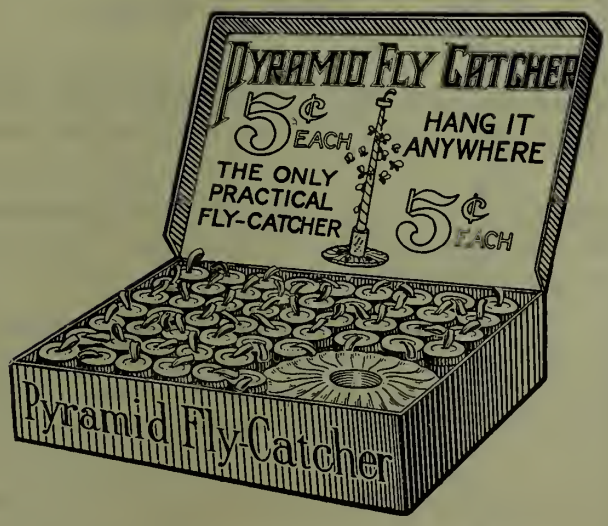
THE PYRAMID does not interfere with flat fly paper, because it appeals to the medium and better classes of your trade. They do not like fly paper because of its annoying features. The Pyramid is just what they want.

Price, $3.50 per hundred

CASES CONTAIN FORTY CARTONS
OF FIFTY PYRAMIDS EACH

TO DEALERS—If you want to test the most satisfactory Fly Catcher on the market, write for Free Sample and state who is your wholesaler.

Place your order now to ensure early delivery



Hang it up and forget it
Catches more flies than any other device
Hang it anywhere

Never drips
Will not tangle
It attracts the flies
Great improvement on flat fly paper

WM. H. DUNN, Import Agent and Wholesale Distributor **Montreal and Toronto**

AGENTS—Carvell Bros., Charlottetown, P.E.I.; C. E. MacMichael, St. John, N.B.; J. Leslie Lovitt, Yarmouth; J. B. Renaud & Co., Quebec; E. H. Bowen, Sherbrooke; Marks-Clavet-Dobie, Port Arthur; Mason & Hickey, Winnipeg; Edmonton Distributing Co., Edmonton; Donnelly, Watson & Brown, Calgary; Andrews & Nunn, Vancouver.

The West India Co., Ltd.

ST. NICHOLAS BUILDING

MONTREAL

THE CANADIAN HOUSE OF

SANDBACH, TINNE & CO., - LIVERPOOL, ENG.
SANDBACH, PARKER & CO., - DEMERARA, B.G.

AND WITH AGENTS AND CORRESPONDENTS IN ALL BRITISH WEST INDIA ISLANDS

WE SOLICIT ORDERS AND ENQUIRIES FOR ALL DESCRIPTIONS OF WEST INDIA PRODUCE

Sugars Molasses Cattle Food
Cocoa Coffee Arrowroot
Pimento Ginger Nutmegs
Etc., Etc., Etc.

Prices furnished on application. We shall be glad at all times to furnish complete information regarding exports and imports, freight rates, customs duties, etc., etc.

We shall also be pleased to consider proposals *re* representing Canadian firms in the West Indies and Demerara. If you have anything to sell in these colonies our services are at your disposal.

Our Demerara firm has for many years been doing considerable trade with Canada. They are agents for the Pickford & Black line of Canadian Mail Steamers, and also for Elder, Dempster & Co.'s Steamers, and are particularly well placed for the handling of Canadian business.

Your Correspondence Will Be Promptly Attended To

WEST INDIA CO., LTD.

From Top to Bottom

of this list each and every article is benefitted by a liberal use of BON AMI, the cleaner and polisher at one operation.

These articles are to be found in every home, which shows the wide field of utility of BON AMI.

Therefore you run no risk in ordering BON AMI. It is bound to sell because every one wants it.

Can be had from any wholesaler from ocean to ocean

Cases of 3 dozen, $1.19 per dozen, or $14.28 per gross

F.O.B. wholesaler's shipping point.

Lots of 5 gross, $13.40 per gross

Delivered to any railway station from Halifax to Vancouver.

Terms:—Net 30 days.

Agents in Canada

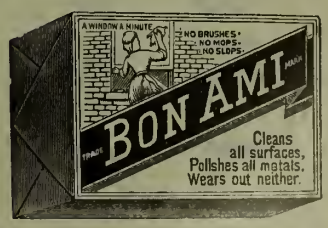
HUDON, HEBERT & CO.
LIMITED
MONTREAL

The most liberally managed firm in Canada

GLASS and PORCELAIN
- Windows
- Mirrors
- Show Cases
- Lamp Shades
- Chimneys

METALS
- Brass
- Nickel
- Copper
- Tin
- Silver
- Gold

Celluloid
Marble Work
Wood Work
Oilcloth
Painted Surfaces



The Modern Specialty House

We represent manufacturers of the highest reputation only

Fancy Grocery Department

Cerebos Salt Co. Cerebos Salt	J. Bromley & Son Coffee Essence
J. Farrow & Co. Mustard	Biet Fils, Aine & Barral "Red Seal" Olive Oil
B. Fouga French Vegetables	DiNola & Gentile "Lion Brand" Macaroni
Midland Vinegar Co. H.P. Sauce	Stavanger Pres. Co. Crossed Fish Sardines

Talpe Freres
"Acme" Brand Peas

Carey & Co.
Fancy Almonds

E. Piton
Glace Fruits

Gill & Duffus
Acme Walnuts

Clarke, Nickolls & Coombs
Confectionery

Clarke, Nickolls & Coombs
Pure Jams

Ed. Maurer
Bahama Pineapples

Cunningham & DeFourier
Table Delicacies

W. G. PATRICK & CO., Importers

Toronto, Ontario

Montreal, Quebec

As Supplied to His Majesty The King

As Supplied to the British House of Commons

"Stower's" Lime Juice Cordial

Few persons would purchase plain Lime Juice if they once tried a bottle of STOWER'S LIME JUICE CORDIAL, which is all ready for use, blended just right to suit the taste of the most fastidious, and so convenient.

LIMEJUICECORDIAL is one of the most popular drinks. It is delicious—quenching thirst—keeps the blood and digestive organs in an excellent state.

STOWER'S LIME JUICE CORDIAL is prepared from the freshly squeezed juice of the Lime Fruit, with every impurity carefully removed. **It will not ferment and is sweetened with the best refined loaf sugar.**

NO MUSTY FLAVOR

Order now and be in time.

ARTHUR P. TIPPET & CO.

SOLE AGENTS

SALT

Send for
complete list of

Laid Down Prices

All grades, in
every size package

Peerless
Service Assured

Verret, Stewart & Co., Limited
Montreal

Timely Suggestions for the Merchant who Wants Excellent Values

We desire to call the attention of merchants desiring to secure particularly choice lines at attractive prices to the undermentioned specialties:—

"Le Soleil" Brand Imported Canned Goods (Malines)

Much above the average in quality, a full range of canned vegetables that always please, even the most exacting customers. We are prepared to quote you on any lines you may desire. Here are a few of the leaders:

Asparagus **Cotes de Celery** **Epinards** **Bottom of Artichokes** **Flageolets** **Carrots**
Haricots **Macedoines** **Peas**
Julienne Soups **Choux de Bruxelles** **Puree of Tomatoes**

"Minerva" Olive Oil (Marseilles)

Packed in Marseilles, France, by H. Boule & Co., experts of many years' experience. The only olive oil brought into Canada with an official guarantee of purity as a result of official analyses. Your customers will find Minerva Brand absolutely the best.

Lecourt's Mushrooms (Paris)

Here now is another specialty well worth talking about. This firm is one of the most famous packers of mushrooms in the world. Very reliable and careful to pack none but the choicest mushrooms. Quality always uniform. You should have a stock.

La Savoreuse Lemonade (St. Yorre)

Very choice. Bottled at St. Yorre, near Vichy, by an old established house. A Vichy lemonade of particular virtues. Splendid line for summer trade. Makes a fine drink on a warm day.

Vichy Water

We are fortunate in representing some brands of Vichy water of superior quality. Our principals own some of the best springs, such as Source St. Nicholas, Source La Neptune, and Source La Sanitas, where our natural and sparkling Vichy water is bottled, as well as Vichy Lemonade.

Duffy's Apple Juice and Grape Juice (Rochester)

It is time now that you should be ordering your summer lines of soft drinks. There is always a strong demand for such lines as Apple Juice and Grape Juice. These goods are guaranteed by Duffy & Co., Rochester, and again by us. So you cannot go astray in ordering them. Now is the time to advise us of your requirements to ensure prompt shipment.

You can be quite sure when you order these goods that you are ordering the choicest the market offers, for our experience and exceptional facilities for buying advantageously are serving you.

For further information, prices, etc., you may write us, or wire or telephone at our expense.

SOLE AGENTS

Laporte, Martin & Company, Limited

Wholesale Groceries, Wines and Liquors, MONTREAL

THE BEST KNOWN BRANDS

Which have successfully stood the test of time in CANADA.

We are favored with the privilege of representing in Canada the most important Wine, Spirits and Grocery firms, manufacturing firms whose brands have a world-wide reputation and whose goods are strictly first-class and up to the sterling reputation enjoyed by these firms. Our prices deserve the attention of all careful buyers, as much as our brands, in the different lines we handle, deserve the keenest and most favorable comment from all refined consumers.

Peruse our list, make your selection and get our quotations.

Ph. Richard	Cognac	Brandies.
Mitchell Brothers	Glasgow	Scotch Whiskies.
Mitchell & Co., Ltd.	Belfast	Irish Whiskies.
J. P. Wiser & Sons	Prescott	Canadian Whiskies.
Herman Jansen	Schiedam	Gold Finch Gin.
G. Pims & Co.	London	Old Tom Gin.
Real Companhia Vinicola	Portugal	Port Wines.
E. Bartissol	Portugal	Port Wines.
Diez Hermanos	Jerez de la Frontera	Sherry Wine, "Favorite."
Fenech Artells & Co.	Tarragona	Mass Wines.
Garrett & Co.	Malaga	Malaga Wines.
Companhia Vinicola Del Norte	Spain	Spanish Claret Wine.
Vigneau & Cambours	Bordeaux	Claret and Sauterne.
Morin Pere & Fils.	Beaune	Burgundy Wines.
Frederick Krote	Coblenz	Rhine and Moselle Wines.
A. Sarrazin & Javilliers	Dijon	Dijon
Kunkelmann & Co.	Reims	Piper-Heidseick Champagne.
Union Champenoise	Reims	Cardinal Champagne.
Bouvet Ladubay	St. Hilaire, St. Florent	Duc De LaGrange Champagne.
Jules Pernod	Avignon	Absinthe and Kirsch.
Cazalis & Pratt	Marseilles	French Vermouth.
Gondran & Fils.	Marseilles	French Vermouth.
P. Garnier	Enghien les Bains	Liquors and Cordials.
Miller Brewing Co.	Milwaukee	High Life Lager.
Miller Brewing Co.	Milwaukee	Extract of Malt.
W. E. Johnson & Co.	Liverpool	Bass Ale and Stout.
Huntoon Spring Water	New York	Sun-Ray Table Water.
Belfast Mineral Water	Belfast, Ireland	Ginger Ale and Soda.
Chateau Rene Robert	St. Yorre near Vichy	Robert Soda Vichy.
Chateau Rene Robert	St. Yorre near Vichy	La Savoureuse, Vichy Lemonade.
Source La Sanitas	St. Yorre near Vichy	Sparkling Vichy Water.
Source St. Nicholas	St. Yorre near Vichy	Natural Vichy Water.
Source St. Nicholas	St. Yorre near Vichy	St. Nicholas Vichy Lemonade.
Source La Neptune	St. Yorre near Vichy	Natural Vichy Water.
Source La Capitale	St. Yorre near Vichy	Natural Vichy Water.
Duffy & Co.	Rochester, N. Y.	Apple Juice.
Duffy & Co.	Rochester, N. Y.	Grape Juice.
Duffy & Co.	Rochester, N. Y.	Champagne de Pommes.
Duffy & Co.	Rochester, N. Y.	Apple Vinegar.
Blanc & Fils.	Valence Sur Rhone	Alimentary Pastes.
H. E. Boulle & Cie.	Marseilles	Minerva Olive Oil.
Societe Anonyme "Le Soleil"	Malines	Canned Vegetables.
La Savonnerie "Le Soleil"	Marseilles	Castile Soap.
A. & L. Lebucher	Paris	Lecourt Mushrooms.
Societe des Usines Remy	Louvain, Belgium	Remy famous Rice Starch.

For all information, write, phone or wire at our expense.

Agents: LAPORTE, MARTIN & CO., LIMITED

Wholesale Groceries, Wines and Liquors, MONTREAL.

W. H. ESCOTT

WHOLESALE

GROCERY BROKER

WINNIPEG

SELLING:

Quaker Oat Co's Cereals
Wm. Cane & Sons Co's Woodenware
Dominion Molasses Co's Products
Canned Food Products of all Kinds
California and Mediterranean Dried Fruits, Nuts, etc.

We cover Manitoba, Saskatchewan and Alberta and make a speciality of car-load business.

OFFICE AND TRACK WAREHOUSE

141 BANNATYNE AVE. EAST

CORRESPONDENCE SOLICITED

CRYSTAL SUGAR

FOR
PURITY AND PROFIT

the up-to-date grocer finds

CRYSTAL SUGAR

the most reliable of his staple articles

Dominion Sugar Company
Limited
WALLACEBURG
ONT.

Guarantee of Purity

Baking Powder, Spices, Coffee, must be of first quality. You cannot take chances upon them, for if you do you will lose customers. If you look for this trade mark—Prince of Wales—on all of these lines you undertake to handle you will be securing the purest and best for your trade. It is on our

Baking Powder
Cream Tartar
Allspice
Cloves
White Pepper
Black Pepper
Nutmegs
Gingers

We supply spices whole or ground. Over 50 years' experience.
Deal with an old-established, reliable firm and be sure of what you are getting.
We are manufacturers of CORKS and CAPSULES also.

S. H. EWING & SONS

96-104 King Street, Montreal
Phone: Bell Main 65 and Bell Main 155

20½ Front Street East, Toronto
Phone Main 3171

McCREADY'S UP-TO-DATE PLANT

Our facilities enable us to supply the trade with pickles and vinegar of the highest quality at reasonable prices.

All our goods are neatly packed and labelled and bear the appearance of excellence which we guarantee in the contents.

Also Grinders of Spices
Cream Tartar, Icing Sugars

Packers of Fruit Juices
and other Specialties

Our products are known and sold throughout Canada.

Thos. McCready & Son, Limited

St. John, N.B.

Canada's leading bonded pickle and vinegar factory

The Home of Gingerbread Brand Molasses

WAREHOUSES AND CANNING PLANT—DOMINION MOLASSES COMPANY, LIMITED, HALIFAX, N. S.

Storage Capacity, 14,000 Puncheons

The Public Demand Grocery Stores of Sanitary Construction

Ceiling Plate No. 444 used in this Store

The time is passing rapidly when intelligent consumers—those whose trade is profitable and desirable—will purchase food products in a slovenly store.

The grocer of to-morrow will need to be a scientific merchant—a pure food specialist—and public opinion will make it absolutely necessary that his store be a model of cleanliness, and constructed so as to be perfectly sanitary.

The walls and ceilings of the stores the public like to patronize are never made of wood or plaster, simply because these materials soon become dirty, cracked, discolored, unsanitary; and it is almost impossible to keep them clean and attractive.

"Metallic" Ceilings and Walls

are not only highly desirable in the modern grocery store, but they are a *real economy, outside entirely of their influence on sales.* They are handsome in appearance; never become discolored or cracked; can be cleaned by wiping with a damp cloth. They are perfectly sanitary; they will last as long as the building, and are absolutely fireproof.

Metallic Ceilings and Walls are our specialties. We carry a large stock in appropriate designs. Write us for estimate, giving shape and dimensions of ceilings and walls to be covered.

The Metallic Roofing Co., Limited

MANUFACTURERS

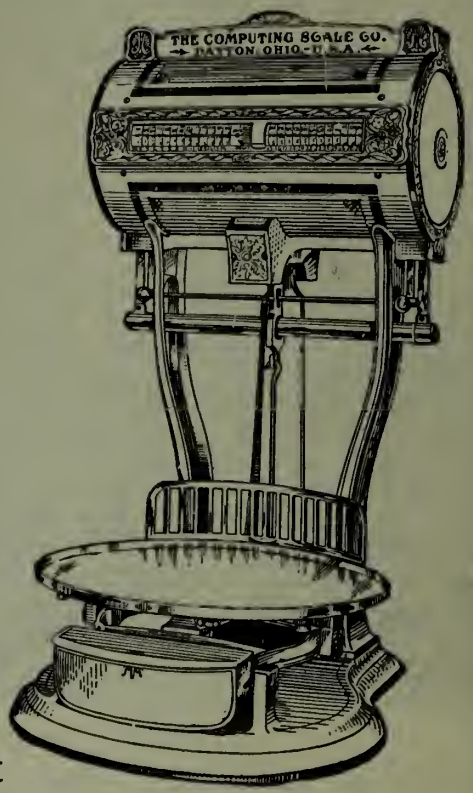
TORONTO and WINNIPEG

No Poises to move

No Weights to lift

The Scale that pays for itself!-

THE DAYTON SCALE



will, in a very short time, more than pay for itself by doing away with the continual petty losses occasioned through error and overweight

In addition the "**DAYTON**" is of inestimable value in strengthening the confidence of your trade, because in dealing with the grocer who uses a DAYTON, the public know they are not subject to loss by mistake. Fitted with Automatic Thermostadt, which regulates the scale in any temperature.

Sold on easy monthly payments; no interest charged. Every scale is fully guaranteed.

Send postal card for free demonstration.

We make a liberal allowance for your old computing scale. Get our figures at once.

MADE IN CANADA BY CANADIANS

The Computing Scale Co.

OF CANADA, LIMITED

164 King Street West, : Toronto

Shows Weight and Value

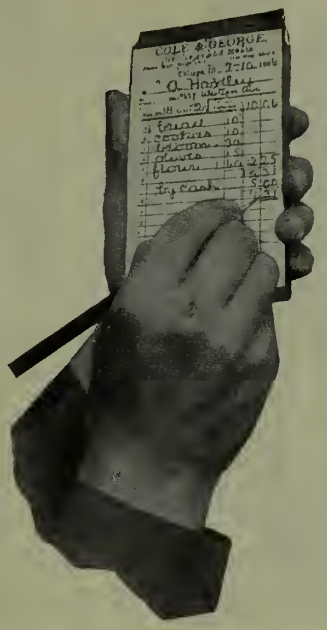
Scale always level

Over 60,000 satisfied users

Time Saved is Money Gained

¶ You will be interested if we can show you how to keep accurate accounts of any transaction in your business with only one writing.

¶ That's just precisely what is accomplished by the McCaskey Account Register System. At the same time it reduces the possibility of error to a minimum and abolishes absolutely all liability of dispute with customers. It also eliminates all loss through forgotten charges; facilitates collection; checks over-crediting; takes care of C.O.D. sales; cash on account; produce and exchange sales; and shows you instantaneously the exact state of any of your accounts at a single glance.

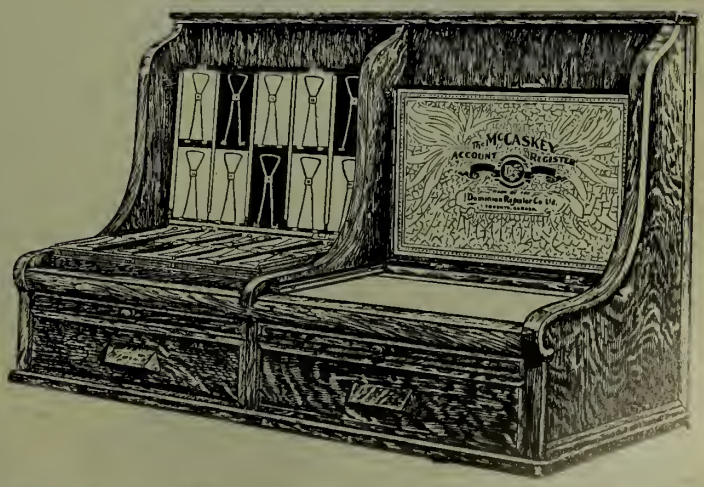


The McCaskey Account Register System

IS SIMPLICITY ITSELF

¶ You enter all credit orders in a counter check book. After adding to it the total shown on the last slip filed, you give the duplicate slip to the customer and the original slip you file in a spring clip under that customer's number. Thus every account is up to the minute all the time without any copying or posting. Twenty accounts are visible at a single glance and every account consists of the only documents admitted as evidence in a court of law—the original entries.

¶ This is only an outline of the system. We want to send you an illustrated catalogue showing the system from A to Z. You will be amazed at the ease and cheapness with which you can keep accounts with the McCaskey Account Register.



The Dominion Register Co., Limited

96 to 104 Spadina Ave., Toronto, Canada

Every Drop Costs Money!

ICE BILLS are an *outright loss.* Keep that loss as small as possible by using a **McCray Refrigerator.** The **McCray Refrigerator** uses *less ice* than others and at the same time gives *efficient refrigeration* because it has *BETTER INSULATION* (keeps warm air out and cold air in) than other refrigerators. Think this over! *INSULATION* is the *secret* and you can only get McCray Insulation in a **McCray Refrigerator.** We printed our "Catalog No. 66" especially to tell you *how* McCray Grocers' Refrigerators work and *why* they save ice. It makes every point of the refrigeration question so plain you cannot fail to understand it. Send us a postal with your name and address and ask us for "Catalog No. 66." We'll send it FREE.

McCray Refrigerator Company

131 LAKE STREET, KENDALLVILLE, INDIANA

"Enterprise" Economy

An Enterprising grocer, who does things *right*, uses an **"Enterprise" Electrically-Driven Coffee Mill**

The right way is also the cheapest way in the end. It always *pays*. Take the experience of the Philadelphia grocer who grinds 15,000 pounds of coffee a month with an "Enterprise" Mill electrically-driven at a cost for current of $3.00.

He bought the Mill as a great convenience—a time and labor saver, and an up-to-date attraction for his store. Its economy astonished him.

Look through our catalogue and you will find Mills of any capacity, any power required, for direct or alternating current. Your local power supply company will co-operate with advice and assistance.

The Mill illustrated here is No. 08712, fitted with ½ horse power motor for alternating current. Capacity of each iron hopper, 6 pounds of coffee. One Mill is fitted with grinders for granulating, the other for pulverizing. Granulates 2 pounds of coffee per minute, and can be regulated for fine or coarse grinding while mill is running. If you haven't the catalogue showing all our Mills, write for a copy to-day.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

21 Murray Street, New York — 544 Van Ness Ave., San Francisco

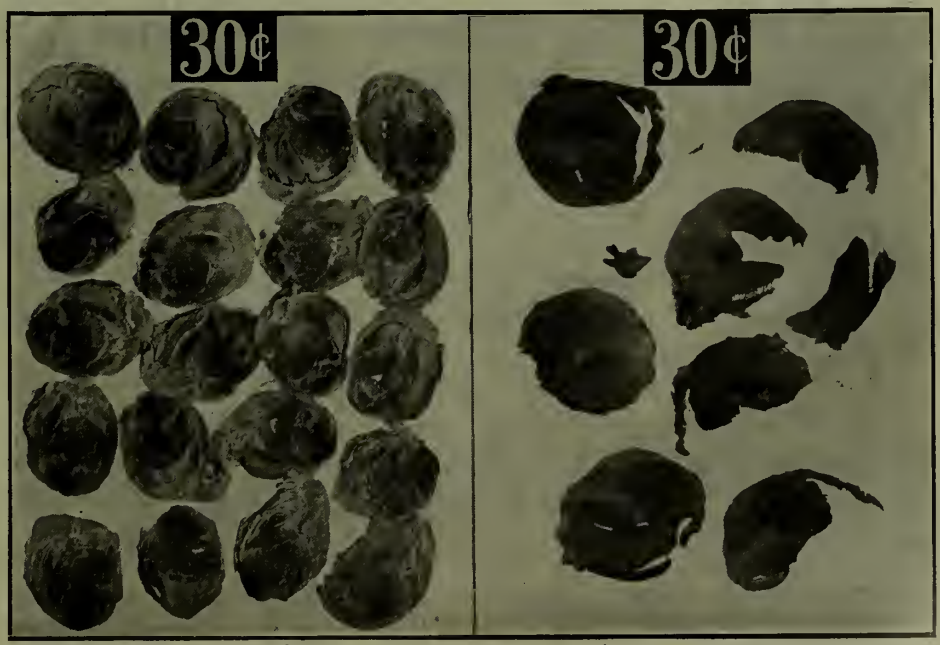
Berkel's Improved Slicing Machine

BERKEL'S Latest Improvement **Patent Knife Guard** to protect operators from accidents by thoughtlessly getting their hands against the circular knife. The only slicing machine in the world that has this protection.

BERKEL'S is the machine with the **Patent Automatic Sharpener,** by means of which the keen cutting edge on the knife is constantly maintained. The only machine with an automatic sharpening device. Simply press the Carborundum wheel shown in the cut above the knife downward and it strikes the knife edge at just the proper angle, a few turns of the wheel and your knife has an edge like a razor.

Will Slice Boiled Ham and Bacon Down to the Last Ounce

We call attention to the photographic production of two plates of boiled ham, there is just **one pound** of ham on each plate, it was all cut from the same piece, the **eight** slices on the right hand plate were cut with an ordinary knife, while the **twenty** uniform **slices** on the left hand plate were **sliced** on a slicing machine. This is an average result. The difference can be more or less marked according to the skill and time given the hand cutting, however the machine **never can vary**, the customer is **always protected** by dealing where there is a **BERKEL'S Improved Slicing Machine.** Dried Beef can be sliced thinner, quicker and better on **BERKEL'S** than any other made. The **BERKEL'S Improved Slicing Machine** is now used by Grocers, Butchers, Department stores, Delicatessens, Hotels, Restaurants, Hospitals, Educational Institutions, Steamship and Railway Companies, Charitable Institutions, Penal Institutions, the Army and Navy, Soldiers' Homes, etc. **BERKEL'S Improved Slicing Machine** can be set to cut **automatically** (14) different thicknesses, from 1-40 of an inch up to ¾ of an inch, "it cuts **bread** or **meat** equally well," requires no skill to operate and will slice **perfectly** more meat or bread in **twelve** minutes than the most expert cutter can slice by hand in an **hour.** While it is a hand machine, for several years many packers, as well as grocers and marketmen who do a large sliced meat business, have been running their **BERKEL'S Improved Slicing Machines** by mechanical power. Enough pieces of bacon can be put on this machine to cut 300 slices a minute. This should be of interest to those who put up bacon in boxes, glass or tin cans.



PLEASE WRITE FOR CATALOGUE

CANADIAN SALES AGENT: **The W. A. FREEMAN CO., Limited, Hamilton, Ont.**

A vital problem solved

The problem of economically preserving every description of perishable merchandise has been solved by the merchant who is using an

Arctic Refrigerator

No other refrigerator so effectively promotes a continuous supply of **cool, dry air,** and its scientific construction guarantees the perfect preservation of perishable goods with a very moderate consumption of ice. Specially suited for Grocers and Butchers.

Write for Catalogue and Details.

John Hillock & Co., Limited - 154 George Street, TORONTO

Western Agents:
RYAN BROS, Winnipeg

Eastern Agents:
WOLF, SAYER and HELLER, Montreal

An exclusive special feature of
THE

Elgin National Coffee Mills

is the adjuster by means of which the mill can be regulated, when running, to grind coarsely or finely. Every ELGIN NATIONAL has steel grinders, and is a very attractive piece of furniture (apart from its profitableness) in any store.

A high-grade mill at a
LOW COST

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

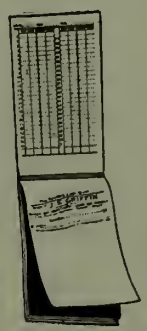
MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

Better Service. **No Advance in Price**

COUNTER CHECK BOOKS

To Suit Any System



Write for samples, or telephone repeat orders at our expense.

F. N. BURT COMPANY, Limited
TORONTO and MONTREAL
Phone Main 2511 Phone Uptown 5962

In the Rush and Fret of Business

the most skilled accountants are hopelcssly outclassed by a child, assisted by the HAINER BOOKKEEPING MACHINE.

The machine that instantaneously tells you what any customer owes you at any given minute, that invoices, receipts, registers the cash, places seven safeguards over it, and over the credit five, that automatically records the day, the hour and the minute of every transaction and BANISHES AFTER WORK.

Mr. Grocer:

Your cnergies are needed to dcvelop your business, to study its ceaseless demands, the changing tastes, the problems of over and under stocking, the prompt sales of perishables, the individual preferences of your customers, the intricate magic of a restless market. Every element of business-building demands a clear judgment, a keen perception. To exhaust those energies with the worries of accounting means, at best to you, STAGNATION.

Why Not Feed Your Worries to a Machine and Put Your Brains Really into the Business?

The HAINER BOOKKEEPING MACHINE is a cash rcgister, an autographic registcr, an account register, and a time-recorder in one machine.

IMPORTANT! An account is filed or found in the sectional register of our machine in from one-half to one-tenth of the time required upon any other account register, selling, in many cases, at a much higher price than our complete machine. MAKE US PROVE THIS.

Note thc thrce detached accounts here illustrated. When an account is running, thc total, up to thc minute, is always in the space following the name. When paid, the space is blank. No indcx, no tumbling pages or partitions—no searching. You have simply to LOOK.

WRITE TO-DAY FOR BOOKLET "B"

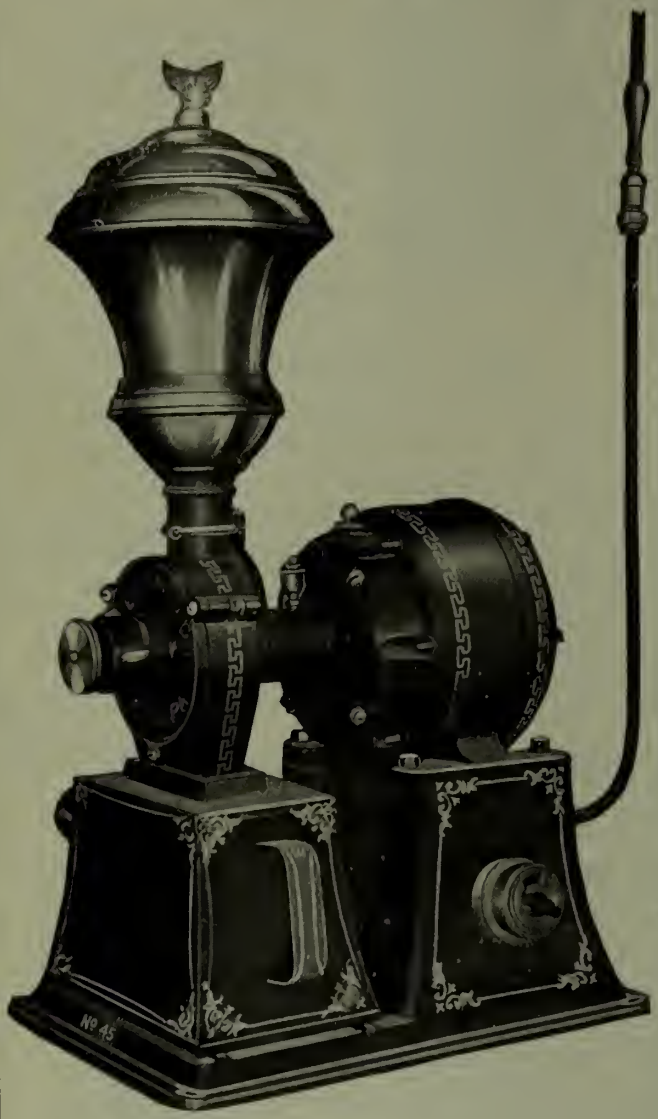
Bookkeeping Machines Limited

424 Spadina Avenue, Toronto

VANCOUVER **WINNIPEG** **MONTREAL**

☞Can place a limited number of Good Practical Agents.

The Ideal Mill for the Grocer



In compactness, neatness and stability, no less than in attractiveness, finish and beauty of design

The Coles' Electric Coffee Mill

has no peer at any price.

It will granulate 2 lbs. of Coffee per minute, and is connected direct up to your lamp socket, saving cost of wiring. The price cannot fail to attract you.

$65 for D.C. current, ($75 for A.C. current) and we guarantee each machine perfect. Write for details.

COLES MANUFACTURING CO.
1625 North Twenty-third St., Philadelphia

AGENTS:
Chase & Sanborn, Montreal
Todhunter, Mitchell & Co., Toronto and Winnipeg
Young Bros., Vancouver, B.C.

NO SPRINGS

MADE IN CANADA

After 9 Years' Test and Its Adoption by the World's Greatest Merchants

The Toledo Scale

Is Now the Recognized Standard.

1. It is Automatic.
2. It contains No Springs.
3. It is always reliable—not affected by temperature.
4. Guarantees Honest Weight.
5. Pleases Customers and Brings Trade.
6. Saves Money, Time and Labor.
7. Is Most Beautiful and Attractive.

105 Styles and Sizes for all kinds of Stores
PRICES $40 UP.

70,000 Now in Use

J. G. McGrorey & Company use 100 Toledo Scales in their various 5c. and 10c. stores, and say:

"The Toledo Computing Candy Scales in use in our various stores have proven to date eminently satisfactory."

"The figures given out by our Mr. Shaw in his statement of November 5th would indicate that the scales in use in our Washington Store are saving us about 75c. per day per scale and are giving to our trade correct weight on every draft."
—J. G. McGrorey & Co.

Scales of all makes taken in exchange rebuilt and for sale cheap

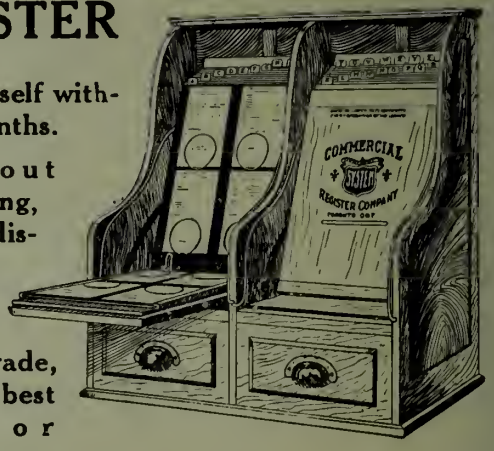
Send for Catalogue, Free

Toledo Computing Scale Co.
Makers of Honest Scales
TOLEDO - - - OHIO
OFFICES:
Toronto, 335 Yonge St.
Winnipeg. Edmonton, Calgary

MADE IN CANADA

NO SPRINGS

THE COMMERCIAL REGISTER



Pays for itself within few months.

It cuts out Bookkeeping, prevents disputes with customers, increases trade, and is the best collector known.

Send postal for catalogue and testimonials of Canadian Merchant users that you know.

COMMERCIAL REGISTER CO.
178-180 Victoria Street - - Toronto, Ont.

Effective

Economical

The Effective Preservation—

—of your Perishables

No Grocer or Butcher can afford to do business without a **EUREKA REFRIGERATOR.**

The Eureka Patented System

is an absolute guarantee against **dampness** and **foul air.** Goods will keep fresh in a Eureka longer than in anything else made. This Refrigerator is used by the leading merchants in all parts of the Dominion.

WRITE FOR CATALOGUE

Eureka Refrigerator Co., Limited

56 Noble St., (Near Queen St. Subway) Toronto

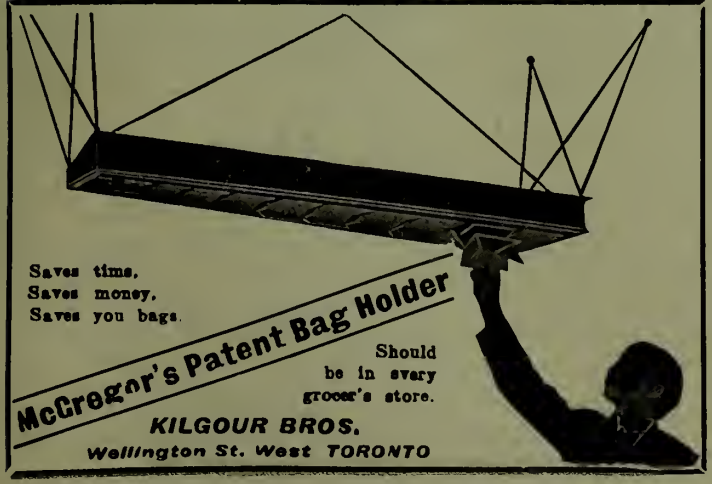
NOTICE TO MANUFACTURERS

We have sold out our warehousing and forwarding business and are now prepared to handle two or three additional high-class lines selling to the Western wholesale grocery trade.

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Reference—Bank of Ottawa, Winnipeg



Saves time,
Saves money,
Saves you bags.

McGregor's Patent Bag Holder

Should be in every grocer's store.

KILGOUR BROS.

Wellington St. West TORONTO

Stimpson Improved 100-Pound Automatic Scale

No 75—For General Use

Weighs and Computes to 100 Pounds

The only Automatic Scale capable of handling All your business. Your fixture equipment is not complete without a

Stimpson Automatic

Drop us a card TO-DAY and get full particulars.

STIMPSON COMPUTING SCALE CO.

DETROIT, MICHIGAN

For Your Store—
A Necessity, Not a Luxury

An Embossed Steel Ceiling is not merely an expensive "decoration." In any modern retailing establishment it is a money-making, trade-drawing, actual necessity.

It greatly assists your fixtures and displays to present an attractive interior, goes a long way toward making your building fire-proof and adds tone to your store and business. Cannot crack, warp or fall down, is unaffected by heat or dampness, and after the first coat of paint requires no further attention. The cost of a "Classik" Ceiling is reasonable, and it may be applied without serious interruption to business. If your store needs one, why not get it now?

Send sketch and measurements of your ceiling for prices and Catalog "A," showing hundreds of designs.

The Galt Art Metal Co., Limited

Galt, Ontario

WINNIPEG—DUNN BROS.

Galt "Classik" Ceilings

DUST IS A GENERAL NUISANCE

BUT IT CAN BE AVOIDED BY USING

DUSTBANE

on sweeping day. "Dustbane," moreover, disinfects the room and restores carpets and rugs to their original freshness. The women swear by "Dustbane" when once they have used it. Get them on your side by selling "Dustbane." There's money in it for you.

Dustbane Manufacturing Co.

Boston, - Mass.

Canadian Factories: Winnipeg, Manitoba, St. John, N.B.

Ask Your Wholesaler for These Goods

QUALITY

When anyone wants a high-class household refrigerator they always buy the Ham & Nott make. Our grocer refrigerators are made on the same principle. That means the best.

Sold by leading hardware dealers, or write to us.

HAM & NOTT CO.
Limited
BRANTFORD CANADA

To the Manufacturer or Wholesaler——

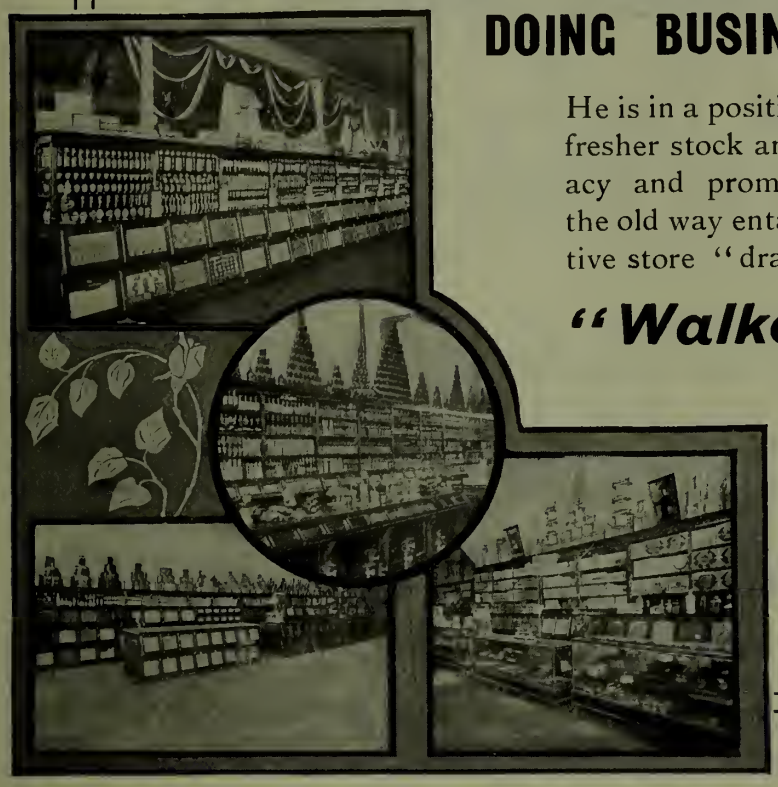
If it were possible to employ a traveller who could call on 7,000 of the best dealers all through Canada every week, what salary would you figure he'd be worth—even supposing he did nothing more than go in and shake hands with these dealers, under such circumstances they'd be glad to see him.

Would he be worth $200, $300 or $500 per week? Many a house would pretty nearly let him fix his own salary.

Equip an advertisement in the Canadian Grocer with a verbal handshake for every dealer in Canada, and a frank, brief, pointed talk about your goods and you add a traveller to your staff who will make 7.000 calls a week for you at a salary of $4 to $8 a week—less than you would pay a first-class stenographer.

Of course this traveller won't displace any of your regular salesmen, but he will help them to sell more goods and open up more new accounts.

THE GROCER WITH MODERN STORE EQUIPMENT HAS A DISTINCT ADVANTAGE OVER COMPETITORS DOING BUSINESS IN THE OLD WAY.



He is in a position to give his customers cleaner and fresher stock and to handle his orders with accuracy and promptness at much less expense than the old way entails, while a clean, bright and attractive store "draws" customers and "holds" them.

"Walker Bin" Fixtures

Will do this—and more - for you. The Walker Bin System covers every requirement of the modern grocery trade.

Write for Illustrated Catalogue.

Walker Bin & Store Fixture Co.
BERLIN, ONTARIO LIMITED

"BANNER" 1910

The Cold Blast Lantern

New Lift Air-Chamber Tubes Screw-cap and Handle

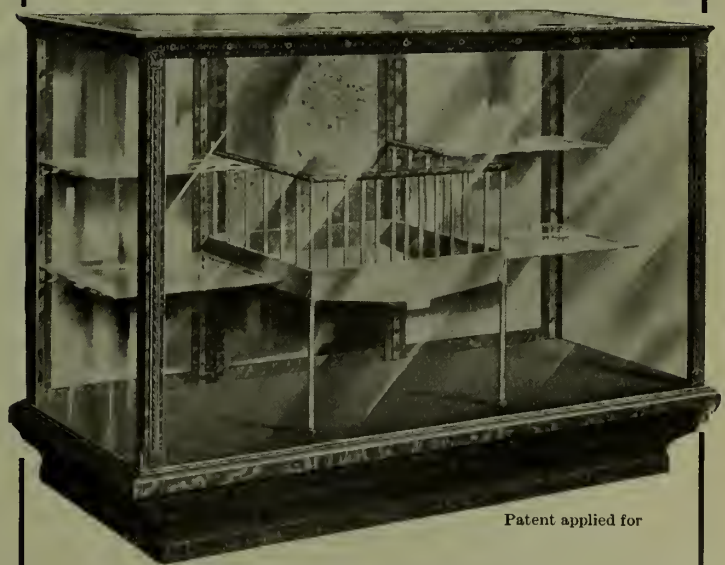
Patent Automatic Lock Patent Double Seamed Oil-Well

For Sale by all Jobbers

Ontario Lantern & Lamp Co.
LIMITED
HAMILTON, - ONTARIO

Pays For Itself The Hadley Silent Salesman Refrigerator

Displays—does not cloud up.
Keeps clean and sells Meats, Vegetables, Butter, Etc.



Patent applied for

Built on Up-to-date Refrigerating Principles

With Plate Glass outside and 26 oz. glass inside, air-tight space between. Metal Ice Pan with drip to bottom of case beneath floor. Ice Pan removable in winter to use case as a regular Silent Salesman. Polished Plate Glass Shelves. Mirrors in doors. Bottom of Case and Ice Door lined with improved Sanitary Metal Tile, in small white squares. Made with Bevel Glass or Polished Marble Top.

In use now by Progressive Grocers and Meat Dealers. Sold on easy terms or with liberal cash discount. Send postal for illustrated folder with full information. Manufactured only by

THE S. HADLEY LUMBER CO., LIMITED, · CHATHAM, ONT.
Show Cases and Specialties

A Money-Saving Hint to New Brunswick Dealers

How Promptness and Freights Make Us the Proper Firm to Supply You

You know how annoying it is to have goods delayed when you have given A RUSH ORDER

Our Specialty is quick despatch, and with storage depots at Fredericton, Chatham and Woodstock,we can reach all points with a minimum of delay. Then, again, in many cases we can make you a freight saving, as your order will be filled from the point most advantageous to you.

Promptness and Freight-Saving are two Important Considerations

Try us with a wire or phone order at our expense

Travellers Telephone Orders Daily at noon to nearest depot

A. F. RANDOLPH & SONS
Wholesale Grocers

Branch: CHATHAM — Head Office: FREDERICTON — Branch: WOODSTOCK

All Orders are Shipped Same Day as Received

BOWSER
Self-Measuring Systems
For Handling
Kerosene or Gasolene

Emphasize one feature that is important above all others in the general store –

CLEANLINESS

From the slopping and dripping of faucets and funnels, the porous boards of the floor near the oil supply become soaked through and through, making the appearance unsightly and unclean. In any store under the old method of handling oil, this condition exists — it cannot be avoided. The merchandise stored near such a place is easily contaminated. After drawing oil the least odor from hands or clothes is absorbed by the paper used to wrap up merchandise, which quickly becomes infected with the disagreeable and nauseous taste of oil.

The only system that will remove these objections is one that will hold the oil in a tank absolutely leak and evaporation proof, measure the oil accurately into the customer's can with neither spilling nor slopping, dispose of unclean measures and funnels, and one in which the flow of the oil is instantly cut off the moment the desired amount is drawn. All of these features and more are found in the Bowser Adjustable Measure Oil Equipments. They will meet any conditions and requirements, being made in more than fifty different styles.

If you are interested, you need only drop a card, asking for Bulletin 5, and you will then receive full information.

S. F. Bowser & Co., Ltd., Toronto, Ontario

Avoid that Needless Loss

Modernize your method of handling credit customers. Adopt the plan that has proved itself successful all over America.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by

ALLISON COUPON CO., Indianapolis, Ind.

COOK'S FRIEND BAKING POWDER

Has Been Over 50 Years a Leader

Because :

It conforms to Pure Food Laws the world over; it is made from Pure Grape Cream of Tartar and contains no alum or other dangerous or questionable acids.

The BEST ought to be good enough for your customers, especially when it costs no more than other brands of unknown quality, and is equal to imported powders at double the price. Made in Canada and Not by a Foreign Trust.

No Premiums Always Uniform

W. D. McLAREN,
LIMITED
MONTREAL

High-Class Specialties at Popular Prices

Balaclava Sardines
(New pack will be ready shortly.)

Branson's Coffee Essence
Ahead of all others.

Champion's Pure Malt Vinegar
In bottles or in bulk.

Chinese Starch

Claus. Andersen's Norwegian Sardines

King Corn Starch

Nation's Blancmange Powder
1-lb. and ½-lb. tins.

Nation's Custard Powder
1-lb. and ½-lb. tins and 5c. packets.

Nation's Egg Powder
½-lb. tins and 5c. packets.

Princess Milk

St. George Evaporated Cream.

Coffees, Spices, Olives, Lime Juice, Soft Drinks, Etc., Etc

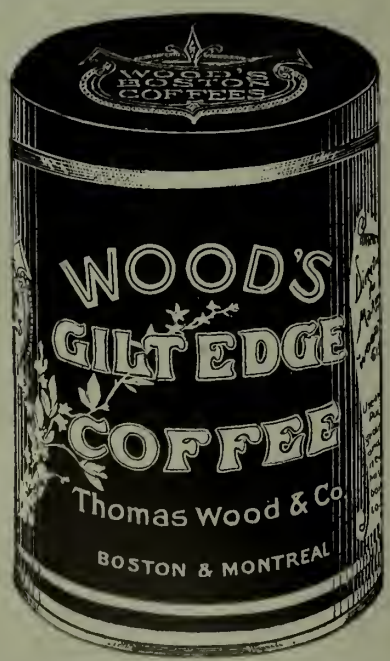
IT PAYS YOU TO SELL THEM.

If you haven't seen one of our travellers, a post-card will bring you our price list.

GREEN & CO., 136 JOHN STREET, Phone Main 7625 **TORONTO**

Thomas Wood Company Limited

Importers and Jobbers, - - 428 St. Paul St., Montreal



THE BEST THE WORLD AFFORDS

WOOD'S PURE PACKAGE TEA

"May Queen"
"Primrose"
"Golden Rod"
"Fleur-de-lis"

Packed only in half-pound tin cubes.

PERRIN'S

RED LABEL

PACKAGE

20 CENT TINS

GRAHAM WAFERS

DELICIOUS GOODS, HANDSOME PACKAGES

"My Cash Sales have certainly Increased wonderfully"

Office of
F. W. FLUCKE
GENERAL MERCHANT
MACDOWALL - SASK.

To the B.C.C. Co.

Dear Sirs:—I should have sent you the enclosed order before and would therefore ask you to rush shipment of same as I am needing them badly.

My cash sales have certainly increased wonderfully, and as people are very particular about getting every Coupon coming to them I give the Crockery full Credit for the increased Cash Sales.

Please quote me by return for Dinner Sets and Tea Sets, and full sets complete, and state number of pieces for the blue and gold, and green and gold.

Yours truly,
FRANCIS W. FLUCKE

The above extract from a brother Grocer's letter has interest for every dealer! and it's no more than we can do for you! Our proposition is a sensible, reasonable and feasible one, and aims at encouraging QUICK cash sales. And the cost is quite insignificant compared with the benefit that MUST accrue to your store.

Every red-blooded Grocer wants to increase his cash turnover. Will YOU give our proposition a trial? Read what one delighted merchant says.

Drop us a postal card for information

The British Canadian Crockery Company, Limited
25 MELINDA STREET, TORONTO

W. H. DWYER CO., LIMITED

WHOLESALE DEALERS AND EXPORTERS OF

Hay and Grain

Head Office—Metropolitan Life Building, Ottawa

Montreal Office—302 Board of Trade Building, Montreal

CORRESPONDENCE SOLICITED ESTABLISHED 1890

Are You Selling "PERFECTION" Evaporated Cream?

If you are you know its good quality—what a handsome package it is, and how great a demand there is for it!

But if you haven't been selling it—well, you just want to stock up with it at once, for it is a veritable grocers' gold mine.

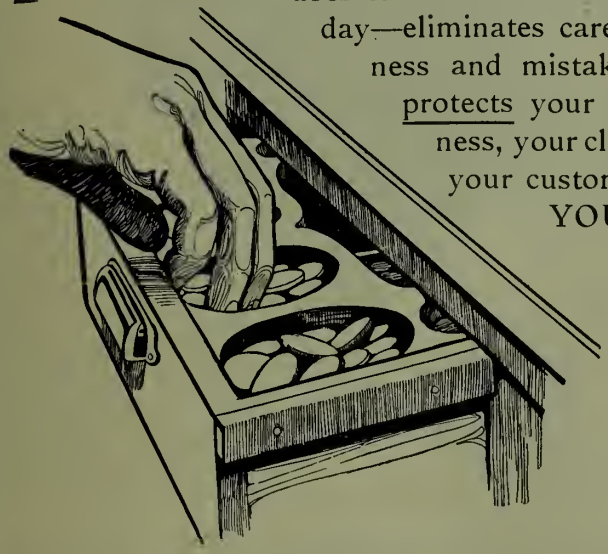
Manufactured by

The Canadian Condensing Co.
Limited
Chesterville, Ontario, Canada

The True Science of Retailing

has its best exponent in The NATIONAL CASH REGISTER

The true Science of Retailing consists in guarding your profits—and that's a harder matter than merely selling the most goods for the highest price. Remember what the old Dutchman said—"any fool can make money, but it takes a wise man to keep it." That's where the National Cash Register does its work—saves your profits—and does it a hundred times a day—eliminates carelessness and mistakes—protects your business, your clerks, your customers, YOU!



How many mistakes in your cash to-day? No man can tell unless each clerk's sales have been separately itemized and every cent, in and out, checked by the mechanically correct National Cash Register System.

Over 825,000 merchants in every part of the Globe are using the National Cash Register—because it saves them money. How about you? Remember—No one ever yet bought a National—it pays for itself over and over again in any business.

Is your cash handled this way?

The open cash drawer is a menace to your profits. Your help may be as honest as the day but mistakes will happen!

You will save time and money by trusting to our great guarantee—it has never been equalled.

"We guarantee to furnish a better Cash Register for less money than any other house in the World."

That Guarantee means just what it says!

Let's show you that the National can save you money. Send for literature.

Monarch of all Cash Registers—the National.

The National Cash Register Co.

286 Yonge Street, Toronto

F. E. MUTTON, Manager for Canada

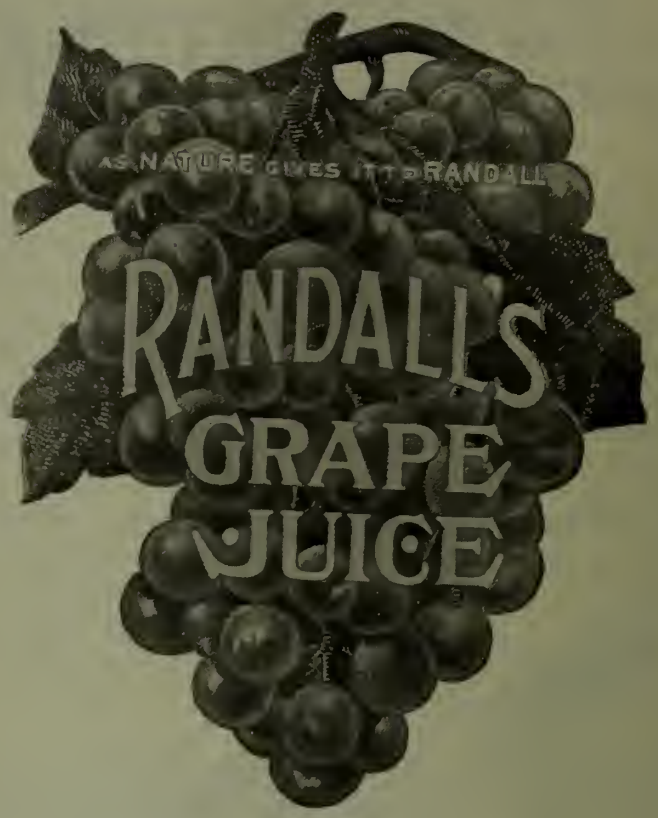
WE ARE PLEASED TO INTRODUCE

Randall's

Pure Grape Juice

Carbo Grapo Syrup
(CONDENSED)

Grape Ale Syrup
(CONDENSED)



Cases 2 dozen pints at $4.75 per case.

(N.B. The condensed Syrups with the addition of soda water or water will make at least 12 drinks to the pint bottle.)

RANDALL'S is one of the leading brands of Grape Juice in the United States—after years of experimentation, the manufacturers have discovered a simple and natural process of preserving and bottling the juice of the Concord Grape, resulting in a beverage possessing all the bouquet and zest, all the tonic and invigorating properties of a fine wine, which is absolutely non-alcoholic—hence its enormous sale in the U.S.

To supply RANDALL'S GRAPE JUICE products to the *Canadian* public in all their purity and excellence and at a reasonable price, a company with Canadian fruit growers as directors, has opened a factory in Canada and the trade can now be supplied.

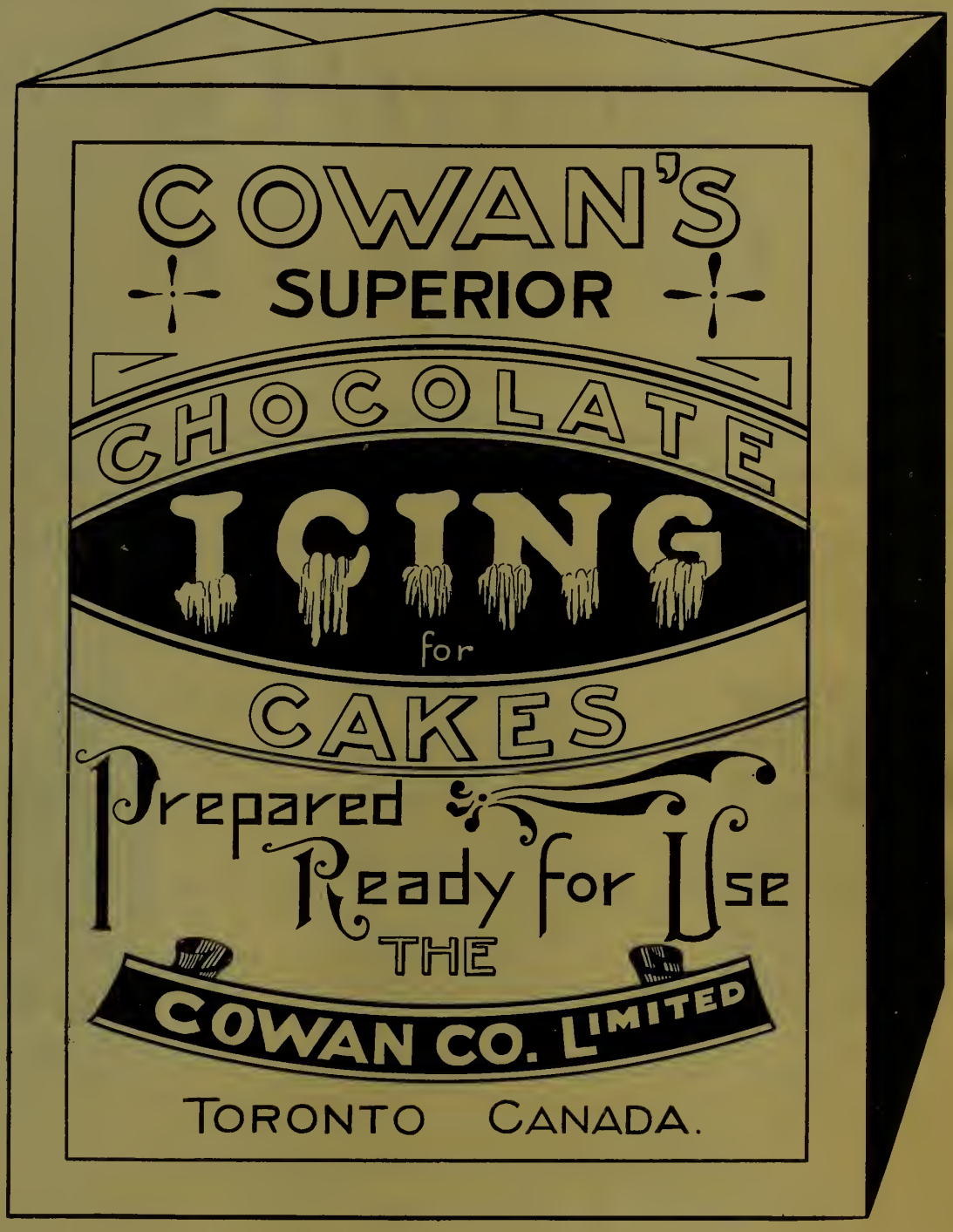
These goods will sell—will sell now—order a case from your jobber to-day. Price list on application to

RANDALL GRAPE JUICE CO.
Limited

JORDAN, ONTARIO

C. L. MARSHALL & CO., Toronto, Representatives

Representatives wanted at all jobbing centres.
Write to-day.



¶ Are all your customers using it? Mention Cowan's Cake Icings to all who make cake! Requiring no eggs and no cooking, they make summer work easier and cooler. Directions on package. Eight delicious flavors. Easier, better and more satisfactory in every way.

THE COWAN CO., LIMITED :-: TORONTO

"Shirriff's" Goods

Experience has proved that a reputation for handling Quality goods is a grocer's best asset.

Shirriff's Goods are of the very highest quality. They are absolutely pure.

Shirriff's
Orange
Marmalade

Shirriff's
Jelly
Powders

Shirriff's
Concentrated
Fruit Essences

HOW ARE YOUR STOCKS?

Imperial Extract Company

8, 10, 12 Matilda St. - - - Toronto

Ontario Representative,		R. B. Neil.
Western	"	H. F. Ritchie.
Eastern	"	W. H. Lyne-Usher.
Quebec City	"	Albert Dunn.

P. O. Box 1137

MASON & HICKEY

Phone your orders at our expense
Phones Main 3576 4588

MANUFACTURERS' AGENTS

Agents for

Dominion Sugar Co.

Gorman, Eckert & Co, Ltd.
Coffees, Spices and Olives

Brackman, Ker Milling Co.
Rolled Oats

Foster & Holtermann
Extracted and Comb Honey

Ingersoll Packing Co.

Standard Computing Scales and Cheese Cutters

Suchard's Cocoa and Chocolate

E. D. Smith's Canned Fruits and Vegetables

Crescent Manufacturing Co.
Mapleine

E. D. Smith
Pure Fruit, Jams, Jellies and Preserves

Borden's Condensed Milk Co.
Eagle Brand Milk, Gold Seal Milk, Pearless Cream

Nicholson & Brock
Bird Seed and Mince Meat

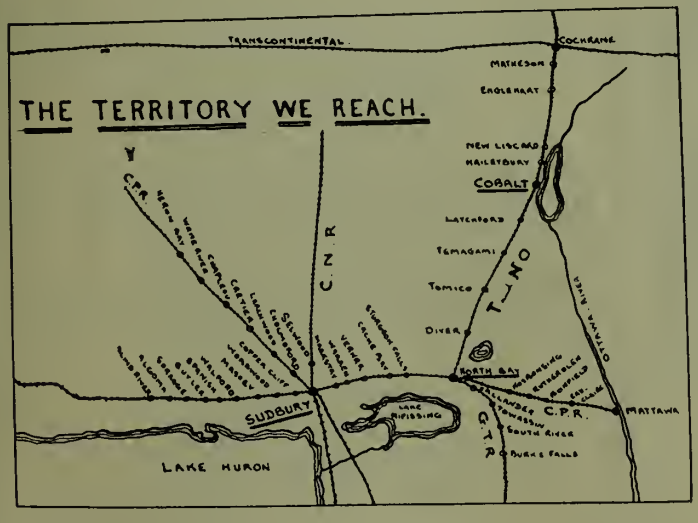
Sarnia Salt Co.

Poulton & Noel
Canned Meats

Ingersoll Cream Cheese

108 Princess Street - - - - - WINNIPEG

To Northern Ontario Merchants



WE are well situated to supply your requirements from our warehouses at North Bay and Sudbury, and can SAVE you the freight you would have to pay when buying in the older parts of the province. We can also promise YOU the promptest delivery.

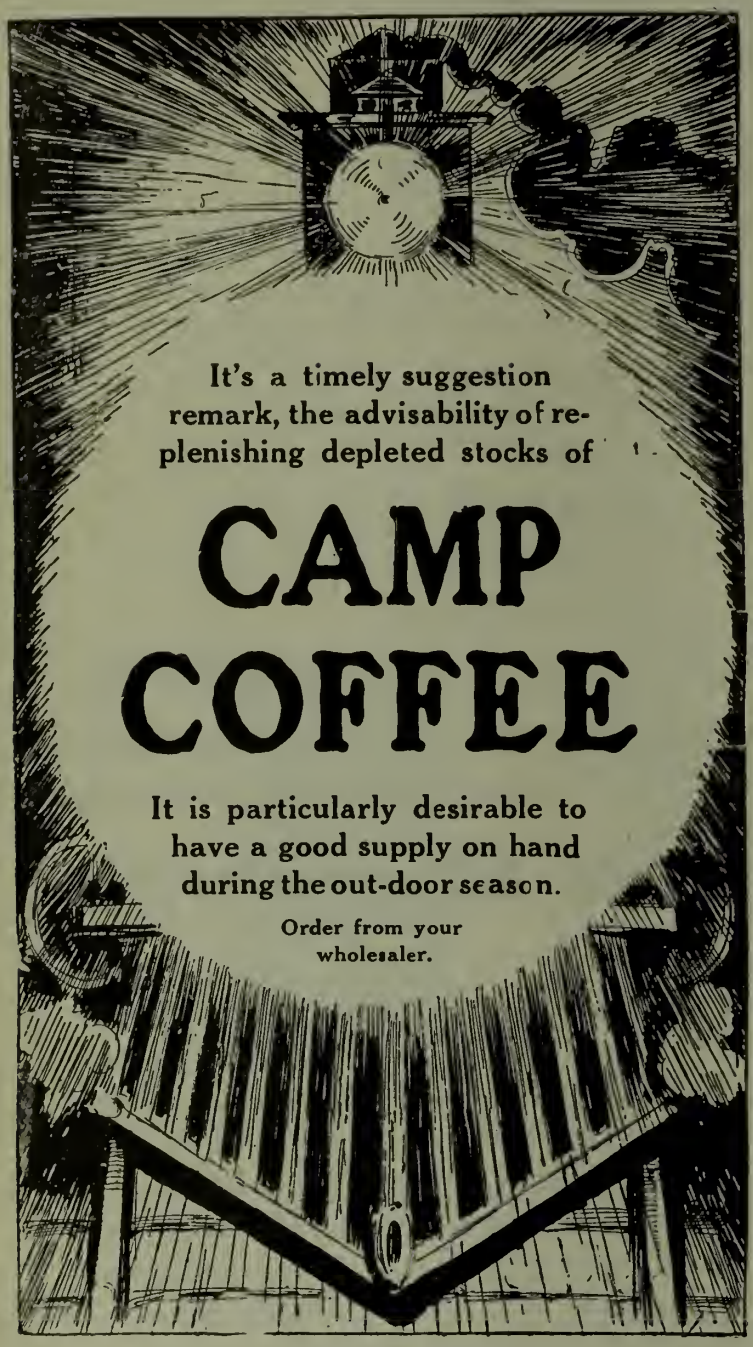
Get in Touch With Us Now.

Time is Money.

A. J. YOUNG, Limited

Wholesale Grocers and Provision Merchants

NORTH BAY : and : SUDBURY



It's a timely suggestion remark, the advisability of replenishing depleted stocks of

CAMP COFFEE

It is particularly desirable to have a good supply on hand during the out-door season.

Order from your wholesaler.

AGENTS:

ROSE & LAFLAMME, Limited

MONTREAL TORONTO

WARNING!

Crescent BM&Co. TRADE MARK. Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED

WINN & HOLLAND, Agents

MONTREAL

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

WETHEY'S CONDENSED MINCE MEAT

Wrapped and packed in sanitary packages

SOLVES THIS QUESTION

Quality Unexcelled. Absolutely Dust-proof.

Three dozen to a case. All jobbers.

J. H. Wethey, Ltd.

ST. CATHARINES, ONT.

THE DEMAND FOR

MATHIEU'S NERVINE POWDERS

Mathieu's Nervine Powders
25 cts. a Box

is greater in the Spring and Summer than at other times.

The best "something" for headaches, sleeplessness and neuralgia is

MATHIEU'S NERVINE POWDERS

They are absolutely dependable, so that every dealer can recommend them.

They are absolutely safe, so that every sufferer can use them.

The dealer will find that they bring return trade, give a good profit and have a continuous demand.

Mathieu's Nervine Powders taken in connection with Mathieu's Syrup of Tar and Cod Liver Oil in case of colds inducing fever with pains, remove the pains.

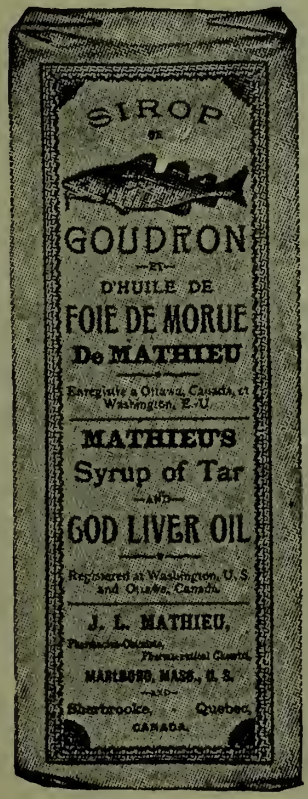
MATHIEU'S SYRUP

OF TAR AND COD LIVER OIL

has become so thoroughly established that dealers who do *not* carry it are losing the advantage of a persistent steady sale to customers who know just how good it is for colds and their train of evils—grippe, pneumonia, etc.

These two remedies are sold all over Canada—they are known everywhere—testimonials are pouring in from all parts of the Dominion, both from customers who benefited by them and from dealers whose sales have been exceptionally large.

How is your supply?



Mathieu's Syrup of Tar and Cod Liver Oil
Large Bottle, 35 cts.

J. L. MATHIEU CO., Props.

SHERBROOKE, P.Q.

FOLEY BROS., LARSON & CO., Wholesale Grocers and Confectioners, Winnipeg, Edmonton and Vancouver, Distributors for Western Canada.

L. CHAPUT, FILS & CIE., Wholesale Depot, Montreal

Add your Salesmanship
to our advertising of

Campbell's SOUPS

Our big, strong, convincing advertisements in the leading national magazines reach and influence YOUR CUSTOMERS and cause a demand for CAMPBELL'S SOUPS which it will pay you to supply. LET PEOPLE KNOW YOU SELL CAMPBELL'S SOUPS and you'll be rewarded by an immediate increase in sales. We'll help you with window dressing material, neat cards and banners, and by mailing our Menu Book to customers whose names you send us. Not only will it pay you to recommend CAMPBELL'S SOUPS because of the splendid profit, but your customers will find them so good, so economical, so nutritious, they'll always buy them. WE GUARANTEE CAMPBELL'S SOUPS to SATISY. If a customer doesn't like them for ANY reason return her money at our expense.

Joseph Campbell Company

Camden, N.J.

"21 kinds.---Look for the Red-and-White Label."

The Greatest Yet

Twenty weeks of 1910 have come and gone and we want to thank you for your co-operation in making them by far the largest in our history. There is a peculiar satisfaction in making this announcement, for it tops the achievements of eighteen years. Many times the bigness of the past has been overshadowed until now we pause as we contemplate the bigger bigness possible in the future.

"SALADA"

THE RECORD OF THE LAST MONTH

With the week ending April 30th, our sales increased 27476 lbs.
" " " May 7th, " " 21684 "
" " " 14th, " " 57219 "
" " " 21st, " " 39606 "
over the corresponding weeks of 1909,—A total increase of 145985 lbs. in four weeks.

Feature "SALADA" in your store, recommend it to your customers—become a partner with us.

The "Salada" Tea Co., **TORONTO and MONTREAL**

SPECIAL FEATURE

CANADIAN GROCER

THE SCIENCE OF RETAILING

The Canadian Grocer

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - PRESIDENT

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Address: Macpubco, Toronto. Atahek, London, Eng

OFFICES

CANADA—
MONTREAL - - Rooms 701-702, Eastern Township Bank Building Telephone Main 1255 J. J. Gallagher
TORONTO - - - - 111-127 University Avenue Telephone, 7324 Main
WINNIPEG - - - 511 Union Bank Building Telephone 3723 F. R. Munro
ST. JOHN, N.B. - - - - - W. E. Hopper

UNITED STATES—
NEW YORK - - - - - - R. B. Huestis Lawyers' Title, Insurance & Trust Co. Building, 160 Broadway, New York, N.Y. Telephone, 494 Cortland.

GREAT BRITAIN—
LONDON - - - - - 88 Fleet Street, E.C. Telephone Central 12960 J. Meredith McKim

FRANCE—
PARIS - - - - - - John F. Jones & Co., 31bis Faubourg Montmartre

SWITZERLAND—
ZURICH - - - - - - - - Louis Wolf Orell Fussli & Co.

Subscription, Canada and United States - $2.00
Great Britain, 8s. 6d. - - Elsewhere, 12s.

PUBLISHED EVERY FRIDAY

SCIENTIFIC RETAILING.

This is an age of science.

The men who have made outstanding successes in the world's business arena are those who have been able to see into the future and who have judged conditions on a scientific basis.

That erratic aerial wanderer—Halley's comet—which has just left us on another long journey through space was predicted 75 years ago by men of science—men who have been thorough and exact in their calculations.

So must merchants who look for the best results in their business be scientific. They must be familiar with every phase of retailing; they must be scientific in their buying and selling; in their bookkeeping and in their advertising; their delivering, displaying, weighing and collecting accounts.

The age demands such men, and these are the men who, with probably a few exceptions, will be the real Canadian retail grocers of the future.

How is this scientific knowledge to be secured?

It must be got from close application to the business and a study of the conditions surrounding it. This demands a review of the successful methods of successful merchants whether by reading, personal visits or by experience during apprenticeship, and it demands a watchful eye on the markets.

Scientific retailers have minds of their own. They use them and particularly when it comes to buying.

Be men of science.

WHY SUGAR ADVANCED AGAIN.

Sugar advanced ten cents on Monday last. This forward step was not unexpected; indeed it was generally looked for and The Grocer some time ago called the attention of the trade to the conditions under which nothing but higher prices could well have been anticipated.

The same condtions are still at work. The frnit season gives promise of being up to the average and there is a strong likelihood that it may be unusually heavy. At the least, this should afford better opportunities to the masses to lay aside a large stock of preserves.

There is added to this the fact that the visible supply of sugar is greatly less than that which was on hand at this time last year.

Europe's supply has become exhausted and raw sugar is decidedly firm. Under these conditions it is easy to grasp the fact that sugar at the new price is valuable and within a few months its value should be increased.

EFFECTS OF RUBBER CRAZE.

The big financial centres of the world are "going crazy" over rubber. How far reaching this will be is difficult to determine, but at the present time it is affecting the tapioca and sago markets.

Rubber plantations are supreme in countries which produce all three and reports indicate that the sago palm is being displaced for rubber trees by the natives and owners of such groves, whose eyes have all been turned on rubber production.

Advances in tapioca and sago prices are already being experienced by the trade.

Tea men fear that the same may soon apply to the tea markets and many attribute the recent firmness to the attention being given to rubber.

Just how long this will last nobody knows. And in the meantime grocers will likely have to pay more for their tapioca and sago and perhaps a few other things.

SALESMANSHIP THAT SELLS.

Salesmanship is a big question. Some possess the fundamental principles of salesmanship and many think they do who don't.

Scientific salesmanship is rare for the simple reason that few salesmen develop their latent abilities to the proper extent.

You have often wondered why you couldn't sell a certain customer an arti-

cle she inquired about or that you considered she should purchase.

Lack of salesmanship was probably the reason.

To be a scientific retail salesman one must first know the goods he sells; he must be a judge of human nature and must form his opinions of individuals rapidly; he must be posted on seasonable goods and their usefulness; he has to suggest but he must be careful to keep within proper limits.

The day is coming, when only retail store salesmen who have developed their latent abilities to the scientific stage will be considered valuable.

But this much must be realized; it is not salesmanship that simply provides a customer with the goods she asks for.

THE MAINTENANCE OF PROFITS.

At the end of the next quarter of a century will there be any price cutting in the grocery store?

Let us consider the present conditions and the progresss that has been made by trade evolution—if any has been made—before we answer this.

Years ago few merchants knew anything about price maintenance. They did not study buying and selling or the allotment of profits; they did not figure on the expense of maintaining and operating a business.

What is the result? To-day there are few standing grocery businesses that were established 50 or 60 years ago.

But the trade is being educated through organization, and an interchange of each other's methods and ideas through trade papers. To-day the question of price maintenance and adequate profits is a big problem.

The feeling against price cutting is growing and now-a-days there are but one or two offenders in an ordinary Canadian town.

About a month ago a price cutter in a small town failed for the second or third time and he wants to compromise at 20 or 30 cents on the dollar. His competitors lay it to his neglect in maintaining prices and are annoyed that he should get out of his difficulties at 20 cents on the dollar.

Yes, the tendency is toward the maintenance of profits and the scientific grocer in the year 1935 will get his just profit in every case.

LOOK TO ASSORTMENT.

The majority of Canadian grocers have frequently been reminded that people send to the mail order house for goods which they do not carry.

To remedy this they will have to stock a better assortment and be prepared to supply all demands. It is a well known fact that many stock up too heavily in certain lines and neglect to stock at all in others. This is frequently what causes many to send out of town for their goods.

It would be better to buy carefully in all. Spread the amount set apart for buying purposes over a wide area, get the assortment and, if other conditions are equal, the catalogue houses will attract little of the trade.

PROTECTING PROFITS.

Retailers have often passively suffered through having the wings of their profits clipped on certain articles.

Prices to them advance while they do not advance their prices to the consumer. Naturally they are losing money on such goods in comparison to their former profits.

Of course, if the price to them is raised a little on one or two articles the difference would be slight; but if the wholesale prices of several advance, a year's business will be shorn of a large sum in profits.

A retailer is entitled to a fair profit on his outlay for his risk and work in serving the public and to a great extent it's his own fault if he doesn's get it. He can control the situation if he wishes and there is no reason why he should work for nothing. That he should make a large profit on one article and a small one on another is not fair to either—all of which brings us back to the question of maintenance of prices.

If the wholesale price goes up let the retailer follow suit and obtain his just margin. But then co-operation is required to bring about the desired result.

This is what the scientific grocer is doing and what he will do in the future.

STOP THE HARD LUCK STORIES.

The man who has no hard luck story to tell is one who is making, or is sure to make a success. If you hear a man start in to tell you about his troubles you immediately think, "Well, if he only would stop to listen to mine he would find out what hard luck really is."

The truth of the matter is, we all, to a more or less extent have "hard luck." More often it is misnamed and should be called plain "misjudgment." In fact, if a man were perfect in every particular of judgment there would be no hard luck for him.

The best way with such troubles is to keep them to ourselves. It does no good to anyone to tell them to his neighbor, and often starts him on a career of news spreading, which will in the end do him harm.

If troubles are thick use the head to nullify their effect.

RELY UPON YOURSELF.

The power of perception and ability to read human nature has much influence upon your work in selling to the consumer. This power and ability comes intuitively. It will not make its appearance suddenly, like a flash of light, or that which we term a presentment. If you wait for it to make its appearance in that way you will be grievously disappointed. It comes only through close association with the consumers, making its appearance in so gradual a manner that you are not cognizant of it and do not actually realize the possession of it.

The salesman is an observer; he knows things; he knows what the people eat; what they speak; their desires, wants and needs. Remember, the key to the whole situation is in being able to present your goods to your customer in the same light in which he sees it.

To most successfully guard against failure in selling to the consumer you should rely wholly upon yourself, believe nothing you hear until you are able to learn from personal observation that it is true; never take anything for granted, but find out for yourself whether it is so.

If you are told that certain parties have placed their orders, don't accept the bald statement, but see them yourself; if that the trade is held or controlled by another party, prove it. No trade is held or owned, as the consumer is an independent operator, and buys where he thinks he can do the best. No manufacturer or merchant can possibly cover a territory and sell to every one. There is always room for one more.

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An Attractive Store Interior Showing Neat Shelf Arrangement, Spice Receptacles and Metallic Ceiling — Benson Bros., Guelph, Ont.

Practical Methods Used in Retail Grocery Stores

How a Modern Meat Slicing Machine Saved $60 in One Year — Preventing Losses in Buying Goods—Retail Salesmen's Methods for Holding Customers—A Merchant Who Visits for New Ideas—Suggestions for Displaying Goods in the Store—Grocer With Inventive Mind Who Devises a New Silent Salesman—Edmonton Merchant Checks Annual Loss of $225.

Meat Slicer Saved About $60.

Regina, Sask., May 27.—Pennies make dollars and little slices make the whole ham. If, therefore, frequent losses of pennies amount to an appreciable sum, as it assuredly does, then by the same principle continued losses of thin slices of ham finally mean the loss of a considerable piece of that ham. A local grocer was surprised by the figures which were presented to him at the end of the year showing the saving he had made by the purchase of a meat-cutter.

He estimated that he was losing about one pound in ten according to his former system in which he used a big butcher knife. He realized that his method was not according to the latest idea and fully appreciated that the butcher-knife method was costing him money and robbing his cooked ham and bacon sales of quite a percentage of the profit that should have been his. He estimated that he lost one pound in ten according to the old method, which with a yearly business of 1,000 pounds meant a total loss of one hundred pounds. Now, he paid about 25 cents a pound for the ham and did not get that money back. There was also a loss of 35 cents which he should have got had he sold the ham at a gross profit of 10 cents. This was a total loss of 60 cents a pound or a loss of sixty dollars for the year on that 1,000 pounds purchased.

It may be stated that this loss is occasioned in various ways known to every grocer who has sold cooked ham and had to cut it with an ordinary knife. The machine itself saved practically its cost the first year although of course there was still a slight loss in the ends which is bound to result unless a special market is secured for them. However, the cutting machine proved its worth and the butcher knife is now used to cut kindling wood and to throw at marauding cats.

Vegetable Buying to Stop Losses.

Montreal, May 27.—"It is astonishing," said a large Westmount retailer, "how often lettuce and other green vegetables and garnishes have to be thrown out through not keeping. The remedy is a simple one but works beautifully.

"Do not buy quite as much as you estimate you will need. That sounds rather foolish, but the times when you actually run short will be few and even then you can take the order and pick it up from your neighbor. The loss is so complete when once the article wilts

that the other way will be found to prove much more profitable in the end.

"Of course if every one started in on the same principle it would complicate matters, but it is only the "live" ones who will read this in The Grocer, so there will be others left to carry the oversupply for us."

Doesn't Oversell a Customer.

Sherbrooke, Que., May 27.—"A common error of judgment," said recently a retailer here, "is made by many grocers in selling a customer really more than he knows he can afford. It has a double effect. The customer in paying the bill thinks it over and probably decides the store is too expensive for him, or holds down his grocery bill in the future, paying more attention to it than he would have under ordinary circumstances, and thus eliminates the buying of some things he would otherwise have bought.

"It also makes him a little suspicious of the grocer, if he sees he is continually trying to force things on him, and taking it from all points of view, the policy is bad."

Vegetable Spray Sells Goods.

Winnipeg, May 27.—A novel vegetable rack has been recently installed in the store of R. L. Waugh, Winnipeg. It is a circular fountain of heavy galvanized metal. It has four circular racks and tapers off from the bottom, the smaller rack being at the top. Running from the floor through the central stand is the water pipe, through which the water flow comes out of a small nozzle and dashes against a flat piece of metal at the top.

This creates a water mist, which showers out and sprinkles the vegetables all round the racks. It is a perfect imitation of a fountain, and is attractive to watch. The fact also that it keeps the store fresh and cool is an asset to its usefulness. The main thing about it is that it sells goods. Fresh vegetables are always lying under the moisture, and present an appetizing appearance.

Invented a Silent Salesman.

Bowmanville, Ont., May 27.—A silent salesman of his own invention occupies a prominent place in Thos. White's grocery store. Along the outside edge of the counter he has placed a row of small glass honey jars which present the appearance of a long glass tube divided into sections. The jars are arranged end to end, held on the edge of the counter by round bands fastened to the counter and each contains a sample of goods in stock.

Sugar of different grades, teas, coffee, spices, raisins, currants, candy and many other lines are shown. This arrangement combines simplicity, neatness and cleanliness and while the jars are attractive they are not in the way. They are stretched along the counter's edge and each has a small label thereby increasing the effectiveness of the ideas. They are in such a position that they cannot fail to attract attention and the plan was carried into effect at a small cost.

Checked a Loss of $225 a Year.

Edmonton, Alta., May 27.—"It dawned on me all of a sudden one day when I was weighing starch, tapioca, spice, currants and raisins that I was losing money every time that pan went down and parcelled up the goods for my customer whom I hoped at least considered me liberal," said a local grocer a short time ago when asked his explanation for the new computing scales he had purchased.

"The average customer imagines that you are cheating her if you do not fill the pan until it goes down with a bang. If you begin taking out some of the goods to balance the scales she puts you down as being a miser. Well it struck me that I had played the role of the good fellow long enough. I was willing to give my customers the full value of their money, but I did hate to cheat myself. Even when I did take some of the goods out of the pan I knew that even then I was giving the customer more than he was paying for. It took a long time for that idea to get firmly planted in my mind. I had not thoroughly understood the old scales or I was careless. I'm not sure what it was but the next time a computing scale man came around I appeared to be but little interested. I wanted him to explain it in every detail and I bought this and will have another one of these days."

This grocer is doing a business of about $35,000 a year. That is how he is rated and he figured out a statement of the money he believed he had lost during one year with the old style scales. He averaged his daily business at $125, of which $50 or 40 per cent. was done over the scales. He roughly estimated his average weighing at a value of 20 cents. He therefore had 250 weighings during the day. His scales were none too delicate. They were the ordinary scales found in a very ordinary store, but if placed alongside a standard scale he knew his would make a showing against him. Thus considering everything he figured that he was losing one half an ounce on each weighing. On a day's work he was losing 125 ounces or 7½ pounds. Allowing 300 days to his working year he was losing considerable. His average pound was worth about 10 cents; his daily loss therefore was 75 cents. During his working year therefore, he lost about $225.

These were big figures to him and he was willing to knock off a sum to allow for his rough valuations which he at first thought were giving every advantage to the old scales. But even with the reduced sum he was losing far too much. It would pay for a couple of computing scales and his own investigations really turned his attention from his old scales which he keeps in a dark corner of his storehouse as a memento of other days.

Not only did he lose $225 by overweight, but he would have been ahead $450 with his present scale.

Keeping Out of the Rut.

Moncton, N.B., May 26.—"Often lack of success is due to the fact that one has fallen into a rut and is doing business the same way as fifty years ago," said a Moncton retailer the other day. "The grocery trade, in common with every other business enterprise, has progressed, and unless the dealer has progressed with it, reduced profits and losses are certain It is recommended that any dealer who finds that he is falling behind examine his business and himself as carefully as possible, with the view of discovering where his lack is. Perhaps his customers, for example, have changed. If they have this would necessarily mean that tastes, wants and purchasing potentialities have all changed. Often these changes come about so gradually that they are imperceptible, yet they make a vast difference in the business and sometimes reduce profits to the losing point.

"Such a condition is easily remedied. Get busy and get up to date. If you are far behind, if your trade is slipping away from you, make a rigid examination and determine where you can make a change. Sometimes a slight improvement or change will lead to important results in modifying discouraging conditions, and occasions will rise in which one or two slight changes of this character will start the business in other direction."

Front and Rear Delivery.

Ottawa, Ont., May 27.—There are those who maintain that the delivery of goods from the front of the store is an advertisement since the name on the delivery wagon attracts some notice and the wagon as well, providing it is well laden with goods.

Others contend that delivery wagons should only be brought to the rear of the store for various reasons.

F. W. Forde belongs to the latter class. He maintains that women coming in and out of the store are inconvenienced by the driver carrying out boxes of parcels, bringing back empty boxes, etc.

When done by the front door there are usually several boxes of parcels lying on

the floor just inside the door and these are often in people's way. If they are left on the counter they inconvenience the salesmen and salesladies in doing up parcels.

Mr. Forde has two stores here. He visits both every day regularly and attends to his own books. In this way he keeps a close tab on how things are going along.

Visits for New Ideas.

London, Ont., May 27.—"A grocer is no different from any other business man and if he keeps his nose to his books from one week's end to another his vision will become narrowed to such an extent that his own trade is bound to suffer."

Thus spoke one of the trade from a neighboring town while in London recently and he explained his point.

"Even the farmer," he said "is not content to follow the methods which he was taught as a lad. Agriculture has to-day reached its proper level, and is conceded an art. Colleges have been erected to enable the tillers of the soil to learn the latest ideas and farmers hold meetings where they discuss their respective methods and each benefits from the experience of the rest. In almost every trade the same principle is being followed and in the grocery business the scope for improvement is as great as any of the other lines. New ways of doing business, labor-saving devices and general advanced notions are found in the progressive stores in the larger cities. Wherever I find no ideas suggested by our local merchants I endeavor to secure an excuse for a business trip to the city just to keep abreast of the times.

"A whole town can fall into a rut by its merchants being satisfied with their old methods when they know that in other places grocers are pursuing advanced ideas. When I pass attractively dressed windows here I feel their influence and I always go home with a number of plans that I know I can adopt in my own windows. I find the grocers in the city are delighted to impart the information I may be seeking. A day spent once in a while after this manner is by no means wasted, at least I never begrudged the time, as I also had some other business to attend to at the same time. But I have seen a few men in my own town, grocers and others, who seem to be afraid of losing something if they are away from the store for a day.

"The three methods I follow to keep up with the best of them is to read my trade paper, talk with other grocers and by occasional trips to get ideas by actual observation. Anything rather than to fall into a rut or drop behind the times."

This grocer apparently considered it necessary or dutiful that he should get away from his business now and then and he, at any rate, is satisfied that his system is an intelligent one and that it brings the desired results.

Are Samples an Asset?

Quebec, May 27.—"In answer to the above question I would say emphatically yes," said a local retailer. "As to why I think so there are several reasons. First they form a good advertisement in two or three ways. They show a customer that we keep such a line of goods, that the article is good (if it is), and they bring people to the store to obtain them.

"In the second place it is an asset to the store that manufacturers think enough of them to send the samples. That may be only a personal satisfaction, but it is a fact that the more a man thinks of his business and the more pride he takes in it, the better it usually becomes.

"Taken altogether samples are a decided advantage. To my mind it is the best way to start out a new line and I only wish more of it were done."

Against Buying in Quantities.

Vancouver, B.C., May 27.—The question of buying in large quantities and getting the cash discounts is one that deserves much thought declares a Vancouver grocer.

"You may get a fair discount on a large bill of goods," he said, "but still you may be getting more goods than you want for the time being.

"In such a case you are only tying up your money when interest might be accruing on it in the bank and that interest might be even greater than the discount.

"Or the money might be used in getting a better assortment which is always desirable in any business; but when it is tied up in surplus stock one simply has to wait for buyers in that particular line or sell off at a loss or small profit.

"I believe," he added, "that that is what causes half the price cutting we hear of all over the country."

He advises that merchants be careful in buying large quantities of one particular article at one time.

This Grocer Takes an Occasional Trip to the Large Centres For New Ideas.

Use Proper Sized Paper Bags.

Port Hope, Ont., May 27.—"Every opportunity for an economy should be carefully looked after in a well regulated paying grocery store," says a local retailer. "It is true that from an economical standpoint bags are not a very important consideration, but added to the slight advantage thus gained there is the important point of care, good taste and a desire to nicely arrange things. A customer does not appreciate carrying home a small quantity practically rolled up in a capacious bag. Clerks should see that all sizes of bags are in convenient places and should also be experienced enough to select the right bag."

Having thus expressed his opinions he added, "It's only a trivial matter when you look at it in one light, but there is a serious side to be reckoned with. If you are careless in one matter it breeds the same spirit in others."

To Prevent Gifts to Favorites.

Montreal, May 27.—A plan is under consideration by Walter Paul, the owner of two large retail stores here, to do away with the favoritism often shown by clerks to certain customers. By the term "favoritism" is meant the giving of a little extra value for their money.

There is no doubt that a certain amount of this is going on in every store where clerks are hired.

The scheme is simply this. The stores will be cut into departments and one man will have charge of each. At the end of the year a small percentage of the profits will come to him from his department. It is thought that this will make him keep his eyes open for mistakes, intentional or otherwise, in serving customers with his particular line. Whether or not the scheme will succeed is as yet undetermined, but there is no doubt of its success in other lines of business.

Why not use such a plan in the modern grocery, however small? The percentage will make any man more careful when it means money in his pocket.

Takes Pride in His Displays.

Montreal, May 27.—A good method of getting window displays that "work" is being used by a local firm. The clerks, about twenty in number, are offered a small prize for any window dressing idea that meets with the approval of the proprietor. This keeps them all reading good trade papers for ideas and using their spare time in working out something for the good of the business instead of idling. An incentive, even if small, is needed to keep up a continued interest in the welfare of the store. Where a good window dresser is not available some such scheme as this is essential to keep up the interest and pride of the employes in the store.

The Scale Versus the Dozen.

Ottawa, Ont., May 27.—The preference to selling goods by weight on a more advanced scale than has generally been done has a number of advocates here. Among them is W. York, past president of the Retail Grocers' Association.

Mr. York believes in selling ciscoe herring by weight. His reason is that a customer buying herring by the dozen usually makes her own selection from the barrel—providing it is handy for her—and she doesn't hesitate to secure the biggest. If the grocer selects them for her she looks askance at them should there happen to be two or three smaller than the others.

On the other hand if they are sold by weight no one can object. It doesn t matter then whether the large or small herring are taken from the barrel—the rate is all the same.

Mr. York also believed that selling eggs by the pound was the proper method. There were too many small eggs he maintained, to give satisfaction to close buyers. They often caused dissatisfaction and occasionally led to the loss of a customer.

A Trained Girl in Charge.

Brandon, Man., May 27.—A Brandon grocer, who has had over twenty-five years' experience in the business, is of the opinion that the confectionery branch of the trade should be considered as distinct from the others, because, he claims, it is not many grocers who make it as profitable as they might. For instance, he says, that as a rule grocers buy fine confectionery in too large quantities. He buys by weight, and, of course, sells by weight, and no allowance is made for deterioration or loss of moisture. Then, too, the goods are weighed out carelessly as a rule, whereas no scales can be too delicate in weighing confectionery.

"Many lines of chocolates," he says, "will turn white in hot weather and it is best to keep stocks low during the summer, and buy particularly carefully at all times in package goods."

He keeps a girl behind the confectionery counter and has her well informed as to the essentials of the trade. He argues that the trade, if it is worth consideration at all, is worth having a special saleslady to devote all her time to that department. It is not good business for a grocery clerk to wait on a child who has a few cents to spend, when there are customers in the store impatient to be served.

Why Clerks do Not Progress.

Quebec, May 27.—"Do you know," said a Quebec grocer the other day, "if some of my clerks would only wake up to the realization of the importance of work—the necessity for the use of their brains and their hands—they would be astonished at the rapidity with which they would be promoted, and at the increase in salary they would receive."

There's more than one grocer who feels just the same way. And, unfortunately, there are too many clerks who might be classed with the mass to whom the grocer's remarks allude.

Continuing, this retailer stated that he had to be down when his store was opened in order to ensure its being properly cleaned—although he had several clerks. More than once, he said, he had been obliged to turn down a clerk who had asked for an increase, simply because he was not earning more than he was paid, and frequently not that amount.

"What I want to see in my clerks," he finished, "is an ambition to amount to something more than mere automatons—passers out of groceries asked for by customers. I want them to use their heads, to figure out how they can save money and make money for me, and in so doing advance their own interests. When they are doing their best along these lines they will be making more money with me than ever they have before—and it will not be necessary for them to ask for higher wages."

Special Clerk on Confectionery.

Winnipeg, May 27.—There are a variety of ways of handling confectionery in vogue, but few of them are profitable. It would seem that the point upon which A. E. White, manager of W. H. Stone & Co., Winnipeg, puts emphasis, is one that would being results.

It is to increase the selling power of the goods. To do this the display feature is the most prominent one. Every week the most attractive window made from confectionery goods is put in and this system has proven a success. The public have been taught to look for that window and they have never been disappointed. Next to the design of the whole display, the ticketing of goods is a feature of the window selling agency. Every article in the window is priced. This not only brings people inside, but it saves time over the counter. The bartering is all done outside between the window and the customer.

A special clerk is delegated to look after the decorations both of the window and interior confectionery display, and with him it has become a well developed science. In this store, as a result, the confectionery business is a leading asset to the general business.

Unique Door-opening Device.

Bowmanville, Ont., May 27.—Thos. White, a grocer of this town is somewhat of a genius. He has arranged a simple contrivance by which standing behind his counter he can open his store door by simply pulling a string. If a customer is leaving with an arm full of parcels it is a thoughtful practice to open the door. Mr. White does this, but he simply rubs his Aladdin's lamp —pulls the string—and the customer passes out, the door closing of itself. Or a person may be entering and to his astonishment as he approaches, the door swings open as if by magic.

The string runs over pulleys from the rear of the counter and by an easy action the door is opened by a gentle pull. The string is scarcely noticed as it stretches along the ceiling. The idea is of special service to customers and thereby is an acquisition to his conveniences.

Extra Salesman on Saturday.

Emerson, Man., May 27.—An Emerson grocer who has an exceptionally heavy trade on Saturdays engages an extra clerk for the afternoon and evening. This clerk is on other work during the week and is glad to get the opportunity of increasing his weekly income by working the last hours of the week. The grocer on the other hand is glad to get him and can always depend on him coming to the store at one o'clock on Saturdays. He pays him well and gives him special charge of the farmers' trade, which is heavy on that day.

Special Clerk to Put Up Orders.

Winnipeg, May 27.—Charles Waring, manager Robinson & Co.'s grocery store, Winnipeg, believes the only way to keep the deliveries regular and systematic is to have clerks specially delegated to put up orders, and have them ready for the wagon when it returns for the next load. Not only does it facilitate the delivery, but it leaves the other clerks free to wait exclusively on customers. He argues that a clerk cannot come away from putting up parcels to wait on a customer, and wait on her properly. He is itching to get back and finish putting up that order from which he was forced to come away.

There should be a clerk, he claims, to take orders and another to put up those orders. It is two distinct lines of work, and must be treated as such if the whole business is to run smoothly.

Clerks Must Wear Clean Aprons.

Peterboro, Ont., May 27.—Cleanliness is a big asset to a grocery business. The average housewife is a stickler for clean floors, white linen, etc., and it pleases her to see the same scrupulousness displayed by others. R. C. Braund, a general merchant of this city while showing care with regard to his entire store, particularly demands of his clerks that they wear clean aprons. He provides them and also has them washed frequently, advising his clerks that he likes to see them used. While cautioning them not to be careless and purposely dirty the aprons he would rather see them discarded while only a little bit dirty than retained until they are unsightly.

"It doesn't cost much to have them washed," he remarked on one occasion, "and they pay for the work by the good impression they create."

Avoiding Friction in the Store.

Sherbrooke, Que., May 27.—"One of my worst troubles," said a local retailer, "is to keep my men down to rivalry from a purely business standpoint. In other words—the rivalry of salesmanship. Little jealousies creep in, particularly where a man deserves and gets a raise in salary, while some of the others do not, who perhaps have been longer in the store. It is very hard to make such men see wherein they are behind. Usually that is the reason they are behind.

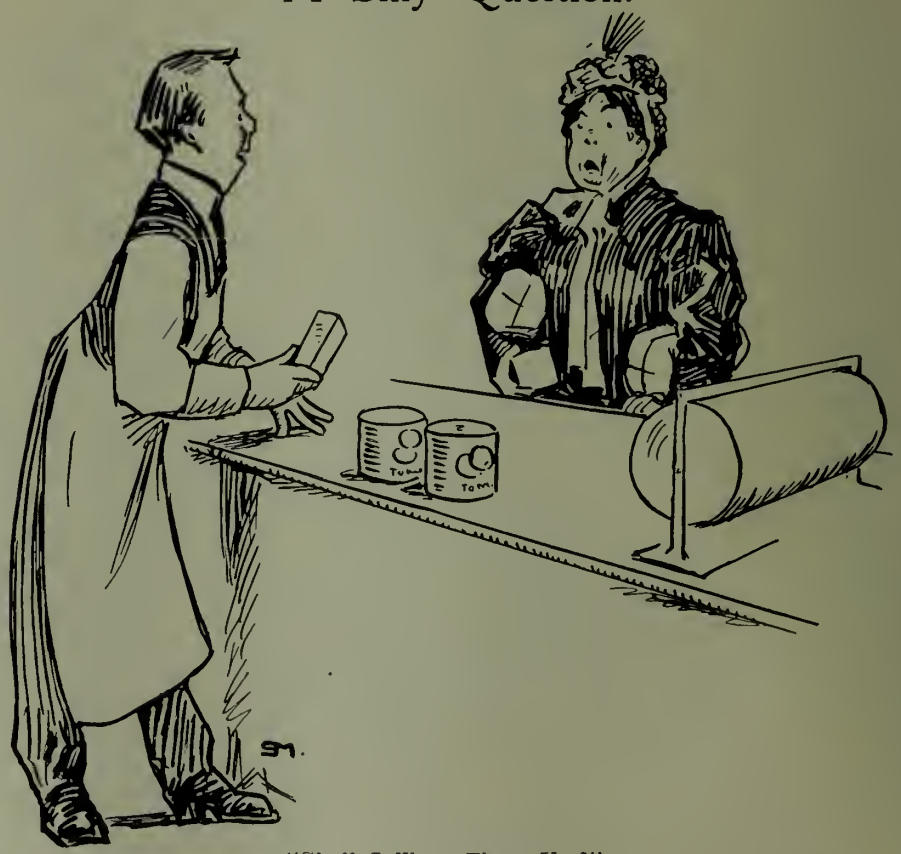
"As much as possible such feelings should be avoided. The pay envelope should be filled by the proprietor himself and the men warned against foolishly crowing over less fortunate ones. It hurts the store, and every effort should be made to keep unity in the employed body."

Want Book Guide to Buying.

Winnipeg, May 27.—Charles Christie, Winnipeg, manager for A. R. Christie, finds it valuable to keep a book handy at the office desk, in which the names of all articles are written that run out of stock. All the clerks know where this little book is, and when an article is found to be missing, when a customer is being waited on, the clerk jots it down in the "want book." This is found to be a handy, practical method of keeping the stock up and well under control. It not only insures against serious shortages, but it is a check upon too heavy buying, when it is known that the goods can be secured conveniently at a few hours' notice. When the traveler enters, the grocer can tell him at once what he wants, and what he does not want by immediately consulting this little book.

It serves, by the way, as a reminder to the traveler that the grocer depends upon this book for his needs and what the book says is decisive and final. For this reason alone the book is valuable.

A Silly Question.



"Shall I Wrap These Up?"

The Pure Food Problem

The Effect of Food Standards on the Retail Trade

They are Being Instituted in Canada For the Purpose of Preventing Fradulent Practices—Retailer Responsible For the Sale of all Bulk Goods—Compound Goods to be Allowed Subject to Label Conditions of Adulteration Act.

When Food Standards come into effect in Canada what will be the results so far as the retail trade is concerned and how will they be enforced ?

What part will they play in scientific retailing and how will the consumer be affected ?

To secure replies to these and other questions relating to Food Standards, a representative of The Canadian Grocer recently made a special trip to Canada's capital to talk to the man who knows more about them than any other in Canada—Dominion Government Analyst, A. McGill.

He says : There is little fault to be found with the food offered in Canada so far as the health of the people is concerned.

But that so far as fair dealing is concerned, there are great frauds perpetrated against the pockets of the people—that was the reason why it was decided we should have Food Standards.

To promote scientific retailing the grocer must be absolutely certain that he is buying pure goods when he asks for pure goods. He can then be positive about what he is selling.

But in the case of pepper it was different. Pepper is one of the most largely adulterated spices, the principal adulterants being nut shells, coconut, ground olive stones, buckwheat waste, flour and starch. None of these can be considered very harmful to the health, but when a retailer buys pure pepper from the wholesaler or a consumer buys it from a retailer, they should know whether they are buying "pepper" or pepper and nut shells.

"Lime juice ought to be the juice of the lime fruit," said Mr. McGill. "But as shown by Bulletin 197, it is adulterated by the addition of water. Also a considerable amount of the lime juice offered for sale consists of an addition of tartaric acid.

Example of a Food Standard.

"Bulletin 192 shows that copper (bluestone) has been used in the manufacture of some French canned peas for coloring purposes. With regard to copper in peas there is a difference of opinion. Some hold that the use of copper is dangerous in any amount. All are agreed that it should not be used above a ½ grain per pound—71 parts per million ; the standardization of peas making the amount of copper permissable not more than 71 parts per million would put an end to the trouble as the standard would be fixed.

"In cases where such materials are used in excess of the standard, an illegal act will have been committed."

The enforcement of Food Standards will be done according to the present Adulteration Act. The retailer is directly responsible for what he sells except in cases where the goods are in sealed packages—in that case he is simply a handler of them. He is responsible for all bulk goods he sells.

"But in order to protect himself," said Mr. McGill, "he can get a guaranty from the manufacturer as to the purity of the goods, but manufacturers wouldn't guarantee any broken in bulk."

"Who will enforce the law ?" was asked.

"The Inland Revenue Department will enforce it. There are 16 inspectors working throughout Canada, who are sending samples of articles they collect regularly to the department where they are examined and judged."

"Will compound articles be permitted ?"

How Compounds Will be Allowed.

"Compound articles will be permitted subject to label conditions as set forth in section 24 of the Adulteration Act," was the reply.

Section 24 reads :

Notwithstanding anything in this Act contained, no food or drug shall be deemed to be adulterated in the following cases :—

(a) Where any matter or ingredient not injurious to health has been added to the food or drug, in case such matter or ingredient is required for the production or preparation thereof as an article of commerce in a state fit for carriage or consumption, if the same has not been fraudulently added to such food or drug for the purpose of increasing the bulk, weight or measure thereof, or to conceal its inferior quality, and each package, roll, parcel or vessel containing every such article of food or drug manufactured, sold or exposed for sale is distinctly labelled as a mixture in conspicuous characters forming an inseparable part of a general label thereon bearing the name and address of the manufacturer ;

(b) Where the food or drug is a proprietary medicine or is the subject of a patent in force, and is supplied in the state required by the specification of the patent ;

(c) Where the food or drug is unavoidably mixed with some extraneous matter in the process of collection or preparation ;

(d) Where any articles of food not injurious to the health are mixed together as a compound, and sold or offered for sale as such, with each package, roll, parcel or vessel containing such articles distinctly labelled as a mixture in conspicuous characters forming an inseparable part of a general label bearing the name and address of the manufacturer.

"I contend," said the analyst, "that the word 'compound' should be printed on the label in just as large type as any other word on the label and if I have my way it will have to be.

"No grocer should sell a customer anything but pure pepper, when pepper is asked for, without telling her that it is not pure."

"If the word 'compound' has been printed on the label in type of the regulation size, would the retailer then have to tell the customer that it was a mixture and not pure pepper ?" he was asked.

"No I should think not," he said, "but if a customer took home say a can of cream of tartar and there saw the word 'compound' on the label she would not likely deal with that retailer again if he did not explain that the cream of tartar was a compound and not pure."

Pure Foods in the U. S.

Mr. McGill intimated that the great quantity of notices of judgments relative to the Food and Drug Act of the United States issued recently bore ample testimony to its strict enforcement in that country. A considerable number of these judgments relate to the adulteration and misbranding of peppers, vanilla extracts, lemon extracts, baking powders, vinegar and catsups.

It was also noted that the major number of the defendants acknowledged their error and were willing to have judgment entered against them with fines.

"We are progressing as rapidly as possible taking into consideration the importance of the issue," said the Chief Analyst, "and we hope that before July we will legalize the standards in milk and its products, meat and meat products, grain and its products and beverages."

Knowledge of Food Composition Needed in Buying

Practical Man Says This Allows a Retail Grocer to Buy Intelligently and Therefore Scientifically—Too Little is Known About Ingredients of Foods That Pass Over the Counter—Mistaken Idea Regarding Chemicals.

By Charles Adams.

Chemistry, either nature's or performed by the hand of man, enters into the formation of every food product we know, in some form or other.

It would be impossible in a single article to do more than touch upon some of the everyday performances of the chemist in his work of food preparation.

This article is simply intended to give the grocer a few facts he probably has not happened upon before, and to clear up a few little-uuderstood matters with regard to the chemistry of food.

For instance, take jelly powders. Every grocer now-a-days carries them, but how many know much of their preparation?

Take an ordinary bone; place it in hydrochloric acid. The lime is dissolved out and gelatin remains. The lime and acid form a substance useful to the cold storage man, making a brine which can be pumped through his pipes at a low temperature. Usually it is made in a different way for this purpose, but the substance is the same.

The gelatinous matter is purified and dried, when it is fit for the market. Sometimes a flavoring is added where desirable. Confectioners make large use of it in their products. It is to be noted that there is little difference between common glue and the gelatin of commerce, the distinction being in the amount of purification. Glue is, so to speak, a poor relation of the high-grade gelatins.

Gelatin has so many grades and prices that one simply has to watch results as compared with prices. The difference in grade simply means that one has been through additional purification. This fact applies equally to jelly powders. One will be found to make more jelly than the other, and a comparison, both of price and work done, will readily enable the grocer to select the best article for any given price.

With the gelatin a as basis, some additions are necessary to produce the final product, the jelly powder. One of these is a fruit acid, which is wholesome and refreshing, and usually is obtained direct from the fruit itself. Occasionally a chemical substitute is used, which is fully as wholesome, but does not give such a smooth taste to the powder. The incentive is, of course, economy, as the price of the artificial acid is about half the other.

Aniline Dye to Color.

The coloring used is generally an aniline dye. There is a fairly general prejudice against dyes of any description in foods, but it is a much mistaken one. An aniline color, when purified, is perfectly harmless, and the quantities used are infinitesimal, owing to the great coloring power of such dyes.

With these three ingredients, gelatin, coloring matter, and fruit acid, the powder is complete, and is then prepared for commerce in the packages sold over the country — a perfectly harmless and wholesome household article.

Grocers Should Study Goods.

When the man behind the counter reaches up to the shelf and hands a customer a package, say of strawberry jam, how much does he know about the real contents of the package?

Take the druggist, who is directly responsible for seeing that the proper ingredients are in what he sells—he has to make a thorough study of his stock in trade, even to taking a long course in drug study. Yet the average grocer of to-day knows little of what he sells, other than the price at which he bought and the price he asks.

Should you not, Mr. Grocer, also make a careful study of whatever enters your store?

Should you not have a practical knowledge of the goods on your shelves, in order to talk and sell your groceries intelilgently, know where they come from and, in a general way, how they are produced?

Take for example the strawberry jam above mentioned. The writer has seen in jam factories large quantities of low grade figs, more or less questionable apple pulp, barrels of glucose and bottles of artificial flavoring. These materials were to be made up into jam, and strawberry jam at that.

Now if of good quality, all the foregoing articles have a distinct food value, their only fault being the masquerade under another name. It is not necessory to wholly condemn the fig mixture, but a study of prices will soon show you whether you are getting true strawberry jam or a substitute.

It should be absolutely essential to you to know what you are selling. Then form your own policy, whether to stock up with both pure and the mixture, selling it as two grades, or to only handle the one line. It depends greatly on the class of custom you cater to. The customers should know what they are buying, and it will pay in the end, both morally and financially. The customer, who has absolute faith in the honesty of his grocer, is very hard for a competitor to take away.

Composition of Baking Powders.

There is a popular idea that any baking powder other than those made from cream of tartar and soda is injurious. But I claim that powder made from alum, acid phosphates and soda is quite as wholesome. After it has done its work the former has as a residue a chemical known as Rochelle Salts, a well-known aperient. Of course, the quantity is minute in an ordinary loaf of bread.

In the case of the alum powder, the residue consists of phosphate of soda (a true food), sulphate of soda, and hydrate of alumina, which latter is entirely insoluble, and passes through the system unchanged. Furthermore, the quantity of residue left from a baking powder, is so minute that the point of a penknife would hold all that a table full of people could eat at a meal.

Hints on Buying Spices.

Every grocer should know that when he is offered, say ground cloves, at about 2-3 the price of the whole article there must be "a nigger in the woodpile" somewhere. It most assuredly cost something to grind cloves, and naturally the price should be at least slightly higher than that asked for the whole, yet most grocers will accept the salesman's word that the stuff is pure, when he should know that such cannot be the case at the price.

If every grocer either ground his own spices or stated his determination to have pure ground spices, and pay the price necessary to get them, there would not be the necessity there now is for a new pure food law. There would be little trouble with the customers, once the situation was made clear to them, and the higher price would be paid willingly, as the spices would go just that much farther.

Pepper, especially, is frequently adulterated, and many samples of this spice have been analyzed, which contained not more than 25 to 30 per cent of real pepper.

So many articles of commerce are imitated in this day and age, with inferior stuff or adulterated, that it behooves the

grocer to watch his business carefully in order to safeguard the good name of his trade, as well as the health of his customers. Good food means much more than good medicine, inasmuch as an ounce of prevention is worth several hundredweights of cure.

Chemicals With Food Value.

The fear of "Chemicals in Foodstuffs" is not so well grounded as most people think. Any chemical found in foodstuffs is practically always a "food" chemical. For instance, tartaric acid is made from the juice of the grape; citric acid from the juice of limes and lemons; apples contain an ether known as Valerian, which can be reproduced artificially, quite identical with that made in nature's workshop. The same applies to many substances which are called artificial. Vanilla is now being made artificially, and is chemically the same as the product of the vanilla bean.

Nature, nowadays, is greatly assisted in her work by the addition of certain "chemicals" to the soil, in order to supply her with the material necessary to build up a perfect grain, fruit or vegetable.

In the instances where treated foodstuffs require chemicals, as the acid of a jam or jelly powder, the baking powder of self-raising flour or prepared pudding, these chemicals are simply what nature supplies, are always carefully selected, analysed, and tested by the manufacturer before he allows them to go into his goods, and moreover, so accurately is this work done that most people, accustomed to the slipshod methods of the ordinary household, would be astonished at the care taken and the expense incurred to turn out a perfect and uniform article.

Where Careful Watch is Needed.

It is not the chemicals in his goods that the grocer should watch, but the actual cheapening of the goods by the use of fillers, which may be earthy, vegetable or watery. Chemicals, as a rule, cost too much to be used as adulterants. Certain seeds and woody material, however, which are not pepper, cloves or cinnamon, make good imitations of these spices, and the grocer should train himself to know when they are offered him in place of the genuine.

A simple method is to obtain some samples of pure spices and compare with those offered. The color is usually quite different.

As an example of a so-called chemical adulterant, borax is put into laundry starch. It is not only harmless, but I think it improves the action of the starch greatly, for laundry purposes. It costs fully as much or more than the starch and requires the labor of blending in addition.

Just a final word with regard to baking powders. There is a substance, a very decided "chemical," obtained from the purification of coal gas. This is carbonate of ammonia. The processes of its manufacture are so complete and perfect, that it is, in its finished state, a wholesome, and absolutely pure article. Its great value lies in the fact that, while apparently a solid white substance, it is in reality a combination of two gases, carbonic acid and ammonia, and when heated takes on the gaseous state. It raises dough perfectly and when bread is baked the gases have evaporated entirely, leaving behind no residue in the bread.

This substance is an ideal baking powder, but is so unstable a combination that it can only be used by large bakeries, where its value can be properly utilized.

Use Knowledge in Buying.

In conclusion, it may be well to emphasize some of the points in this article as applied to the retail grocer. First, learn all you can regarding your stock and its methods of preparation.

Use that knowledge in buying your goods and in talking them to your trade, and don't condemn an article because of chemicals without first making a study of the why and wherefore of it. There would be little necessity for the present pure food agitation if the grocer had insisted on buying pure goods and had educated himself to distinguish clearly between the harmful and beneficial.

A MANUFACTURER'S ADVICE.

"There is a lack of enterprise in pushing one's business," said a large manufacturer recently. "Sometimes the proprietor allows himself to become interested in other things and to a certain extent neglects his regular trade. It may be that he has a nice horse he likes to drive. It is possible that he has an automobile, or he may have more or less fondness for a ball game. All these pleasures are legitimate, and when moderately indulged in are beneficial. But neither these nor any other diversion should be permitted to take one's attention from one's business so completely that it will lack the inspiration and spirit of progress whch the proprietor alone can impart. Indulge in diversions moderately and do not permit them to intrude upon your trade affairs.

"Failure to advertise is reponsible for many failures and discouragements. Advertising is an important department of modern business and cannot be neglected without serious injury to trade. Purchasers of any variety of commodity will go where dealers have enterprise enough to advertise. Vigorous and judicious advertising has been known to mark the turning point between failure and success, and in more than one instance has made a store that was losing immediately begin to gain and ultimately yield a good profit. Advertise judiciously, advertise vigorously, advertise continuously. It may make the difference between a losing venture and a profitable investment."

MAKING PARTNERS OF EMPLOYES

By Kendall Banning.

A business office in New York's financial district for several years has had the reputation of attracting efficient employes and retaining them for long periods—as long as the office required them. The partners of the firm put all employes on a profit-sharing basis, and the profits have been sufficient to hold them. The scheme is simple.

At the beginning of each year, the firm makes up a "budget" or estimate of expenses for the coming twelve months, based on the amount of business transacted during the year just closing, plus the ratio of increase that may reasonably be expected. Each employe, from office boy to manager, is promised, as a bonus, all profits in excess of this amount, up to ten per cent. of his salary. Profits in excess of this ten per cent. revert to the firm. The result is that everyone connected with the firm takes a personal interest in bringing in new business.

This method has proved so effective that the firm has shown a consistent growth each year. So confident is the management of exceeding the "budget" that it has made a practice of setting aside, on the books, ten per cent. of each employe's monthly salary check. This amount is retained in the bank until the close of the year. Then, if the business warrants, checks for the ten per cent. on the entire year's salary are turned over to the employes. Thus, a salary of $3,000, for example, is paid in monthly instalments and, at the end of the year, if the "budget" has been duly exceeded, an additional check for $300 is paid to the employe, who thus becomes a partner in so far as he actually participates in the profits of the firm.

The plan is of obvious advantage to the employe; it gives him a substantial stimulus for effort. It is of advantage to the firm because it enables it to retain its employes. It capitalizes their social and business connections to the extent of attracting patronage. Every employe is, to a limited extent, a partner—and a salesman.

In this store the business was started in New York in 1840

Why a New York Grocery Lived Seventy Years

Seventy Years Ago the New York City Directory Showed Names of 571 Retail Grocery Stores—To-day There is Left But One Which Has Been Doing Business Continually and Under the Same Name — The Reasons for This Analyzed—May be Adapted to Present Businesses.

By E. M. Woodley in "System."

Two grocery clerks were about to start in business. They regretted that they knew so little about the other grocers of their city, New York. Their friendly employer, interested, offered this advice :

"Don't trouble yourself about them. Not more than three or four of them, right in your neighborhood can possibly be your competitors. Confine your attention to them."

The two young partners discussed this advice.

"I wouldn't start in business," said one, "if I really believed I'd be so insignificant that only three or four groceries would consider me a rival. I'm going after every one of the 570 in this city."

This was seventy years ago, in New York city. Three years before, this young man had come up from the country and had gone to work in Benjamin Albro's little grocery at 268 Grand Street. Two years later the second youth became a clerk in the same store. And a year later the second opened a grocery of their own at 35 Carmine Street—the five hundred and seventy-first grocery store in New York.

Studied the Competitors.

One of the partners had been storing up ideas during his apprenticeship. But working hours of five-thirty to ten leave little time for outside investigation. Now, in spite of his old employer's advice, he began to study the other fellow. For the next few months he spent all his spare time visiting grocery stores in the guise of customer.

His final conclusions he stated to his partner :

"I haven't yet found a store that does things right. In the first place, these New York grocers are not good buyers. They go on the principle that they can work the stuff off, even if they do get a lot of undesirable goods. When they buy, they have no standard.

"In the second place, they don't make their stores attractive. The people must have groceries, and they buy where they find it most convenient ; but there isn't a store in the lot that offers any particular incentive to attract customers from outside its own little district.

"In the third place, they don't all treat their customers right ; some misrepresent, adulterate goods, make promises without any intention of keeping them. They hustle to sell goods, but they let their customers look out for their own interests. They don't get into the right touch with people."

So here, at the start, the partners, Joseph Park and John M. Tilford, laid down the principles that have governed the business for seventy years. And within a year or two of that beginning, the store did have among its competitors a large number of groceries. Over a considerable portion of New York the people had learned that this store was a desirable place to trade when a particular quality of goods was imperative, or when some special service was necessary. And now this store competes with nearly every grocery in the metropolis, for the name of Park & Tilford is on nine branches.

Believed in Personal Touch.

How did the New York buying public acquire this information ?

The partners' scheme was personal touch. Refusing to consider their territory limited to a few square blocks about their store, they sent men out to ask for trade, to talk to the housewives. In this way, they demonstrated first that their store was more than a local institution. And for sixty-five years afterward, this was the way they conducted an ever-expanding advertising campaign. This is the way they conduct it to-day ; for while they now use printer's ink their printed advertising is built on and adapted to their old method of personal touch.

The five chief essentials of acquiring publicity by personal touch, as defined by the management, are these :

First—Quality of goods handled.

Second—An attractive store, but not "repellently attractive."

Third—Quality of the men who are to come in contact with the firm's customers.

Fourth—An adequate and aggressive system of personal contact.

Fifth—Absolutely reliable service.

The methods by which these principles have been carried out are here analyzed. And a policy and methods which have built up the one business which has survived for seventy years, must afford ideas and suggestions that every merchant can apply in his own business.

The first point—quality of goods handled—was one of the most difficult the original founders had to attain. Having announced this essential as one of their standards, they found they had to fight for it. As buyers, they quickly got the reputation of being cranks.

Testing and Inspection System.

Unable to sell inferior goods to this firm, certain dealers saw the opportunity to build up a trade in superior goods. The standard was fixed for them to reach and they began to match it. Then, the firm is no longer on the defensive.

To-day the head of the firm carries this principle to its utmost. He refuses to handle goods on experiment, and, having established brands which he knows to be uniform and reliable, he is extremely slow to change. If there is experimenting to be done, it is not the firm's customers who are asked to do it. Belief here is that the steady expansion of a business is synonymous with the greatest conservatism in this respect. The theory of the house is that one of the surest mediums for favorable publicity is a reputation for reliability of product. It reasons that a business house might better put a customer to inconvenience by not carrying a specified article, than to sell such article in an unsatisfactory condition.

To uphold such uniformity of product, a fixed system is needed. The manufacturers and wholesalers who supply the house are kept up to standard by a system of purchase inspection in which there must be no element of chance.

All goods are checked immediately upon their receipt for quality and quantity. If there is anything about the goods that raises even the possibility of doubt on the part of the testers or inspectors, the articles in question are sent to their respective floors, where they are again carefully examined by special experts.

All general lines—staple groceries, canned goods, coffees, teas, raisins and every other food product except brands of prominent manufacturers advertised by brand name—are mercilessly examined, and must meet quality of previous grades or original samples submitted, and must rank finest in their respective grades. If not, they are rejected. The same careful examination is made of specialties—cigars, for instance.

The firm realizes that high quality cannot be secured merely by the request of the buyer. The inspecting and testing system must supplement the mere policy.

There is another element, too, that enters into this matter of buying high qualities—keeping price down. The mere buying of high quality is no advantage to the merchant unless he can buy for the same price that another house pays for inferior quality. Expertness and a knowledge of markets enable close buying. An official of the house thus states it :

"Buying heads must be expert in their lines. They keep in active touch with all products, and by comparison of samples of finest qualities submitted by many houses, plus their own knowledge, can

Cleanliness in Handling Goods Over the Counter is Made a Feature in This Store.

determine whether the goods being obtained are indeed the finest. Then as to prices : the daily market reports are carefully followed, and confidential reports received daily from brokers and other houses."

The firm considers its retail selling price quite as important as the buying price : to charge more than a price prevailing throughout the city, is considered an offense equal to selling inferior quality—an offense that operates directly against the firm's policy.

The Personal Touch in Displays.

In attaining the second essential to publicity by personal touch—an attractive store—a long study in effects has been made by an analysis of the question :

"What is the real definition of an attractive store ?"

This depends first on the people to be attracted. A grocery window filled exclusively with table luxuries, within the reach of the rich only, might make a pleasing display from an aesthetic standpoint, but it would not attract a more general business to the interior of the store. A shoe window showing only patent-leather goods would scarcely draw the man who wanted a pair of heavy water-proof shoes.

If a house has only the one class of customers, and wants no others, then the show window becomes simplified. But if it has various classes, the question is one of determining what sort of window will attract buyers as a whole. The window trimmer must put himself in the mental aspect of the average person outside who pauses to see the display. If this person is a rich man, will he be impressed with the fact that here is a store where he can procure not only the luxuries he desires, but the more modest necessities, as well ? If he be a man of the average, will he be frightened away by the sumptuousness of the window ?

Although catering to the high-class trade of New York, the firm looks to the upper well-to-do class for a large percentage of its support. It is apparent, therefore, that a really attractive store, from the standpoint of business making, must not appeal to one class to the exclusion of the other.

The same truth applies to the interior of the store. It is far from the purpose of the business to make the stores museums of high priced articles. Experiments along both these lines have demonstrated in dollars and cents the drawing power and repelling power of interior store arrangement. A happy medium has been found to lie in the blending of various classes of goods, so that all prospective buyers would be attracted.

In deciding these questions, the rule is adopted to make the firm's stores a reflection of the truth. The firm sells both classes of trade and a store, like a person, may carry too boastful an atmosphere.

Cleanly Handling an Attraction.

Another element to the attractive store, often neglected by grocery houses has been considered : punctilious cleanliness. Not only is it the object to display the goods attractively, but to handle them attractively.

Cheese, for example, is cut on a marble counter, and is wrapped in oiled parchment paper, without being unnecessarily handled. Oiled paper is placed against the butter and the cut portion is turned on paper and wrapped without coming in contact with the hands. Knives are cleaned constantly, scoops continually burnished, and other imple-

ments and receptacles kept immaculately. In the bottle-washing room, after being cleansed, every bottle must pass inspection before a gas jet. And this policy of spectacular cleanliness is made to take in the employes who handle goods.

This is really part of the third essential—quality in the men who are to come in contact with the firm's customers. And the firm's employes are the medium for reaching the fourth essential—an adequate system of personal contact. In extending business through personal touch with the public, the firm looked beyond mere amiability and diplomatic handling of people. The system was also aggressive, creative, business-building.

To-day the firm's personal-touch business getters are of two classes—solicitors of new customers, and solicitors of the daily order from existing customers.

Between seven-thirty and eight o'clock every week-day morning, this quiet but aggressive power is set at work among the homes of New York.

The Order-takers and Solicitors.

This staff penetrates to the kitchens of the metropolis. To-day the most exclusive homes open to them. But this end has not been easily achieved. If the aggregate history could be written of the seventy years of battling for business by this laborious personal touch, the sum total of discouragement and rebuff would be enormous.

The solicitors of new trade are an organization by themselves, devoting all their time to this work, while the other class of solicitors—the order-takers who visit customers already secured—are called upon at times in the double capacity of taking orders and canvassing neighborhoods for new customers.

Solicitors do not carry samples, but take out the general catalogue as a guide and argument. In this catalogue a system of grouping is followed that begins the list with things used for breakfast and ends it with desserts. The reader goes through the articles in logical sequence, without a confusion of products. An index also supplements this arrangement. As fast as the solicitors turn in the names of prospects and customers, catalogues are mailed to them. New accounts are very closely followed up, both by correspondence and personal calls; the idea is to develop the legitimate purchasing ability of each customer to its maximum.

In the selection of solicitors the greatest care is maintained. They are classed as salesmen, subject to all the requirements of a difficult art. They are required to know the firm's goods as accurately as a road salesman should know. Any misstatement is an unpardonable offense.

But this securing of business by personal touch is only the beginning in the firm's system of extending publicity by its intimate and satisfying contact with customers. Having obtained the order or secured the new customer, the next step is to fill the order—fulfill the promise on which it was gained.

The firm always felt that this was the most important function of a business. Many houses neglect it; often extraordinary laxity is manifested.

Delivery System in Service Most Important to Customers.

The purpose has been to give the delivery system the rigidity and elaborateness of a railway train schedule—and probably better lived up to. Here, too, perfection is maintained by a rigid inspection system.

This delivery system serves a daily average of about 25,000 separate orders in New York, not including the extensive mail-order business. The Seventy-second Street store has made deliveries in one day of 3,500 orders. Each store maintains its own delivery organization, with its exact routes and time-tables. How precisely these routes are laid down

An attractive store in display and arrangement, the second essential of retailing success, is shown in this view of one branch

is shown by the following schedule of a wagon operating in Brooklyn and Greenpoint :

"Beginning at Houston Street ferry, to Grand Street, to 51 Broadway, to Kent Avenue and Eighth Street, Wilson Street, Penn Street, Flushing Avenue, to 750 Park Avenue, to 708 Green Avenue, to 567 Putnam Avenue, to 202 McDonough Street. Turn to 1710 Fulton Street, to 465 Halsey Street, from 502 to 836 Hancock Street, 517 to 850 Madison Street, 703 to 854 Gates Avenue, 780 to 980 Lafayette Avenue, 449 to 1089 Broadway, to 543 Grant Street, to 50 Bushwick Avenue, to 200 Graham Avenue, from 215 to 500 Driggs Avenue, to 980 Lorimer Street, to 825 Manhattan Avenue, from 1 to 250 Greenpoint Avenue, Java Street, Eagle Street, to Greenpoint Avenue, to Twenty-third Street ferry."

This one wagon repeats this trip, continually. At any given point on the route, the housekeeper, when she learns the schedule, need not trouble herself with fretful watchings.

This delivery system is augmented by a corps of special delivery boys, maintained at each store, to fill emergency orders received by telephone or in person.

"A trained and pleasant-mannered solicitor is a definite force in securing for us the right sort of publicity," said an executive of the house. "But the cheery voice of the delivery man, as he deposits his bundles on the kitchen table, at the time prescribed, is far more potent as an agent for future business."

Working on these principles, the business grew rapidly, not as a department store grows, but by a closer, more intimate personal touch with the people. The policy was the reverse of that of a department store—the reverse of concentration.

From the beginning the firm went to the people, sought them out in person and wove its business among them. In 1847 the business had outgrown its original quarters, and a larger establishment was opened at Ninth Street and Sixth Avenue. Here the headquarters remained for more than ten years, when the first Broadway store was established. Between that time and this, new stores have been opened to keep pace with the northward growth of New York.

The well-knit and effective organization of the house has been a factor in its success. But only as it has carried out the right policies. And so of the greatest significance to every merchant and worthy of study are the five factors that have made this success, because they are absolutely known to be the causes of the growth of this business.

No printer's ink advertising was done until five years ago. Not that this disparages advertising. For as a store official said, "Our success would doubtless have been much greater and earlier had we advertised all along."

And yet these retailers have always advertised : they have kept in touch with the public. They have carried quality goods and given good service—and have told the buying public about them. They have gone out looking for the buyer and forced this story on him—they have made good on this service.

That is advertising. And it is just as ready for you and usable by you, no matter what or where you retail, as the columns of your local paper.

Some Straight Talks to the Slovenly Inclined

Bold Comparisons Between the Retailer Who Courts Failure and the Man Who Carries on the Ideal Business—An Instance of How One of the Latter Class Has Climbed From Zero to a Turn-over of More than $40,000.

By T. H. Mortimer.

What do you think of your business, Mr. Grocer? Are you in it simply and solely to grind out a daily existence as well as you can or are you following it with your every energy and thought centred upon it because you know and realize that to wrest success from it in the truest sense of the word, calls into play all your ability and concentration of attention and action?

Probably you belong to the first class and you are grouchy and disgusted because you have not been reaping as large a profit as you expected. Perhaps you belong to a middle class in which is listed the grocer without initiative, whose business is running smoothly, thanks to the locality or some other reason,—certainly not because of any strenuous efforts you have put behind it. Those grocers who can be catalogued in the third list may be considered the pride of the trade, for it has been due to their efforts that the modern grocery business has been advanced and elevated from the level of the little store of olden times at the cross roads to modern establishments run on scientific principles.

Millstones About Their Necks.

Did you ever stop to ponder upon the vast difference between the farming methods of some penurious tiller of the soil who became anchored on an eastern farm and tied himself to it in a futile effort to win more than a mere living, and the westerner who has hundreds of acres under cultivation — becoming wealthy in a few years?

The easterner barely made ends meet in his first twelve months and thereafter it was but a repetition year after year, similar to the existence of some grocers whose businesses have become millstones about their necks, forcing from their breasts all hope of success and the energy necessary to attain it.

Yes, it is a far cry from the one-horse grocery store that is found today in striking contrast to the thriving establishments that breathe the progressiveness and cheerfulness of the proprietor.

Some one has said that a man's business is as big—or as little—as his mind ; at any rate the success of a grocery business depends almost entirely upon the grocer himself. He must first comprehend that he is dealing in a business that demands his very best endeavors.

The Necessary Requisites.

It might possibly be called a game and as such requires the science of salesmanship, the shrewdness necessary to buy well, the personality that wins customers and the care that holds them ; the artistic temperament to arrange windows and interior effects to give the best results and a dozen other accomplishments, all of which unite in the person of the ideal and successful grocer.

Is it any wonder that there are failures? The real wonder is that there have not been more businesses shipwrecked when the question is looked squarely in the face.

A Concrete Instance.

The writer knows a grocer whose cheerfulness is proverbial. If business is dull at any time, instead of brooding or getting "in the dumps" he turns his attention to re-arranging his goods, and in various ways brightening his store, improving labor saving devices, or possibly going over his books, thus keeping in close touch with his office work.

And he is not a slave to his work by any means. Although he began with a few dollars and is now rated at about $40,000 he finds time for holidays every summer, follows the news of the day and is a close reader of his trade journal. As a grocer he is almost of the ideal type and his success has been largely due to the fact that he realized that his business demanded careful and scientific attention to details, progressive ideas such as are followed by the most prominent members of his trade, and above all a love for and trust in his business. While he may have felt blue at times when he sat down to think over situations that were annoying, still, when he returned to work the next morning his customers found him as cheerful as ever. A man like him spells success from the very beginning.

Grocer Tells How He Changed from Credit to Cash

The Difficulties he Had to Overcome and His Methods in Doing so—Used Circulars and Newspaper Space and Presented a Strong Argument—Granted no Favors Even to Sure Pays—An Increase in Business.

By Stanley Williams.

STANLEY WILLIAMS.

The merits of a grocery business run on a cash basis, as compared with one run on the credit system, are constantly under review. There are advantages to be cited in either system, but until one adopts the cash system it seems hard to realize what a different business it is.

At the request of a representative of The Canadian Grocer I will endeavor to explain how I changed my credit business to a strictly cash basis. I might also state that I have had several letters from grocers of other towns asking me to explain to them how I effected the change and the results of the new system.

First of all, I would like to go back to when I started in business. When I purchased my stock from R. J. Goring, I opened up accounts with all of his customers that he had found to be all right. Any with whom he had trouble I simply dropped.

Now the question of how I was to increase my trade presented itself to me. To whom to give credit and whom to refuse was the great problem. I was very careful as I had been in Sarnia six years and knew a good many people.

But what in most families is the method pursued? A monthly account is opened, all items desired are ordered from the soliciter, no attention being given to the price or quantity received and no account being kept of the cost. The housekeeper has little idea how much the orders amount to.

The monthly bill is presented. It is much larger than the customer expected. Then in a good many cases we hear this: "I can only give you half of that today, but will make it up next pay day."

If the account were $30 and a customer paid $15, can she pay $45 next month? How often we get $5 on a $50 account accompained with an order for $8 worth of groceries to be charged. And then grocers will say that you can sell a family more groceries on credit than you can for cash. Very true, but is there any object in selling a customer more goods than he or she can pay for?

I have yet to meet a grocer who does not complain about the credit system and how hard it is to collect accounts.

Conference With the Clerks.

On the first of October last, I discussed the question with my clerks, and told them my plans. I secured their opinions on the matter, then framed up a strong argument in favor of the cash system. I first used my space in the daily newspaper, and cards in my window announcing the fact that the business would be cash after Nov. 1st. Then in a day or two I mailed five hundred letters to customers and people whom I thought would be interested in the cash system. I sent them the following letter:

Sarnia, Ont., Oct. 10, 1909.

Mr.....

Dear Sir :—As a customer and friend of ours, we know you are interested in what we do, and in our well-being. Therefore, we like to take you into our confidence. What we are going to tell you about we believe is as much to your interest as ours.

In the past this store has been liberal in extending credit. Most of our customers, like yourself, paid promptly. Others did not. We lost what they failed to pay. Now, we have determined that on and after November 1, 1909, we shall sell for CASH ONLY—that means the payment of the money when the goods are bought or cash on delivery. No credits; no bookkeeping; no collections; no disputed accounts to lose us friends. We've placed the date far enough ahead so all our customers can easily adjust themselves to the new plan.

Here's where you'll be benefited: We're going to take what we lost on bad accounts heretofore, and what we paid for collections and bookkeeping, and deduct it from our cash prices. Every time you spend a dollar here you're going to get several cents worth more than we or anyone else could give you under the credit system. It means saving to you, saving to us, and no bad debts.

We honestly believe you'll welcome the change. You'll get more for your money and have a better command of your finances. There will be no bills to pay for "dead horses." We'd like to have a talk with you about this. Come in and let us explain more fully.

We thank you very much for the trade you've given us, and are sure we'll have better opportunity to serve you than ever heretofore.

Yours very truly,

STANLEY WILLIAMS.

Then as I met and dealt with customers. I took the first opportunities to explain the new system, and why we were adopting it. I also risked my life so far as to visit some 250 in their homes and was told nearly that many times that it was impossible for them to pay cash. They never had to pay cash and could get all the credit they wanted elsewhere, etc. To make it brief, I asked the railroad employes especially to do two things for me and then I would be satisfied.

1st.—To keep the money they intended to pay me on account, whatever amount it might be, and pay cash for one month.

2nd—To come and tell me after paying cash for one month that they had reason to feel that the benefit wasn't mutual, and I would give them a receipt in full for their account.

Now, we had customers who were usually a year getting their back accounts paid up. But now they are paying as they go and how nice it is for hard-working men to know they haven't their money spent before it's earned.

All Treated Alike.

We had a number of customers who were just as good as cash, would pay the first time they were down-town, or every week or every two weeks, whatever the case might be. They thought the cash system was adopted for the other fellow, and not for them. The

WILLIAMS GOOD THINGS TO EAT : : :

AFTER NOV. 1ST.—CASH.

Honest debtors pay dead beats' debts. **Book-keeping** and **collecting** are expensive, not saying anything about the fellow who skins out and leaves you for anywhere from $5 to $40.

WHO PAYS FOR HIM?

Not the merchant, he knows from experience that **credit** business can't be done without losses. So he allows a fair sum for **bad** accounts in his **expense** account.

It's the honest, hard-working customer who pays for all he gets. Why should he pay enough extra to make up for the fellow who don't try to pay. He won't at our store after Nov. 1st. **For we'll sell for cash.**

THAT MEANS LOWER PRICES.

Stanley Williams

Cor. Victoria and Lochiel Sts.

PHONE 239.

Newspaper Ad. Announcing Change of Methods in Selling After a Certain Date.

great question in my mind was: Can we let some few continue the old system? It was a bold step to take, and one which required a great deal of courage, but after due consideration, I decided to treat all alike, rich and poor, then no man could say to me, "You gave my neighbor credit, and refused me."

The new rule was strict. All goods had to be paid for at the counter or on delivery. All orders telephoned were marked C.O.D. on the top near the address. The driver carried his own change, and after each load was delivered he turned in the amount of the bills on the C.O.D. file.

We lost some of our best customers, as they simply refused to pay on delivery, and the driver returned the goods. I might say we had six orders returned on the first cash day. This was the trying time to see the good customers go who could pay cash if they chose to, but here is the one point I wish to emphasize: I have every reason to believe that if we had given away to special customers and let them continue the old system, our trouble would have never ceased. But the very fact of us refusing people with money, spread rapidly, and was our first big boost. People knew then that we meant the contents of our announcement when we said that after Nov. 1st—CASH.

Economical people realize to-day that there are heavy losses with the credit system and they appreciate that expenses connected with collecting, bookkeeping and bad accounts must come out of the profits, and they know who pays it—not the merchant, as he knows when he is figuring his expenses, that he must allow a fair amount for this.

Brought Inquiries From Customers.

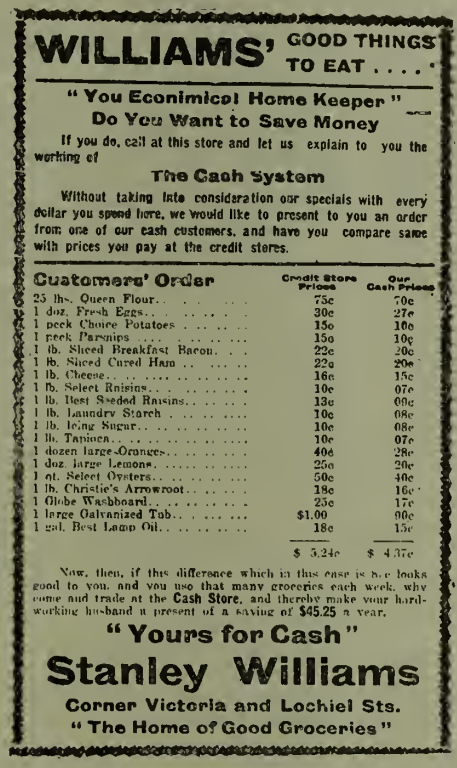
So they came to our store to see if we could show them advantages that the credit man couldn't.

Our trade has increased in the four months since we adopted the cash system 20 per cent. over the corresponding months of the previous year.

A word about the C.O.D. orders. Customers tell the delivery man that they are more than pleased that he collects at the house. A good many want to pay cash and with the convenience of the phone, and the driver having all necessary change, it saves them walking down town.

To increase your business under the credit system simply means to take a chance on a few more customers. If you open up ten new accounts and lose one, you simply increase your book accounts and you get the pleasure of doing the extra work. But under the cash system, you sell every one, rich and poor. The more goods you can sell the better, and every night you either have the money, or the goods on the shelf, and how much easier would it be to sell your stock than to sell your book accounts?

Now, there are many more good strong points about the cash system that I feel merchants should find out for themselves,



WILLIAMS' GOOD THINGS TO EAT ....

"You Econimical Home Keeper" Do You Want to Save Money

If you do, call at this store and let us explain to you the working of

The Cash System

Without taking into consideration our specials with every dollar you spend here, we would like to present to you an order from one of our cash customers, and have you compare same with prices you pay at the credit stores.

Customers' Order	Credit Store Prices	Our Cash Prices
25 lbs. Queen Flour	75c	70c
1 doz. Fresh Eggs	30c	27c
1 peck Choice Potatoes	15c	10c
1 peck Parsnips	15c	10c
1 lb. Sliced Breakfast Bacon	22c	20c
1 lb. Sliced Cured Ham	22c	20c
1 lb. Cheese	16c	15c
1 lb. Select Raisins	10c	07c
1 lb. Best Seeded Raisins	13c	09c
1 lb. Laundry Starch	10c	08c
1 lb. Icing Sugar	10c	08c
1 lb. Tapioca	10c	07c
1 dozen large Oranges	40c	28c
1 doz. large Lemons	25c	20c
1 qt. Select Oysters	50c	40c
1 lb. Christie's Arrowroot	18c	16c
1 Globe Washboard	25c	17c
1 large Galvanized Tub	$1.00	90c
1 gal. Best Lamp Oil	18c	15c
	$ 5.24c	$ 4.37c

Now, then, if this difference which in this case is not looks good to you, and you use that many groceries each week, why come and trade at the **Cash Store**, and thereby make your hard-working husband a present of a saving of **$45.25** a year.

"Yours for Cash"

Stanley Williams

Corner Victoria and Lochiel Sts.

"The Home of Good Groceries"

Ad. Giving Special Prices When Cash is Paid and a Comparison With Credit Prices — Reduced From 2-Col. Wide.

such as the way we get business by our "specials," which we advertise in the paper. We have two specials for each day of the week, but we just give them to the customer who buys $1 worth or more of other goods.

Secured a $75 Order and a New Chinaware Buyer

Galt, Ont., May 26.—There are many ways in which a merchant can use tact in getting new customers. Very often it happens that merchants appear so anxious to obtain new customers that the prospects decline to buy in their stores at all.

Here is an example of how a grocer's idea of fairness brought him extra business, which is but one actual occurrence: A woman from a distance accompanied her hostess to the store, and while she was making her purchases, the proprietor, to whom this woman was introduced, showed her through his store. As they went along, he pointed out some of his fine chinaware. She was so well pleased with the excellence of the goods that she felt inclined to buy some. The grocer, however, who understands human nature, and who has a keen sense of fairness, refused to take her order, for the reason that he did not show her through the store for the purpose of selling her goods.

She was so pleased with the treatment she received, that she remarked to her friend after they left, that she never saw such nice goods before, and she would like to have some, but, "would you imagine," she said, "that Mr. —— would not take my order, because he showed me through his store as a friend of yours and not as a person who came to buy?

"This is certainly a surprise to me. In most of the stores you are afraid to look at anything for fear you will be insulted if you do not buy. I was never treated so kindly in any store. No wonder you like to deal there. Before I go away I will go in to buy, for I want some of that chinaware."

The kindness on the part of this grocer and his prefect fairness to this lady resulted in a $75 order, and a regular customer every time she repeats her visits here. It pays to be courteous, and not to appear sometimes too keen to sell to a person under certain circumstances.

ALWAYS AN OPPORTUNITY.

Do not lose advertising opportunities —they come to all of us. Here is an illustration.

Brand new dollar bills or most anything in the way of new money arranged neatly about a show window attracts attention. A dollar hat man in Milwaukee recently placed six or seven new dollar bills in his window and was foolish enough to leave them there after he closed up at night.

The store was not on a well-lighted thoroughfare, and one night some fellow put a brick through the glass and got away with the new bills and a hat. Next morning the hat man put up a card which said:

"The man who threw this brick is a thief, but no more so than the man who charges you $3 for a hat we sell for $1."

And a colored woman had this comment to make:

"Ain't dat foolish to bust a good window just for to make a advertisement!"

Some employers remember, but a larger number forget, that the clerk has the same right to want a desirable boss as the boss has to want desirable help.

The Proper Handling of Credits Protects Business

Retail Merchant Claims That 'Cash and Credit' is the Ideal System if Right Methods are Used—Maximum Limit for a Particular Account is Suggested—Getting on Friendly Business Terms With a Customer and Holding His Trade.

By B. H. Thomas.

Is there a grocer behind a counter today who can boast of a fairly good business and who at some time in his career did not stop to ponder upon the question of discontinuing the credit system and of re-establishing his affairs upon a strictly cash plan ?

If there are any who have not been worried over this problem and the perplexities connected with it they may count themselves extremely fortunate for they have escaped one of the worst features of the grocery business.

Bad debts ! That is the skeleton that rattles every time the average grocer opens his little safe and takes therefrom his ledger that he may once more study the situation. As he pores over the pages of figures in the quiet hours of the night in the hope of arriving at some solution of this problem that has been worrying him for months, too frequently the words stare out at him in their bold black type—Bad Debts.

At the end of an entry a page and a half long he finds that Brown owes him $134.58. He knew it was there. He could turn up the page with his eyes shut, for it seemed that every time he looked for an account this and many others like it seemed to present themselves with annoying recurrence.

He asks himself for probably the fiftieth time "How did I ever let them pile up that much ?" And as he stares vacantly for the moment at the pages, his fingers buried in his hair, he suddenly recalls the draft that the boy had left that afternoon for the last consignment of canned goods. Brown is not the only offender, although he is the worst. But the others might as well have taken the same amount. What signifies a few more dollars' worth of goods added to bills of these lengths ? He falls asleep at night with the solution as distant as ever and perhaps in his dream, Brown, Jones, Smith and other delinquent customers appear in fantastic shapes carrying off his store on their shoulders.

He rises next morning cheery and bright under the influence of the weather for instance, and dashes into his preparations for the day's work when his mind recalls that dream and his old troubles return to plague him for another day.

It is after being worried in this manner that hundreds of grocers have given serious consideration to the question of establishing a cash system, resolving to profit by the experience they have passed through.

They Abused the Credit System.

They have failed to make a success of the credit system. They have allowed it to be abused by Mrs. Brown and other customers of the same kind but, worse than that, these grocers have been parties to that abuse. "He that contemneth small things shall fall by little and little," may be well applied to trade.

That bill of $134.58 was not accumulated in a month nor yet in three. It is not necessary to go into details to show how it did grow, for that is doubtless a fact within the knowledge of the average grocer. The question is how to prevent it.

If a grocer has a good system of collecting accounts he will show no desire to adopt the cash plan in preference to the method he is following.

Credit Limit on Customers.

Here is one way of safeguarding a business against the evil of bad accounts. John Smith, a mechanic, comes into a grocery store, gives an order for a list of articles and asks for credit. The proprietor in a tactful manner enquires as to his identity, where he is living, etc., and finally asks Smith if he may be considered a customer. The grocer then explains that he has a credit system that has proved satisfactory to his other customers. A certain limit is placed upon the credit to be given each person for their mutual convenience and protection. Smith agrees and places his limit at $25 a month.

The grocer has an account or credit machine in addition to a cash register and enters Smith's name on a ticket in the register with $25 at the top. The order is written on a duplicating pad and one half is placed in the book-keeping register.

The other is sent with the articles to Smith's residence with a holder for the slip. The customer should be informed that this should be placed in his kitchen or some such place.

Total Always up to Date.

The first order amounts to $4.15. Mrs. Smith calls a few days after and makes a $2 purchase. On each slip the top line is stamped "Brought forward" so that the figures will be in the dollars and cents columns. The grocer turns up his register to the John Smith file and on the new bill writes $4.15 in the "brought forward" place. The whole is added up and shows clearly that Smith is indebted to the grocer for $6.15. This second slip is placed in the register, on top, and the other goes to the Smith home where it is placed in the holder. Thus the business goes on. Smith and the grocer each know their relations to one another at all times. On pay day the former says to his wife, "Well there's that bill, I guess you'd better pay it before it gets any bigger."

It may be nearing the end of the month and the Smith purchases are coming close to the limit. The grocer would scarcely hold out for a few dollars but Smith fixed the limit which he kept within during the first month and as he now threatens to exceed it his family will naturally be more careful.

These figures and this case exemplifies the system in a general way. The limit may be $10 or it may be $50. It may be monthly or weekly all depending upon conditions ; for if Smith is paid weekly it is advisable that he pays his bills weekly, and so on.

Makes Customers Sure.

Under a systematic credit system the grocer is sure of his customers. They are not wandering around buying where ever they take the fancy. Some grocers have found that on pay night Smith has a number of bills to pay but he may not have enough money to pay all of them at once or he may have sufficient to meet them but will have only a small remainder. The butcher is nearest on the way up town and he is paid first. Then the boot man and on down to grocer who may be last and thereby receives only part payment.

By the system outlined the grocer and Smith have been simultaneously keeping their books' and each knows how he stands with respect to the other. Smith knows to the cent the amount of his grocery bill and before leaving home he has decided to pay it.

Some customers like to keep account of their purchases and have a hook on which to place the bills. It often happens that one is lost and becomes forgotten. The rest is totalled and Smith goes down to pay his bill only to find that he owes more than he knew.

"Well here are all my cheques," he says, and often amounts have been questioned and sometimes the customer refuses to pay for one order charged against him. Under the credit or account register system this is impossible for if Smith misses one bill, he notes by the next that one is missing and not only remembers it but asks for a copy of it when another order is given.

The system creates a friendly and business relation between the grocer and his customer. This mutual understanding eliminates 90 per cent of the evils

that may arise through the credit system.

By exercising tact the grocer will not offend his customer in any way and if the latter is desirous of paying for his goods he will want them paid regularly in order that his account will not get beyond him.

Different From the Usual Method.

Under the ordinary way an account is let run dependent upon Smith calling to pay it.

He generally does not know the extent of his indebtedness and other bills have to be paid. The result is that he owes his grocer $40 or more before he realizes it. He is not only surprised, but he may be angry that it should be let run so long. The system explained harmonizes relations with good customers and those who object to the system are generally not worth holding.

There are, of course, some customers of excellent standing to whom it may not be wise to suggest a credit limit. This must be decided by the particular grocer as must other special cases.

The average customer prefers the credit system. Suppose you are going to open a store and two towns are under your consideration. In one the grocers are doing a cash business in the other the credit method predominates. In which of these do you think you would meet with the greater success? In the former town you should soon have a flourishing business, because, as it has been pointed out before, the cash grocers have in most cases a wandering and uncertain trade, whereas in the other town the grocers are holding their customers by the credit system. If your credit system is systematized and under control you are not going to lose much money. What is meant by the credit system is of course, cash and credit, which I claim to be the ideal method if properly handled.

THE SELECTION OF MEN.

By H. Gordon Selfridge.

Many serious questions must be considered in selecting men. Honesty is one—a matter, perhaps, to be decided only by records. Loyalty is another. Unlike honesty, this is easily cultivated, if as easily sacrified in a day. Enthusiasm is important. In some places it is frowned upon—regarded as bad form. Yet only by stirring up a man's enthusiasm are the fires of his energy kept alive. If a young man feels he wants to go deeper into the business all the time, to give it additional thought, energy, and intelligence, to damp his enthusiasm is to kill his value as an employe.

Preventing Losses in a Retail Credit Business

A Book-keeping System in Actual Use by a Retail Grocer Which He Claims Serves Him Well—Every Credit Customer Gets Her Total Account Up-to-date With Every Bill of Goods —Separate Check-book for Each Regular Purchaser — A Check on Large Accounts.

By H. R. Daniels.

Generally speaking, the success of any system or method in connection with the modern retail store must be measured, first, with regard to its influence on the growth of the business, and secondly, by the amount of work involved. Obviously any plan which will promote the former with a minimum expenditure of time and labor, must be the ideal one, and this is precisely what we claim for our system of keeping accounts.

Close observation on the part of the writer has confirmed the impression that much profit is annually lost to the average retail store through defective bookkeeping. This loss may be direct, as in

Dresden, Ont., May 21, 1910

Mr. Jno. Jones

Bought of **R. HEYLAND**

GENERAL MERCHANT

To Past Account	2	40
" Bread		20
" 1 bag Potatoes		60
" 3 can corn		30
" 3 lb. Bacon		75
" Jelly Powder		25
	4	50
By Cash	2	00
Balance	2	50

KEEP THIS BILL FOR REFERENCE

Page From R. Heyland's Counter Check Book Showing How He Brings Forward Balance of Past Accounts—Mr. Heyland Devised His Own System.

room to christen the cash—and, before he gets home, a big share of his money is converted into tanglefoot. There's financial stringency in that household for a week or two afterward; accounts pile up, and debt gets a lead on that particular family that it will take maybe a month to wipe out.

Merchants Partly to Blame.

"But the most complete, effective and best equipped dead beat factory is that run by the merchants themselves. Not all of them—not so many of them as a few years ago—but still enough of them to convert well intentioned people into slow pays and furnish lots of work for me and my kind.

"Suppose a man goes into Watson's store—you know Watson, a generous, whole-souled, well intentioned fellow. The man buys something, finds his pockets empty, and says: 'I'll settle on Saturday night, sure.' What does Watson answer? Why, he just laughs, like a whole-souled jay that he is, and says, cheerfully: 'Don't bother yourself, Mr. Jackson. Any time will suit me.' And Jackson, when pay-day comes and he sees something he would like to buy, just takes Watson at his word, puts off paying, forgets all about that little fifty cents, and feels sore when Watson reminds him, if Watson ever does remand him, and swears up and down that he paid it the following Saturday night, as he promised he would.

"I can show you in my safe a stack of little accounts incurred in just that way.

"The next step, of course, is to add a second item to the first. Then comes the running of a regular account. Some merchants encourage people to run accounts, laughingly assure them their credit's good, open-heartedly tell them to take anything in the store and settle when they're ready. The people who buy on credit buy more freely than those who pay cash, and as a result of encouraging credit buyers, a larger bulk of business is done.

Fixed Time for Settlement.

"And it's all the merchant's fault, in not emphasizing the fact that the goods bought on credit must be paid for, and in conveying the contrary impression that any old time will do for settling up.

"If I were a merchant and doing a credit business, I'd never let an article go out of my store on tick unless there was a fixed day by which settlement must be made. Probably I'd put things more politely, but I'd see that my meaning was perfectly clear. My patron would get his monthly statement of account punctual to the day; in fact, I think for the ordinary wage earner a weekly statement every pay-night would be a splendid innovation. And it would be a pretty warm day that I'd let the impression creep out that money didn't count with me.

"Long credits may mean a larger bulk of business; but the gain is sometimes a loss, owing to the large percentage of bad accounts which creep in. The merchant who insists upon cash, or else upon regular, monthly settlements may not do so much, but he's doing the customer a mighty good turn, and his net profits are more.

Not Infrequently Does the Collector Get His "Calls" From Those Who Allow Their Accounts to Run Too Far.

Methods of Handling Them.

"So much for the making of dead beats. Now, as to handling them.

"That's just a question of individuality. The collector must be able to read his man—or woman, for lots of them are women—and select his treatment accordingly. Slow pay is a disease with different phases. Some you may drive, others you may lead. Some yield at the first assault; others require a long and tedious siege. If you understand your debtor, you'll find out his weak point all the quicker, and can concentrate your attack upon that one point.

"The really troublesome people aren't the poor people, the class who are hard up. I've met with more difficulties from people with pretensions and with money in the bank. I have accounts here against people who could pay to-morrow, if they wanted to.

"If a fellow who owes money shows any disposition to meet me half way—to do something—I make it a practice to give him the chance. I say: 'If you'll call every week at my office, I'll let up on you and quit dunning. Of course, if you don't pay so much, I'm on your trail again.' It pays a collector to have an office, and office hours just for such cases as that. He is able to offer to the man who is willing to do something toward settling a consideration in return—the consideration being, of course, that the collector ceases to haunt his door. And I do not try to conceal that I am a collector. That helps, with a good many. They agree to make weekly payments, rather than have the neighbors know that the collector is after them.

"Then there are the people who dispute the correctness of the account. What can I do? I just tell them to go straight to the merchant and arrange with him; that if they don't, I'll be around next week as usual. Just before my weekly call I drop in, see the merchant, and enquire. In nine cases out of ten, Mr.

the case of uncharged items, or indirect, as in the case of a dissatisfied customer who is prejudiced against the store by the feeling that her account is incorrect.

After much experimenting with various systems we have evolved a plan which practically eleminates these objectionable features, and which, in itself, is the essence of simplicity.

Our method is to employ an individual check-book for the account of each regular customer. The best book for this purpose is a fifty-page one, as this greatly reduces the size of the cabinet, besides being less expensive. The book itself differs in no wise from the ordinary counter book, excepting that the words "Past Account" are printed at the head of each slip. The customer's name is neatly printed along the edge of the book, which is filed alphabetically in the cabinet. This can readily be constructed by anyone possessing a little ingenuity.

The divisions to receive the books should be large enough to permit of the easy entrance and withdrawal of same. The sheets which form the sections should be made of tin cut by the tinsmith, and fitted into slots previously made with a thin saw in the frames. A space should be left in the lower right hand corner for an indexed file to contain transient accounts.

How it Works Out.

Now, as to operation: Suppose that John Jones requires a bill of goods. We take his book from the cabinet (which should be conveniently located behind the counter), and turning to the last entry, note the balance, if any. If a debit exists it is entered on the new slip as "To" past account, if a credit "By." The order is then taken and the bill balanced in the usual manner.

No Disputing of Accounts.

Thus it will be noted that the customer gets a full statement of his standing with each bill of goods. Disputing of the account is impossible as the acceptance of the bill each time is equivalent to an acknowledgement of same. This we have found to be a splendid feature, as frequently, under the old way a customer would come in to settle a bill of some months standing, and upon being told the amount, would dispute it. Then again we have found that this method has a tendency to hold down large accounts, by acting as a constant reminder to the customer.

Another valuable feature is the automatic handling of the accounts, the books being fully posted and balanced when the order is taken. The result being a tremendous saving in time and labor, to say nothing of the advantage of always having the accounts ready when called for.

For transient accounts we use the regular counter checkbook. The slips are torn out and placed in the indexed file before referred to.

In conclusion we would state that we have had the above system in operation for some months, and find it admirably adapted to every contingency and recommend it to any merchant doing a credit business.

A Collector's Troubles With Slow and Poor Pays

Slipshod Methods of Some Merchants Who do Not Keep Their Books Properly—The Peculiar Classes of Customers That the Collector Meets—Why There are Dead Beats and How to be More Careful With Them.

By Victor Lauriston.

"There is no one thing so strikingly different from another thing as the actual work of a debt collector is from what the average person thinks it is.

"Lots of merchants even, who ought to know, look upon Mr. Slow Pay as a sort of armed citadel, which it is my duty to overpower and loot by open assault. They look upon all 'dead beats' and near dead beats as of one of three familiar types—the man who can pay and won't pay, the who can't pay and would pay, and the man who can't pay and who wouldn't pay if he could. But really, there are not two debtors in the whole wide world precisely alike. In collection, as in everything, the human element counts for much; and emotions play as a big part in the problem of paying or of dodging payment as in any other walk of life."

So spoke the Collector. It was his 'At Home' day, which he spent in his little, dingy, second storey office waiting for those who had arranged otherwise to call upon him and cash in their weekly dues. Naturally, he had plenty of time to converse.

"I am handling accounts for a majority of the merchants in town," he added, thoughtfully, "so I ought to be in a position to say.

"Why do people become dead beats? Well, there's a variety of reasons, but when you get down to rock bottom, it's largely in their bringing up. Of course, some are born dead beats. It's in their blood. You might as well try to eradicate the disease as dodge Halley's Comet if it's coming this way. But the born kind are the exception; and it's the made variety with whom I strive the hardest and accomplish the most.

Causes of the Dead Beat.

"There are lots of things at the bottom of dead beatism. Early home training has a lot to do with it. It may strike you as curious, but the very people from whom collecting is the hardest are those who have never been taught and don't appreciate the value of money. They get it—they spend it on things they don't need—and the grocer, the baker, the candlestick maker and all the other store chaps who have been jays enough to give them credit, have nothing to do but whistle for me.

"Then, of course, there's bad habits. This isn't any temperance lecture for now and then I have temperance people among my best customers—people who contribute so much to the church that they haven't anything left to pay their honest debts. And, just speaking of temperance, Watson, the grocer, told me of one case the other day.

"There's a very religious minded family just wild on missions. The husband's a day laborer and his wife sequestrates about half the family income for the benefit of Chinese and Japanese missions. This family has had a standing account with Watson for ten years, and he swears it's never been less than $100, and usually is nearer double that amount.

"Well, last week when the account reached high water mark, Watson dropped a polite note to the wife, the head of the house, asking her to let him have something on account. Next day she came trotting in with a promissory note which she wanted him to endorse. He thought this was better than nothing, and was just putting his name across the back when she paralyzed him by saying:—

"'I'm so sorry we can't pay that account of yours, Mr. Watson, but we've pledged ourselves to give $50 before the end of the month for a missionary to Burmah, and we've only got $25, and we thought seeing how you've always been so good to us, you wouldn't mind endorsing a note for us so we can raise the other $25 from the bank, and—'"

"Well, Watson doesn't remember any more after that, except that he closed right up then and there.

"Now that's an extreme case. But where there's one case like that, there's a hundred where the shoe is on the other foot. A man gets his wages, invites a couple of friends into the nearest bar-

Debtor hasn't shown up. It's a fair assumption then that the "dispute" is all a bluff. Firmness is needed, and firmness is called in.

"You can never tell just when you are going to strike gold or silver in this collecting business. I have haunted slow pays for months wthout realizing a cent; and then, just when I'm on the point of surrender, they pay up. There's evil in the best of them and quite a bit of good in the worst of them, and precious few that you can't induce to respond if you strike the right chord.

Conscience at Work.

"The other day I called on a woman across the track. I was out that way on other business, else I wouldn't have wasted the time. I had haunted her for weeks. She had the reputation of being a confirmed dead beat, and she had through all that time lived loyally up to her reputation. My call was chiefly for the cruel satisfaction of worrying her a little.

" 'I haven't the remotest conception that you're going to give me any money, Mrs. Blank," I told her, and it was the truth. 'Why,' I added, 'they all say that you couldn't pay them if you would and you wouldn't if you could.'

"She flared up in a moment.

" 'Who says that?' she demanded, red as a lobster when it is boiled—and she was just boiling, and no mistake. 'Who's been saying that about me?'

" 'Why,' I answered, 'all the merchants in town say it. Pete Wilkins, the hardwareman, and Watson, the grocer, and—why, they've all got accounts that aren't worth the paper they're written on.'

" 'Well,' she fairly screamed, 'you just tell them all that I'm an honest woman, and—how much is that account?'

"I told her. And right then and there she dug down into her pocket book.

" 'Here's five dollars,' she said, 'and if you come around next Monday morning I'll give you the rest.'

"And she did it—confirmed dead beat, too.

"There was another woman I had to deal with—had a small account against her from Wilkins, the hardwareman, for $5.50. She declared she'd paid it all but 67 cents. Wilkins said she had paid just 67 cents. I told her I would bring young Wilkins over, and go into the whole matter with her. Wilkins didn't want to come, but ultimately he accompanied me there. He went over the whole account, reminded her of the time she paid the 67 cents, just what she said and what he said. And then she let loose.

"I never heard such a torrent of abuse in all my born days. She called him pretty nearly everything in the air above and upon the earth and in the waters under the earth, told me I was no better, and wound up by telling us both to get out of the house. Then, to finish off, she flung in something insulting about his sister. He was raging, but I managed to get him out of the place without any blows.

" 'Just wait,' I said. 'When she cools off she'll feel ashamed of herself, and she'll pay that account. You'll have your money inside of a week.'

"He pretty nearly swore at me. But I had given the woman too much margin. Inside of two days she called at the store, as nice as could be, handed him the money, and got her bill receipted. In a little while she'll be dealing there again, even if he insists upon cash. Troublesome conscience—that's all.

Tragedy of Bad Bookkeeping.

"Probably the ghastliest feature of all this business is the way in which some of the merchants send in their accounts. The fellow who hasn't any system of rendering accounts, who allows an account to drag along six months or so, and never goes after his customers except when he himself is pressed for money, is bad enough; but as a rule he has his books straight, and everything down in black and white. But he's not a patch on some chaps, who haven't the remotest conception of what bookkeeping means.

"I have accounts handed me that would be laughed out of a court of law. Not infrequently there will be only one date from beginning to end, and that the date when the account was last paid up and the merchant started out with a clean sheet. Again, for a six months' account there will be maybe half a dozen dates. Some grocers' accounts in my safe, charge families with buying thirty pounds of butter on a single day in June—though they make up by not charging for more butter till August or September. Again, the entry, 'To Goods bot' will cover a $5 or even $10 item which should be recorded in detail. Often the details and the total don't agree, three dozen eggs at 28 cents a dozen, coming out 86 cents, or maybe 76 cents—these careless grocers cheat themselves as often as they cheat their customers. If I total an entire account, my figures often fail to agree with the merchant's.

"It's all due to a mingling of slipshod methods and actual ignorance. Probably the only book is a ledger; or if there's a daybook, ledger entries are made only once every other month. The grocer, in the hurry of waiting on a bunch of customers, forgets to make any entry at all till several hours afterward, or maybe next day. Then, memory proves fickle, though he does his best. When a man doesn't know whether he's sold Jones two pounds of butter or three, what is he going to do? And if he errs on the safe side and makes it three, what is Jones going to do when, as a matter of fact, the purchase is only two pounds?

"And, often as not, such people forget to give credit for payments on account. A man will drop in and pay his bill; the merchant will wipe the amount off the books, mentally—but it still stays there, in black and white. The customer gets his bill, declines to pay, I am called in, there is a dispute—and, if the matter is ever straightened out, I get the blame.

Use of Counter Check Books.

"Counter check systems are doing a lot to educate the slipshod and ignorant men behind the counter; but when a man is at bottom careless, the most scientifically devised system will be worse than useless. It's one of my painful duties to straighten out the kinks which such misfit merchants have made.

"There's only one certain cure for it all," concluded the collector, "and that's—but here! If I go on boosting the cash system, the shelf will find one more occupant, and that occupant, minus a job, will be Yours Truly."

And, with a regretful grunt, he turned to greet a weary housewife who wandered in with her weekly instalment.

PHILOSOPHIES OF LIFE.

Man comes into this world, says a philosopher, without his consent, and usually goes out of it against his will, with the trip between exceedingly rocky.

When he is little, the big girls kiss him; when he is big the little girls kiss him. If he is poor, he is a bad manager; if rich, he is dishonest. If he needs credit, he can't get it; if prosperous, every one wants to do him a favor.

If he is in politics, it is for graft; if he is out of politics, he is no good to his country. If he does not give to charity, he is stingy; if he does, it is for show.

If actively religious, he is a hypocrite; if he takes no interest in religion, he is a hardened sinner. If he is affectionate, he is a soft specimen; if he cares for no one, he is cold-blooded. If he dies young, there was a great future before him; if he lives to old age he missed his calling.

Claims That Selling for Cash Means 30 Days Net

Writer Maintains This Interpretation is the More General One —Thinks That no Business Can be Successfully Conducted on the Cash-Down Method—Looking After Accounts to Prevent Losses.

By H. D. McMullen.

There seems to be somewhat of a mistaken idea among some of the trade as to what is meant by the term "cash." As defined by ordinary dictionary definition, it simply means that casn is paid at the time of purchase for an article.

The broader meaning, however, of anything up to 30 days, is the better, and more generally accepted one. Credit simply refers to anything allowed to exceed this limit. With this kept in mind the question of cash, as against credit, becomes much simpler.

It seems to be the universal experience of retailers, as well as wholesalers, that no business can be successfully conducted on an entirely cash down basis. This is peculiarly true of the average retail grocery store. The reason for this is plain. Women form the large proportian of buyers, and most of their buying is done from day to day as articles are needed by the household.

To pay cash down for all these small items would necessitate a fairly large sum of ready money being kept in the house, which is not at all necessary, and forms a source of temptation to burglars.

Business men like business methods, and the accepted method for payment of accounts is by check at the end of the month. A good proportion are regular in seeing that these accounts are cleared up monthly. If everyone did so there would be no reason for this article. It is perhaps impossible to make all men equally careful in this regard, but there are some points by means of which the grocer can help himself, without hurting the feelings of any of his customers.

How Troubles Arise.

Often it is the case that the man who owes the bill has never even seen it. It has been addressed to his wife, who, perhaps, is somewhat careless about financial matters, and she tosses it to one side, thinking it is nothing for her to bother her head over. In this way two or three months may pass before the grocer plucks up enough courage to ask for his account direct. The average man is rather naturally annoyed to have a bill two or three months overdue, which he has never seen, and asks with some show of temper, why it had never been presented before. It puts the grocer in a pretty hard place.

Either he must say he has sent a statement several times, which is the truth, or that he didn't want to be continually bothering him about it. In the first case the man either thinks him a liar, the statements never having reached him to his knowledge, or, suspecting the truth, he has given his better half a short talk on finance, with the grocery bill as an example.

As a result the unfortunate grocer stands a good chance of losing the account. Remember, it is chiefly the women who decide where groceries shall be bought, and any offence to them, however slight, usually has its direct effect on the quantity of goods they buy of you.

The solution of this problem lies in the fact that—as far as the money part goes—it is the business man with whom you usually deal. This in itself suggests the remedy. Send all bills direct to the man unless otherwise instructed. Good business men appreciate the necessity for keeping down running accounts, and will not be found any more unreasonable than you are yourself.

Watch the Statements Closely.

So many grocers have a deadly fear that they will lose a good account by sending in too many statements, that they go to the other extreme and after the first, do not send another for two or more months. This will, in the end prove disastrous to any business. Money is lost every day those accounts are overdue. A personal call and a friendly suggestion that the bill may have escaped a man's notice, will do more to keep on good terms with him than letting his bill run six months.

If an account is to to run over thirty days by previous agreement, is is only fair that interest should be charged. No bank will be found that loans money without interest, and no one has a right to leave the grocer holding the bag, so to speak, while he is using the money that should go to square his month's bill with him, unless he pays for such accommodation.

Every grocer who has been long in the business has had at least one chance offered him to buy up a lot of necessary goods cheaply for cash, when he was not able to collect sufficient of his back accounts to take the offer. Money will make money but the cash must not be simply on the books. It must be in the bank, or some similar depository, where it can be used at an instant's notice.

Preference for Cash Business.

In a recent conversation, one of Montreal's largest retailers made the statement that he would rather have $1,000 counter cash business than twice that amount of long time accounts. By the time collection expenses, stock depreciation, and the general, somewhat intangible loss, due to money tied up, had been taken into account, the extra profits were more than eaten up.

Country merchants should have little difficulty in making their collections, as most business in smaller centres is conducted on a cash basis. Farmers in recent times, are, as a class, ready to pay cash down for what they buy. Also country merchants and their customers are usually personal friends socially—a state of things practically impossible in a large city. In such a case it is much easier to make a little personal appeal if necessary. Accounts are smaller, thus are much more likely to be immediately settled.

Taken as a class it is certainly the city grocer who has to be particularly careful about his accounts. His customers are mostly strangers to him, as far as personal knowledge of their reliability is concerned, and they have so many interests that do not touch people somewhat isolated, that a "poor little thing" like a grocery bill is often forgotten unless—the grocer looks after his business.

STORE CHARACTER.

It takes years to develop a distinctive store character. Has your store one? It is not a matter of such moment in what line you develop it, but your store should be pre-eminent in at least one thing. To have the "best" and always the best in any one line will give you an anchor by which to hold the buying public. This can never be done in a month or a year. It has to be fostered and advertised continually from year to year, and even then you must be always on the qui vive that no one takes it away from you.

Rigid examination of all one's tendencies and a determination to do business regardless of untoward conditions will generally be sufficient to remedy any difficulty which may arise in a retail grocery business. Outside influences may be made beneficial, but it is the work done inside that is, after all, most potent in modifying the conditions that reduce, or destroy, profits.

Merchants Underselling the Mail Order Houses

Why Dealers Located in Country Districts Can Generally do This and the Advantages They Have in Advertising—List of Retail Prices Showing That a Village Merchant Can Undersell the Catalogue Stores—Some Scientific Methods That May be Used.

By Wm. Bryans.

It is an undisputed fact that the mail order houses in the larger centres are fast growing rich with the enormous trade which they are receiving from all parts of the country, that by right belongs to the home merchant. It is also well known that this trade has been growing larger of recent years and will likely continue to expand unless the smaller merchants who are suffering, determine to keep the trade at home. A considerable amount of the trade of the mail order houses comes from the smaller towns and villages and consequently the merchants in these places suffer to a great degree.

But the merchants who have suffered most are those who have done nothing to combat the somewhat trying circumstances. If the mail order houses are enticing away their customers, it is wholly their own fault.

Some of the merchants have tried to do something to keep this trade at home, but only a small percentage have started at the work with a determination to win out. If all had made up their minds to win and kept persistently at it, they would now be enjoying a much larger patronage. A great many have the idea that loyalty to the town should keep the trade at home. But it will not. People will buy where the prices are lowest, quality and service considered. Many merchants who have suffered have waged campaigns in which they appealed to the people in mottos such as "Trade in your own town," and "We help pay your taxes," and many others that have proved useless. If you want the trade, you must appeal to the business instinct of your customers, showing them that you can sell as cheaply as the mail order houses, and impressing the fact so clearly in their minds that it will not wear off.

Country Merchant's Advantage.

It is a fact that most merchants in the smaller towns can underprice the mail order houses. The mail order houses may sell a few articles below cost in order to bait the public, but taken straight through the home merchants have them "beaten to a standstill." If they have not there is certainly something wrong. The expenses of the mail order house are enormous. They pay out thousands for merely issuing their catalogues each year and all the other expenses which they have but which the local merchant has not, must be met; and certainly the people who deal with them must pay them. In the small town, rent, wages and many other items which soon count up are much lower, and if the prices are not right, the merchant wants to take a look into matters and find out what is wrong.

Another great advantage the home dealer has over the mail order house is the fact that he can show the goods. The mail order house says: "I will sell you a pair of boots like this picture." The home merchant says: "I will sell you this pair of boots for——, look at them, feel them, take them home and wear them and if they are not all that I claim for them, you may have your money back."

But the only way to combat this is by showing clearly to the people that you can sell as cheap as or cheaper than the mail order house. There are a few who through obstinancy will always deal away from home, but if you can show the people of your town that you can sell the same quality goods at the same price, you are bound to get their trade. But the fact that I wish to clearly impress is that "you must show the people."

Using the Same Weapons.

As you cannot personally meet all mail-order buyers or get them into conversation on this subject, the only way is by judicious advertising in the local paper. Most people read the local paper and most of them read the advertisements. It is by extensive advertising that the mail must order man gets his business and you must fight him in the same way.

But in order to convince others that prices are right, you must first be convinced yourself. This ought to be an easy matter if you compare catalogue prices, freight added, with your own. The next step is to firmly make up your mind that you can and will show the people of your town and thirdly, you must persistently stay at it until you have fully accomplished your object.

It is not meant that a merchant should spend all his profits on advertising, but a small amount of money will go a long way if the arguments you present are well worded and to the point. Throw yourself into the work with enthusiasm. Put your very thoughts before the people in plain common sense language. That is all that is needed to procure the desired result.

There is certainly a grand opportunity. Before people look at the catalogue house goods, they must pay down their money. If the goods are not satisfactory they have them on their hands while the mail order house has the money. It is true that people will accept goods from mail order houses that they would not from the local merchant. Show them that it costs a mail order house more to sell a dollar's worth of goods than it does you, merely mentioning the fact that it costs some mail order houses more than $100,000 a year to issue their catalogue and that this must be added to the prices.

The mail order houses have handsome and also expensive cuts in their catalogues, accompanied by fine descriptive language in order to lead on the prospective buyer.

Ask your customers who helps pay their taxes? Who trusts them when they haven't the money and helps them when they are in hard times? Who takes their produce from them and gives them goods in return, just the same as if it were cash? Certainly it is not the mail order house.

Submit a schedule similar to the following which was taken in a village not one hundred miles from Toronto; it works out the same in your own town:

	Mail Order Price in Toronto.	Freight.	Total Mail Order Price	Price in Village 100 miles from Toronto
New Orleans Molasses, 1 doz. cans	$1.10	05	$1.15	$1.10
Tomatoes, 1 doz. cans	1.00	07	1.07	1.00
Soap, Box	4.75	21	4.96	4.85
Raisins (Val.), 28 lb. box	2.25	06	2.31	2.10
White Beans, Bushel	2.25	11	2.36	2.15
Flour, 1 cwt.	3.50	09	3.59	3.40
Heavy Printed Linoleum, Per yd.	.60	03	.63	.55
Corn Starch, No. 1	.09			.08
Peas, per can	.09			.08
Ragoon Rice, lb.	.05			.05
Shelled Almonds, best lb.	.45			.40
Evaporated Peaches, lb.	.13			12½
Pineapple, can	.15			.15
Peanut Butter, small	.15			.13
Evaporated Apples	.10			.10
XXX Cider Vinegar	.40			.35
Natural Wool Underwear Suit	2.00			2.00
Boys' Hockey Toques	.25			.25

You will see that prices are equal without freight, etc., added and in some cases a little lower.

A Wonderful Concession.

Some of the mail order houses pay freight on goods amounting to $25—sugar, cereals and some other articles exeepted—but any merchant would allow a customer a fair discount if he bought goods, with sugar and cerals excepted, to the amount of $25 and paid cash.

A Spring Seed Window Dressed by Kirk Bros., Bracebridge, Ont., Grocers.

To Increase Business Through Window Displays

Ideas of First-Prize Window Dresser in The Grocer's Christmas Competition—Too Many Lines Should Not be Shown at One Time—Effect of Motion and Show Cards.

By E. J. Kirk.

If the same regularity and careful attention is attended the trimming and keeping of good show windows as are given other details of an average grocery business there is no reason why a marked improvement in trade should not be experienced.

A merchant often, rather than exert himself in changing the display which has been before the people possibly a month, will set to work an inexperienced boy. The business suffers a loss, as a result of a poor arrangement of goods, since the character of a grocery store is judged materially by the manner in which goods are handled and how they are displayed to the public. The matter of good display should hold no small place in the every-day work connected with any grocery store.

Many a business has been cultivated and increased from mere nothing to immense proportions, by constantly keeping before the people, by way of show window displays, a class of inviting goods which tempted a housewife to give her first order. There are instances where very humble starts have been attempted, when the merchant had very little more stock than would fill a large window.

The constant persistency with which his attractive displays of groceries was held before the people gradually made him famous with the buying public.

Courteous and careful treatment of the customers and their wants are essential features in the holding of trade, but when by its attractiveness the window has succeeded in inducing a new customer into the store it is doing the good work for which it was intended.

a grocer should first choose a class of seasonable goods. Avoid showing too many lines at once, as this is confusing to the eye and often ruins the effect of a well-arranged window.

It is possible, though, to make up a variety window, with very good effect, but great care must be exercised in the blending. A mixed display might be made up of goods, such as ham, eggs, lard, canned vegetables, pickles, cheese and greens, but such lines as teas, cereals, confections, onions and soaps, should never be placed together.

By giving each class of groceries on the shelves and in the warerooms in their turn and season a prominence in the windows, and making a strong feature of each line displayed, it establishes in the memories of old and young the names of all special lines a grocer carries and gives a favorable impression of the business methods.

The writer would suggest, in stores where electric power is available, the running of motion displays. They are no doubt the most effective. Some little object moving in a window will arrest the attention of both young and old.

The ordinary fan motor can be used to good advantage, and one can save power rates by attaching a wire from one of the electric lamps. The fan motor will run any light display and is to be found in nearly any grocery store.

Show cards are the chief factor in making prices prominent, and to the writer's mind for planning a nice window they are indispensable.

Trimming a Window to Attract June Brides

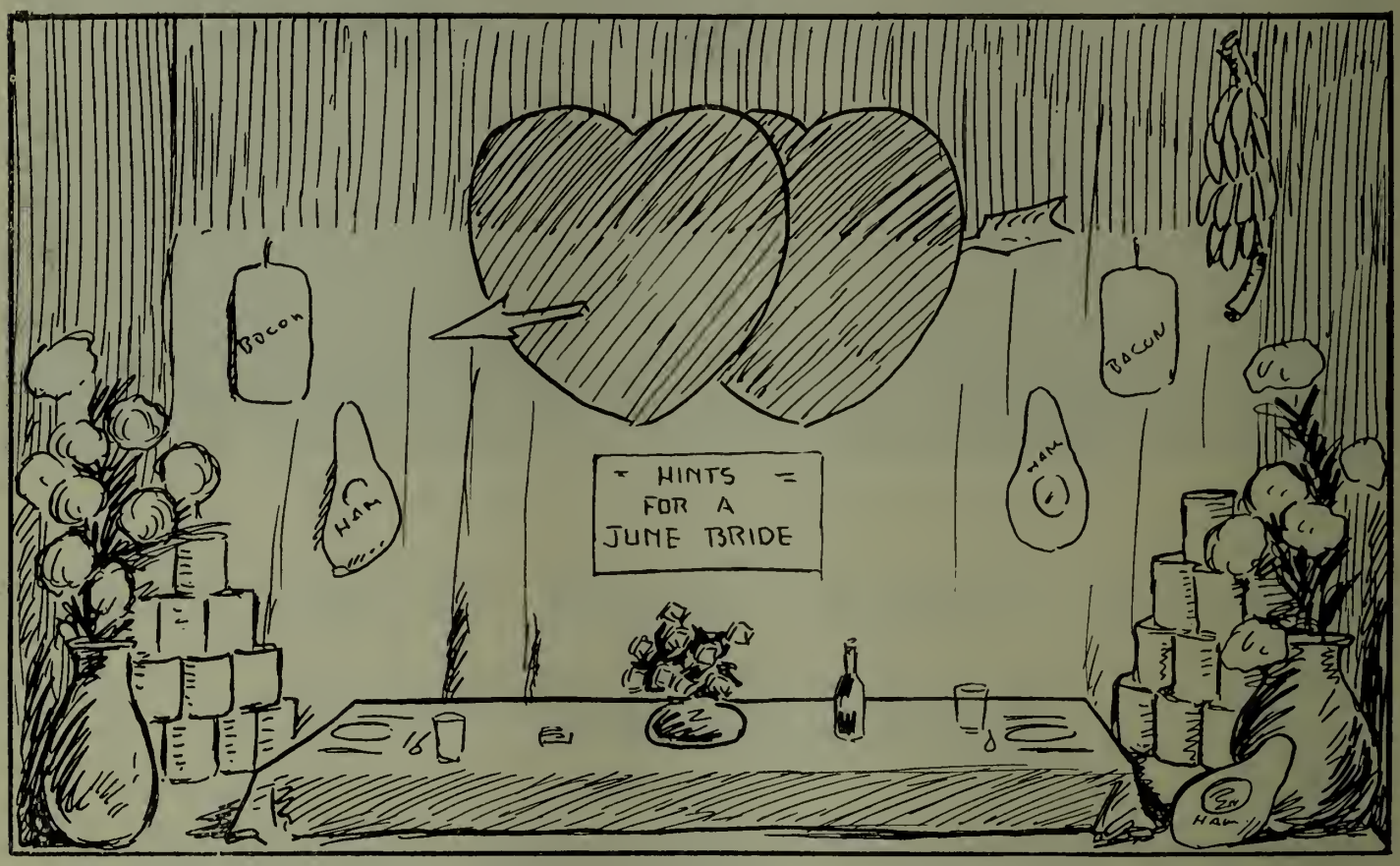
Splendid Opportunity to Use Originality — A Model Suggested That May Be Easily Worked Out or Changed to Suit Different Ideas—Goods That Can be Shown — Preparing the Background.

Grocers should remember that June is a month of many marriages and therefore will see countless new homes established throughout the length and breadth of the country. This creates new trade and every grocer should make it a point to secure as much of this new business as possible.

Personal application is one method by which grocers secure new customers from among the ranks of the newlyweds. An attractive window will however not only appeal to this year's June brides but it will also bring back many of those who made the important step years ago.

An Idea Illustrated.

The Grocer's artist has struck a happy thought for a window, which, if carefully carried out, should not only be seasonable but should be dainty and appealing. It consists of a table set for two with two chairs facing each other. At each side of the window vases of flowers (preferably bridal roses) are noticed and back of them are canned goods. Cooked ham and bacon are shown in conspicuous places. The background may consist of cheese cloth, muslin, etc., with a show card bearing the words "For June Brides." Two hearts pierced by the same arrow emphasize the idea which is suggested. These hearts may be cut from red paper or may be purchased for a small sum from a stationer.



A Suggestion for a June Window to Attract the Attention of the June Brides.

The Table Arrangement.

This is only one of countless arrangements that may be secured. For the ordinary window do not get a big table and do not get one of those miniature kind that Santa Claus brings the baby at Christmas. There is a happy medium to be secured. The table is not the important part of the window but good judgment should be exercised in the selection. A lily-white tablecloth should be used and only the plates with knives, forks and spoons. A vase of bride's blossoms in the centre of the table will add to the effect.

Any flower would serve of course if these cannot be secured. Do not abuse the opportunity to display too many goods on the table. Pile up unassociated articles and the whole ensemble is lost.

Place a bottle of pickles, a jar of jam or preserved fruit, a can of mustard or any of the table necessities in daily use where they will be most effective. Use only one or two at a time and if you follow up the window you can change them every few days for other articles. It might be suggested that near the centre of the table not far from the flowers would be a good location for some of these goods. Turn the labels toward the street. Do not put the show cards in too conspicuous positions. Let your window be of such merit that it suggests and will be understood without a card. Put the card in nevertheless for there may be some people so dense as not to grasp the significance of the display.

If you cannot prepare a background similar to that pointed out do not fail to arrange a window anyway. You can secure bride's blossoms and can attractively arrange them rather profusely with a show card something like this, "June for Bride's Blossoms and Happy Brides."

Do not leave a window as if it had received only half your attention. Even the children have a sense of appropriateness that will pick out the flaws and it is then a question whether it had been better not to have made the attempt.

A Good Advertisement.

But there is no reason why a grocer should not have an appropriate June

window. He should take the time to dress it for his window affords him a good advertising medium. In regard to advertising the June-bride seasonable goods in the newspaper it has already been pointed out in The Grocer that some of the trade arrange special sales. They select a list of articles which are required in every home and offer the entire lot at a bulk price.

If a particular store adopts the practice of maintaining the show windows according to the season with special arrangements from time to time the receipts in the office should show appreciable advances if other conditions are favorable.

The Window the Sole Asset of High Class Fruiterer

This Merchant Would Have to Give Up Business if He Could Not Use His Window—Location Has Considerable to do With Amount of Trade Secured—Baskets of Assorted Fruits Displayed Regularly.

It is an absolute fact that the store window is a money maker.

There are few merchants, however, who will go to the extent of saying that if they didn't dress their window they might just as well go out of business.

That is what Wellwood, the high class Toronto fruiterer, claims.

His window is dressed every Monday and Thursday by a professional window artist, J. H. Brown. It is dressed to sell goods and it does.

Mr. Brown stated recently: "We sell only the goods that are shown in the window; if we want to run off any line we display it and it sells."

To gauge properly the general value of this window, one must be apprised of the conditions under which Wellwood sells fruit.

His store is on the main street and in the business centre; in view of the fact that it carries only high quality fruit it has little competition and it is seen by practically every person who walks up or down the side of the street it is on.

Thus its position is a big feature in making sales.

Apart from these conditions, however, the Wellwood store dresses windows that are always "high class pictures." They have the varieties of fruit with which to do it, the good taste to make a distinctive window and to know how to attract passers-by.

The store, too, has gained a reputation among the best families in Toronto by always giving them the best goods. No fruit is allowed to leave the store unless it is known to be absolutely sound.

It has also gained a reputation among visitors and tourists—these people inquire from hotels where the best fruit can be purchased and they are sent to Wellwood's.

But the window comes first in originally creating the desire for their fruit. The owner has to pay a very high rent every year and as he depends entirely on his window and the reputation created by backing it up in allowing only quality goods to leave the store, he necessarily sells a lot of fruit.

Brief, pithy window cards are used regularly, these being written by Mr. Brown. Since comparatively high prices are charged—and Mr. Wellwood finds the people he serves are quite willing to pay them to insure fresh, sound fruit of the best possible quality—not many price tickets are used. But whenever anything of special value is on sale they are invaraibly made use of.

One of the features of the window usually is the use of attractive baskets filled with assorted fruits. Many of these—which range in price from 50c up to $6 or $7—are sold as gifts for sick people, birthdays, the "best girl," and picnics.

It will be observed that there are drapings in the illustration shown. These were special last week in view of the death and funeral of King Edward VII. All such special occasions are taken advantage of.

The store interior is always attractive in harmony with the window. It may be also stated that Wellwood's make it a point to get fruit for sale that is out of season.

Last Week's Display in a Window Which is Responsible for Greater Part of a Firm's Business.

A tempting strawberry window card, the original of which is 12 x 19 inches—This, as well as the other show cards shown here, is the work of the author of this article—J. L. Wyckoff. He does all his own lettering and some of the art work as well ; he is handy with the brush and retouches many pictures which he secures from magazines, catalogues, etc.

Good and Poor Show Cards and Effects of Each

Writer of Them and Believer in Their Value if Properly Presented, Gives Specific Instances, Backing up His Contention — Their Relation With Price-Tickets—The Essentials to Closely Observe in Writing Cards in Order to Make Them Effective.

By J. L. Wyckoff, London, Ont.

Are you getting all the profit you should from your window display ?

The mere fact of displaying a certain line of merchandise in your show window and placing a card upon it, is not all that is necessary to make your window trim a big success. Your other advertising should co-operate with the window ; every possible means should be taken to create a desire in the mind of a possible customer to possess your goods ; instil the fact into the mind of your salespeople that the goods on display in your window are the ones you want especially pushed.

Get them enthused over the articles displayed in the window, and a mere suggestion to the customer of the article on display will usually make a sale. Why ? Because the customer has probably read your advertisement in the newspaper or other form of advertising, which you may be using, saw the goods displayed in your window, and finally upon entering the store the suggestion of the clerk "creates the desire to possess the goods."

The window trim should be changed at least once a week and show different price goods each time ; if you advertise and display high priced merchandise one week, follow it up the next with a lower priced article and in this way your window display and advertising will appeal to all classes of people.

When the Sale is Over.

If your are having a special sale of a certain article try the above plan of co-operation between your advertising and your salespeople and you will be greatly surprised with the result. But here is one point to be remembered—the moment the sale is over, clear up the remnants and put them back into stock at regular prices. Don't allow the special price, if there was any, to drag on after the time specified in your advertisement. If Mrs. Brown should want more of the same article the morning after the sale, quote her the regular price—this will impress the fact upon her that she was getting good value and in this way you educate the public to know just what a "special" means in your store.

Extra Business From Show Cards.

The show window and interior of the store could be made more attractive to the eye of the customer by the use of neatly written show cards, and price tickets that give the price and tell

A Neat Price Ticket Made for a Special Confectionery Sale.

something about your merchandise in plain, readable figures and letters.

These cards could be made by the salesman in his spare time, or a certain time each day or week could be set aside for this sort of work. The greatly increased business which would be derived from a liberal use of cards and price tickets would amply repay for the time spent.

A Believer in Price Tickets.

People are mostly interested in the price. No matter whether a high price or a low one is quoted, it is the price which usually draws the trade ; if the article has not a price card attached, the chances are that the customer will not bother to ask, but on the other hand if the card is on the article, she will notice it and if the price suits she will buy. The merchant should take every means to get this chance sale and the most inexpensive method is to have the different articles on display marked up with plain easily read price cards.

Hints on Writing Cards.

There are three essentials that are necessary for the most successful show cards. The first is to have the inscription short and with convincing arguments that can be read at a glance by every passer by, and therefore, written in a plain easily read alphabet. Avoid as much as possible fancy letters as these are more difficult to read than the plainer ones.

Secondly the grocer should be very careful of the composition of the card. This is very important. Good spacing and layout will make an attractive card even if the letters are not accurately drawn.

The third, and perhaps the most important, is to be sure that the card is clean ; erase all pencil and finger marks with a sponge rubber or if the rubber will not take off all the marks, dip the rubber in a little powdered pumice stone and rub the soiled places lightly, but be careful not to rub the letters with the pumice or the paint may come off as well.

There is nothing that does more to spoil the effect and selling power of an attractive and artistically trimmed window than slovenly and carelessly made price tickets and show cards.

Some Noteworthy Experiences.

When on a recent visit to Toronto I spent one morning noting the effects of different window displays had upon the passing public. In two particular instances I was greatly struck with the artistically trimmed windows of two confectionery stores and from an advertising and selling point should have been winners.

In the first display noted there was one thing which marred and lost sales for that store—and that was the appearance of the price cards. Every article displayed in that window had a price card attached. But the cards were so dirty with finger marks by continual use that instead of creating an appetite for the goods, an opposite effect was produced.

Dirty Cards Repelling.

At this point there were scores of people passing every minute and in order to note the effect this display had upon the passing public, I stood for fifteen minutes at the curb in front and venture to say that out of a possible seventy-five that looked in that window only one went inside—the others looked at the display and then passed on.

An Attractive Card for a Coffee Display—Reduced from 16 x 19 inch size.

Show Card and Price Ticket Combined ; Note the Enticing Wording—"Made from Fresh, Ripe, luscious Concord Grapes."

It was not the poor quality of the goods that did not appeal to the public for the quality was the best. In my opinion the reason was just some dirty price cards stuck on some high-grade confectionery. This window display had the same effect as some nicely cooked food served up on a dirty dish would have on a person's appetite, and there is no doubt that others seeing that window received the same impression.

Going further along the street I came to another confectionery store. There were not as many cards used in this window as in the previous case, but those used were neatly made and judging by the number of people going into the store after looking at the window display, they must have well repaid the management for the time and trouble spent on those cards and on the window trim.

The Conclusions Drawn.

These two instances are given just to illustrate the importance of the appearance of the price card. It either makes or kills the selling power of a window display. In the first illustration it would have been better not to have had any cards at all than to use dirty ones ; and the second case proves that neatly written cards will sell the goods.

More Business Done in Summer than in Winter

Methods a Montreal Retail House Follows to Strengthen its Summer Trade — Watches Camping Parties, Clubs, Week-end Parties, Emigrant Trade and Transients — Have to Employ More Men During the Summer Season—Suggestive Scientific Hints.

It is refreshing to hear of a retail grocer doing more business in summer than in winter, especially after hearing the numerous complaints about the slack summer season, the difficulty of keeping the clerks busy, etc.

Fraser, Viger & Co., Montreal, are doing such a business. The volume is such that additional men have to be taken on for the summer months, and even then longer hours are necessary to fill all the orders.

The secret lies in having carefully studied summer trade, and then experimented until the proper combination was arrived at to obtain that trade. It has taken years of study and development to arrive at the present stage.

Here is their claim: During the hot months all who can afford either the time or money or both, leave the towns and cities for the country, or a summer resort. It is rather an unusual thing for such a resort to have a high-class grocery. As a result, with proper methods of packing, shipping, etc., it is not at all hard for a grocer to retain his customers even if they emigrate to a cooler spot for a holiday.

With this basic fact in mind, Fraser, Viger & Co. started a campaign to hold the camping trade, first of their own customers, then gradually acquiring new ones through making a specialty of that class of trade, and from this beginning has sprung a summer-resort mail order business of large proportions, which is at its best from May to September.

An account of their methods in building up this trade will undoubtedly prove of value to every live grocer, as there are possibilities for all to hold at least a fair portion of their regular trade in the slow season.

Watch Five Separate Items.

According to Alexander Davidson, manager of Fraser, Viger & Co., their summer trade is subdivided into five classes. These are, in order of importance, camping parties, clubs, week-end parties, emigrant trade and transients. Of course, these are exclusive of their regular city trade, which follows the normal course in summer and which drops off considerably.

As to the first class, it is composed largely of old customers, who have a hamper packed to take with them and then send follow up orders as needed through the holiday. Week-end parties come in this same class, and have proved good trade producers.

The club trade has been a gradual mail order development through the adveratising provided by furnishing camps, etc., and becoming known as people who make a specialty of selling high-class goods by mail.

The emigrant trade consists of packing baskets for emigrants who are going across the continent, and is, of course, peculiarly a sea port trade. The method of obtaining such trade is to have some of the dock hands send the emigrants who inquire for such a place, to the store. This has been practised by the aforementioned concern for some years.

Transient trade is procured in a similar way through hotel men. Of course, time is necessady to build up a business of this kind, but the class of trade is so high, that it is a profitable and growing business.

Some of the methods pursued are perhaps new to most of the trade. A specialty is made of preparing and packing hampers of all sizes and varieties. These hampers are largely made by the Indians in the Chateauguay region. They sell anywhere from $5 to $8 each, but are refilled time after time, and thus in the end are not so expensive. A new hamper is being made by a German concern. It has a zinc lining and a separate compartment for ice. In this meats and perishables can be kept for 36 hours without spoiling. In a camp it is often used as a refrigerator, and thus may be almost said to pay for itself.

Fraser, Viger & Co. have made such a specialty of camp supplies that they now outfit them entirely. Tents, blankets, fishing tackle, in fact anything used in a camp, even to the cots and furniture they will supply, and are doing a large business in these lines already. They issue a catalogue, which makes it easy to order, and as a special inducement, will prepay express charges on any order from $25 upward.

Special Baskets Prepared.

For week-end excursions a special line of baskets is necessary. Some of the requirements are candy, fruit, crackers, cheese, etc.

During the season melons form a large item in this out-of-town trade. They have been sent to London, England, several times, and have arrived in first class condition.

In conclusion, it is a fact that instead of laying off men or letting them take holidays all summer, more men have to be taken on and holidays are postponed until after the rush is over, which means late in the fall.

A special department has had to be organized to handle the orders, and special shippers have to be taken on to make sure that the goods are perfectly packed.

Of course, not every grocer has the same opportunity that Fraser, Viger & Co. have, but there is the chance to hold a portion at least of one's customers and to gradually build up summer trade, until it does more for you than barely pay expenses.

GETTING CONFIDENCE.

Inspire confidence in your customers and you have won half of the battle. The grocer who has the most customers is the grocer whose goods give the most satisfaction. Do all in your power to let your customers feel that they are receiving value for their money. The most successful men state that there is no surer method of building up a good business than by this simple but necessary plan.

It simply calls for honest dealings and in this regard the following advice given by a large fruit grower is applicable to those who are connected with any business in which they are dealing with the public:—

"Honesty in the display of samples is not so much good policy as an absolute essential to success. Sticking steadfastly without a hair-breadth deviation to the principle of displaying the fruit 'as it is' with no monkeying or tampering with samples, no topping, dressing, throwing out of rots or artfully concealing ugly little nests in the boxes has in one short season built a foundatio of confidence among the buyers that with every succeeding year will become a greater and greater asset to the shippers.

"The man who fools an auction buyer with a doctored sample is fooling himself a great deal worse. He has made an enemy for keeps where he might have made a friend. He makes a few cents more than he ought at one sale, to lose a great many more cents than his fruit—not he—deserves at many subsequent sales. With his own fist has he blacked his own eyes. The auction buyer whom he has stung never forgets and never forgives."

Effects of the Policy of Giving Short Weights

It is the little things that count in life.

Did you ever know that this was first discovered by a grocer of the old school, who was prone to one of the failings that are here and there met with, even in this enlightened age? He was a short-weight-artist and because he fooled some of the people some of the time he became a hardened sinner and imagined that he could fool all of the people all of the time. One day he was having a big bargain sale in sugar in accordance with the announcements which he had sent throughout the neighborhood in the daily paper.

'Nineteen pounds of the finest ground' for a dollar—and sugar was dearer then than it is now—had been hurled in big type into every house several days before, and the good housewives were eagerly waiting for the day. They were preparing for the preserving season, which would soon be in full swing.

This grocer worked hard all the previous day, filling up the big bags, but instead of giving exactly 19 pounds he kept to himself out of each bag one quarter of a pound. Sometimes, however, he gave the exact amount, but it was rarely. The most of his customers in their homes that night spoke of the grocer as a hustler and deserving of general patronage. The grocer had made it a cash sale and with a smile of satisfaction he carried a stout roll of bills to his bank the morning after, and returned well satisfied with his most recent stroke.

Weighed the Sugar Herself.

But there was one woman who had scales in her house. No one knew why, not even herself, but it is likely she had secured them out of mere curiosity, it being her great failure—as with the majority of her sex. She found that she had received a little less than 18¾ lbs. She was not angry at the loss of that amount of sugar. Had she spilled it out of the bag she would not have thought of it.

But she was annoyed by the fact that the grocer had actually duped her—had received part of her money for nothing. That day she called at his store and in a firm tone—suggesting winter time and ice—asked for her bill, paid it and departed without scarcely answering the remarks of the grocer. She met a neighbor and related the story to her and took the greatest delight in spreading the report that the grocer had cheated her out of a half a pound of sugar. One neighbor passed it around to another, in the course of casual conversations, and that ¼ pound grew in proportions to two and three pounds, and estimation for the grocer sank proportionately.

The grocer did not go broke just then but he was not held in the same high regard as previous to his big bargain sale in sugar. Slowly rumor did its work. That little word passed around, aroused suspicion that he was doing the same in respect to his other articles, and he sank from his high position, as a leading merchant to the level in which it was doubtful whether he was making money or not.

The Grocer is Blamed.

It is strange that anything done by clerks or employes is always blamed against the grocer. All these little things—they are countless in number—mitigate against a business just as little acts of carefulness, thoughtfulness, kindness, gentlemanliness, etc., all help to create a feeling of sympathy for the store and help to build up and cement a strong flourishing business.

What a Mailing List Will Do to Increase Trade

Every retailer, no matter how small or great his business, or how few or numerous his customers, should have a mailing list comprising all the names of those who trade regularly as well as those who trade with him occasionally. For convenience sake it might be well to divide the names of those who are regular customers from those who trade spasmodically, but at all hazards have a complete mailing list.

This can be had at very little cost to the merchant if he will only take time to compile the same as he goes about his other work. For instance if a regular or spasmodic customer calls at the store and the name and address is not known to the retailer, he can easily gain these facts by engaging the customer in conversation, which will make it necessary for him to give up this desired information, and by casually writing the name on a paper at hand the merchant has the information desired without the knowledge of the customer. At leisure these names can be compiled and finally a complete mailing list of the trade is at one's finger's end. It would then be well for the merchant wishing to be real aggressive to get a list of the persons living in his community and who do not trade with him. This will make three lists, which can be used to very good effect if the dealer is so inclined.

How to Interest the Public.

The merchant can use circulars in addition to newspaper advertising to place his proposition before his trade. Those who are trading with him regularly will come perhaps without spending additional money to secure their business. A letter now and then merely to show appreciation would be well, but upon the ones who come occasionally and those who do not come at all he can afford to spend a little cash now and then to open up trade relations with them.

The quotation of special prices, well worded invitations to call and inspect new lines, or old ones about which the customer is not familiar, improvements in the store, special sales in the various departments and a thousand other things can be used as pretexts for writing the trade and every time they receive a letter they either consciously or unconsciously are drawn near your place of business.

There are a great many merchants sitting on their counters and store boxes whittling and complaining about the mail order house stealing their business when these mail order concerns are securing the trade by no stronger process than the ones enumerated here. They simply keep up a line of correspondence with the consumer, calling attention to their stocks in a thousand ways and in this manner keep up a friendly relation between the consumer and the mail order house.

Mr. Farmer is led to believe the mail order people are his friends on account of their friendly way of treating him. Some even form the idea that they would be received with open arms and readily recognized if they were to call at the office of the mail order house, so strong is the fictitious friendship built up between the mail order house and the consumer.

If the mail order concerns can create this feeling among so many thousands of customers, is it not possible for grocers knowing most of the trade personally, and they knowing you to be honest in everything you say and do, is it not possible for you to produce even a greater feeling of friendship between your trade and yourself if you will make the best use of the advantages offered you by these more aggressive methods?

Copy That Brings Results

The Methods of a Successful Retail Advertiser

The Canadian Grocer Prize Winner For Two Consecutive Years Gives His Ideas—Comparisons Between Poor and Effective Advertising — Condemns the Cutting of Prices and Advertising the Fact to Sell the Goods—The Headline Has Much to do With the Effectiveness.

By Forsyth Jr., Dartmouth, N. S.

The question that agitates every merchant's mind is, does advertising pay? Well, it can undoubtedly be made to do so. In a newspaper of a recent date I noticed the advertisement of one of our most up-to-date Halifax grocers, offering delicacies suitable for the New Year's dinner. The space will cost, I have no doubt, $100 per year, and I have no hesitation in saying that the only man who makes anything out of such advertising is the publisher.

Another merchant I know of (not a grocer), comes out frequently with about half a page of exciting headlines followed by a list of prices about half the ordinary price of the goods he sells, and about two or three times annually has a closing out sale. If this man gets any profit out of his advertising I do not think it will be for very long.

Another uses a cut supplied by a company perhaps a thousand miles away, and fills in a few words of his own; the cut would be equally suitable for gimlets, gooseberries or godly books. I do not believe this attracts much business.

Thos. Edison was once showing some person through his workshops and the visitor on seeing several hundred unsuccessful inventions remarked, "Then all this has been wasted." Mr. Edison said: "Oh, no, I now know of several hundred ways not to do it." So the next best way to knowing how to do it is to know how not to do it.

I have been frequently exasperated by ad. critics telling how to advertise. Boiled down it amounted to about this: Get some very low prices on a few lines and advertise them in strong attractive language and watch the crowds come. I have never thought it much

Read our Advs. They are Profitable Reading.
Keep an eye upon Our advertisements and see if you do not find some useful suggestions a change of diet is good and our adv's will suggest many possible changes at no additional cost.
Tongues AND Sounds
Have you used them, a delightful fish diet. Cooked the same as codfish.
9c a pound, 3 pounds 25c.
Codfish
We have some of the nicest Codfish than it has ever been our good fortune to handle.
Have a codfish dinner, meats are far too high and fish is wholesome.
When making fish patties put the fish through a meat chopper. The difference it will make in the patties is remarkable.
Cod per pound 8c.
Rice
We would like to impress upon you the great value of rice as a food stuff. It is highly nutritious, very wholesome and palatable and capable of being prepared in a variety of ways. As a slight inducement to a greater use of this valuable food we are offering
6 pounds for 25c.
Lima Beans
There must be many people who have never eaten Lima Beans or else they would be in much more general use, for to once use them is to appreciate them.
They are about the size of a 25c piece and when properly cooked swell to 3 or 4 times that size. Let them soak over night in cold water and put on to cook early in the morning, let them cook very slowly as they will not break and when soft, drain and serve with butter, pepper and salt, they are most delicious.
Per pound 10c.
Coffee
Our Ground-while-you-wait coffee is a delightful beverage.
Per pound 35 and 40c.
Kindl'g wood
Hardwood
It might interest you to know that you can always get Kindling wood from us. Per 100 bundles 50c.
We also take orders for dry Hardwood.
Per cord $4.50
Hard Tack
So-called more properly No 1 pilot. It is very nice to eat "raw" if your teeth are good, but soaked over night in cold water and fried in pork fat or butter and sprinkled with sugar or Golden or Maple Syrup, it is excellent.
4 pounds 25c,
50c = for = 25c.
We have decided to continue our Jelly sale one week longer.
10 Five cent packages Jelly Powder FOR 25c
Kerosene Oil
We sell Mayflower Oil at
20c per gallon.
A four gallon tin for 75c.
Mackerel
Are you fond of corned Mackerel? We have some beauties. Very appetizing for breakfast or supper.
Per pound 10c
They weigh 1½ to 2 pounds each.
Cabbage
We have just got in some nice cabbage, the outside leaves all removed.
Each 10c.
Kraut
Many people with whom Cabbage does not agree can safely eat Kraut Ours is choice. Try a quart or two boiled with sausage and let us have your verdict. Per quart 5c
Oranges
This is the Orange season, they will not be cheaper this year. You should be feeding your family on this fruit now.
VALENTIAS, 2 dozen 25c.
JAMAICAS, per doz 20c.
" large " 30c.
Apples
Would'nt the family enjoy having a barrel of Apples when they could dip in just when they felt like it? Could you spend a dollar or two to better advantage?
No 3 Bishop Pippins $1.60
No 2 Baldwins 1.60
No 1 Baldwins 2.50
Per peck 30 and 40c.
Fan Matches
You can increase your comfort even in such a trifling thing as the use of matches. We have a match called the "Fan" it lights instantly, no waiting. It gives off no stifling smoke or smell. It is perfectly safe as it can be lighted only on the box. It costs per package of a
Dozen boxes, only 5c.
Oatmeal
Do you ever use Oatmeal for Oat cakes, Oatmeal Snaps or Gruel? We have some that is exceptionally fine and floury, get some and try baking oatcakes
Per pound 4c.
Tea
Forsyth Jr's Famous 30c Tea did not JUST HAPPEN. It is the result of years of careful study by an expert, one who has given his life to the profession. It consists of eleven different teas each one in just the right proportion to make up a harmonious whole, in other words a perfect blend. And you get the result of all these years of training for
30c lb.
If you keep a cow or sheep, hogs, horses or poultry you should feed them on
Pratt's Food,
25, 30, 50c., $2.00 and $3.50 per package.
FORSYTH JR.
The Man Who Makes Good His Ads.

A Good Sample of Forsyth, Jr., Adver tising Illustrating Points Brought out in the Accompanying Article—reduced From Half Page Space.

of a trick to sell 25 lbs. of sugar for a dollar and to spend money advertising the fact that I was doing so only seemed to be burning the candle at both ends.

My object has been rather to sell more goods at regular prices and I believe sensible advertising will do this.

The Objects of Advertising.

Advertising may be roughly divided into two classes :

First—A statement of something that you have for sale that will serve as a reminder to any person wanting the article.

Second—A description of articles calculated to make the reader want or think he wants them.

I enclose what I consider a good example of the first class—a horse for sale. It is as follows :

NOTICE—For sale a horse which is a mare, and is ten years old, weighs 980 pounds and will be sold for 6½c a pound if one purchaser takes the lot. She is a good worker and her faults (if any) will be gladly narrated by the neighbors. Forsyth Jr.

This advertisement did not (yet) sell the horse, but it brought enquiries, which is about all that an advertisement of the kind could be expected to do. It is worded in such a way that a person reading the first line would finish the ad. whether he was interested in a horse or not ; and if he heard a friend enquiring about a horse he would be sure to remember that he had seen one advertised.

But while this will do once in a while for groceries, the second class is more frequently in demand. I believe it is a fact that the great majority of people are living upon a far too limited menu which could be very largely increased with benefit to the grocer and the customer and without very much additional expense. Here is the opening for the grocer. Suggest things people are not using much of and could use to advantage. Suggest ways of cooking them. Practice describing your goods and their possibilities. Read advertisements ; they are the most interesting part of most magazines. When you find an advertisement that grips you, that makes you want to buy something you have no need for, study it. Do not be afraid to copy it ; very few of us are original. Those of us who think we are, are mostly deceiving ourselves, and the next best thing to being original is to know a good thing and to appropriate it to our own use.

Always Mention the Price.

Before you start to write your advertisement, take a good look around your store and make a list of the goods, (seasonable goods) you want to advertise, and then get away from everybody where you can have an opportunity to think. Describe them as well as you can, but do not be too wordy, and don't omit the price—which need not be a cut one.

If you have a good leader to offer, so much the better. I have spent some money upon cuts and have had a good number free from manufacturers, but I rarely felt that I could spare the room for them, always preferring to fill the space with what I had to say.

It is a good plan to note carefully what the manufacturer has to say about his goods. You can frequently get a much better description than you could make yourself. Carry a book in your pocket to jot down ideas that may occur to you, happy phrases and the like. Do not be too economical with your space.

Try to specialize on one line.

READY MADE SHOW CARDS.

"Some one hath said, the staff of life is bread"—you need good butter, too, try ours—you'll want more.

We solve that perplexing problem of 21 meals a week, and something different for each meal.

It makes no difference whether it be vegetable, fruit, or fish, you will find our—canned goods the perfection of canners' art.

Wise buyers think not of what they pay—but of what they get for what they pay—these will satisfy both ways—.

'Twas not evaporated cream that made Milwaukee famous, but our evaporated cream is a mighty famous thing.

These extracts are not the watered stock kind—but strictly pure and extra strong.

Our pickles and olives are a relish for the dullest appetite—even epicures can find no fault with them.

We keep you well—doctors look after you when you are ill.

It's pure, that's sure—that's the reason we offer —— to you.

Yours for perfect health.

We please the palate at popular prices—hence are always busy.

Buy to-day—to-morrow never comes. These to-day, special—.

Appetizing eatables that bring the perfect joy of a contented stomach.

C-B-4-U-Buy—We would rather show you than tell you, then you'll realize what values these are.

Everybody wants the best, our eatables stand the test, try them and see.

The first order recommends the second—that's why we are always busy.

Stirring values in good things—Order early—Order now.

We point the way to better things in food products and save you money, too.

Toothsome, tempting things are always found here—"the kind that tastes like more."

You want the best, not the cheapest.

THE PERSONAL ELEMENT IN BUSINESS.

The personal element is an important factor bearing upon the success of the man who is dealing with the public. The grocer is included in the list, and from the fact that all his business is done with the public, he should be up with those in the front rank. To him, the following talk, which a large business house has recommended to its travellers, and other employes may be applicable:—

You must, of course, know your stock of goods—but yourself—how about that factor in the problem?

You will never do yourself justice as a salesman until in cold blood you have taken stock of yourself. Take pencil and paper to-day and write down in the — and + columns your good and bad points as a salesman.

Why? Because you ought to use your good points to the limit, and begin a systematic campaign on overcoming your faults.

Let's get down to cases. Are you industrious, optimistic, thorough, quick, observant, patient, always courteous, tactful, clear in expressing your thoughts, able to concentrate?

Do you always keep your temper, talk too much or too little?

Do you gossip, exaggerate, or bluff?

Are you loyal to the house?

Now about your health. Can you improve it? Are you sleeping enough? Do you east sensibly? Do you exercise regularly?

Now, let's be brutally frank and talk about personal appearance. Are you as immaculately clean as your job will allow your hands and nails, clothes and shoes to be?

I'm not preaching. This is a chat about an inventory which I take myself periodically, and I never do it without finding that I must keep building up where my defenses have fallen away.—By R.N.S.

Advertising Key-note to Quebec Grocer's Success

Pays Personal Attention to Newspaper Copy—Good Circulars Pull Business if Properly Distributed—Plain Windows Effective, While Well-lighted Night Displays Sell Goods.

"I make no secret of the key to my success in the grocery business ; it may seem curious to you that I should do a business of such volume in this rather poor location, but, when you know how it is done it is not surprising. I have built up my business, held it, and will continue to hold it—by advertising."

There is a grocer in Quebec city who has ideas of his own, and this is one of them, which he related to a member of the staff of The Canadian Grocer not long ago.

He is one of the leading grocers of the province, and his name is Elzear Turcotte.

Mr. Turcotte's name is not unfamiliar to readers of The Grocer, for illustrations of his store, and some description of his methods have appeared ere now, but his ideas on advertising will be new to readers, and undoubtedly will contain many grains of wisdom worthy of consideration by successful grocers, as well as the ambitious who hope to reach the goal.

"When I started here seventeen years ago," said Mr. Turcotte, whose store is on des Fosses and Grant Streets, "there was a large consuming public in the vicinity, but the gradual intrusion of manufactures has resulted in nearly all my old customers moving to other sections of the city.

"I realized when I started that advertising was essential, and I did not hesitate to spend money in this way when I had it. The first year yielded me sufficient to allow of a small investment in advertising and I commenced. I have kept it up ever since.

Attention to copy lc

"I advertise in numerous ways. The daily papers, English and French, I utilize every issue, running generally, a six inch ad, which I find suits my purpose admirably. I give special attention to the preparation of copy, attending to it myself, and endeavoring to tell the public something every time. I impress upon them the fact that they can get the best, and save money, at Turcotte's. In view of the fact that they come here to buy, from all over the city, I believe I am justified in concluding that the advertisements are effective. I do not believe in the policy of letting the newspaperman look after copy unless he does it well. I find that I have to prepare all my advertisements in order to have them satisfactory—I cannot leave the work to my clerks, even much as I would like to.

Circulars Pull Business.

"Periodically I circularize the people residing within a certain radius of the store. An attractive piece of literature, telling a direct story, and offering special inducements, is prepared and sent around. This pays me.

"Another advertising idea which I have found most profitable is through the medium of my windows. You will be surprised to learn that I am not a great believer in artistic displays—perhaps because I have not the time to dress my windows elaborately, for I have ten of them. But I find that I can always sell goods by simply making a display, very plain, but showing just what I have inside. Price tickets on the goods are most helpful, in my opinion.

Night Window Publicity.

"And speaking of windows, one of the strongest methods of advertising, one of the most profitable, and, at the same time, most frequently neglected, is through the use of electric lights at night. Now, every night, as soon as it gets dark, every one of my ten windows is brilliantly illuminated—and the lights are on till there is nobody passing. Day after day I find that people come into the store to purchase goods they have seen the evening previous in the windows. You may have remarked that it is rather dark on some of the streets hereabouts. This was an opportunity for me. My store extends a block in length on either street, and I figured that if this portion of the street were well lighted, through my window lights, people would pass my store in preference to taking the dark streets. This is what they do—and I secure much publicity of the best kind at a very small cost."

Mr. Turcotte keeps thirty clerks busy, and has a delivery system which covers the city thoroughly, and his success makes his remarks of particular value to the merchant on the look out for suggestions that have been tried and proved profitable.

QUESTIONS MERCHANTS WILL DISCUSS.

At the Annual Convention in June of Retail Merchants' Association.

The eleventh annual Ontario Provincial Convention of the Retail Merchants' Association of Canada, will be held in Kingston, Ont., on June 21st and 22nd. With the special act of incorporation passed during the session of Federal Parliament just closed and with the legislation to regulate trusts and combines recently introduced by Hon. McKenzie King, the executive claim they now have opportunities of improving the retail trade of Canada. Future happenings will tell. Among the subjects that will be discussed during the convention are the following:—

"The advantages to be gained by supporting the merchants of your home town."

"How farmers can make their farms more attractive and valuable by co-operating and understanding the aims and objects of the retail merchants' organization better."

"How the local press can be made more valuable to the retail merchants, and why they should support its advertising columns."

"The injurious effect that the bargain counter advertisements of the Toronto dailies have on the growth of the cities and towns."

"The cause of the increased cost of food products from the practical standpoint of the merchant who knows the conditions."

"Why Co-operative Stores are commercially unsound."

Every merchant who has a trade grievance will have an opportunity of presenting it.

The Kingston retail merchants are making preparations for entertaining the visitors.

E. M. Trowern, 21 Richmond St. West, Toronto, is the secretary of the association, and is sending invitations to the various secretaries who will issue a general invitation to their members to be present.

NEEDS TO BE EDUCATED.

Mr. Honey Mooner (at lunch)—"Dearie, there's something the matter with this tea; it's hardly lukewarm."

Mrs. Honey Mooner (apologetically)—"Yes dear, I know; but, you see I couldn't risk having it any warmer. The box was labeled 'Gunpowder Tea.'"

Never forget that every statement you make in writing an advertisement is sure to be tested. A lie is always wrong. It is not even excusable in an advertisement. A lie will be detected, and the house which tells it will be held responsible. There is, furthermore, no sense in lying about your goods. It is not necessary in order to sell them. Even exaggeration is foolish. The very purpose of your ad. is to induce people to come in and look at the goods—and if there is any mendacity they go away not only disappointed but disgusted.

Make the Newspaper Ads. Newsy in Style

Criticisms of Advertisements Submitted, Given by The Canadian Grocer's Ad-Writing Specialist—Place as Much Value as Possible on Any Special Offering — Feature Certain Goods With Their Prices.

By W. F. Ralph.

It is good policy to try to instil news value into retail grocery advertising, and the lines handled in a grocery store readily admit of the introduction of this feature. The stock of a grocery store consists of articles that are used daily by the people and the qualities of which are ever present in their minds.

As an instance of this quality of news interest consider the small ad. of Smith & Ball. In this case the advertiser has utilized his opportunity to feature potatoes at a special price. A special price on a staple article invariably excites the interest of housekeepers. There is nothing else about this little ad. that is particularly attractive, at a casual glance. But the word "potatoes" with an unusually low price attached is, in itself, sufficient to draw the interest of the buyer.

POTATOES 28c

A Bushel

We have a very fine sample of Rural New Yorkers and other brands of potatoes that are equally as good. All sound and warranted free from frost that we are offering at this ridiculously low price for quick clearing. You can't buy at the market at this price. Order a bag by phone 83

Cooking Onions 25c peck
Dutch setts at 10c quart
Potato setts at 10c quart

Here is a Treat for the Working Man

With every 25 cents spent at our store on Friday and Saturday and all next week we will give 3 large herrings that will be enough for a family of four persons. Meat is high so don't miss this offer.

Working shirts and overalls from 50c up. Special Oilskins pants and coats for teamsters and milk route men.

New Florida Cabbage and Celery.

SMITH & BALL

The store that makes good their ads.

Phone 83

An Ad. From a Picton, Ont., Daily Newspaper.

This ad. contains another news feature that does not seem to have been made as much of as it deserves—the offer of three herrings with every twenty-five cent purchase. The ad. might easily have been improved by giving this item a little better display. This could be done by omitting the present headline and the items appearing immediately above and by insetting a rule box. Within the box could be placed the matter referring to the offer with a simple headline like "Don't Miss This."

The item concerning shirts and overalls does not add to the attractiveness of the ad. and these goods could be emphasized more forcibly by forming part of a special ad. devoted exclusively to the non-grocery lines handled by Smith & Ball.

The same firm has submitted a half page Christmas goods ad. which suffers chiefly from being overcrowded and by the lack of any special features, specially displayed. Probably none but those whose time hung heavily on their hands would attempt to read right through an ad. so solidly set. The large space used could have been made much more attractive by omitting one half the lines mentioned and giving the other half better display.

The advertisement of the Good Co., Lethbridge, Alta., reproduced here occupied twelve inches double column, and appears to lack in points of particular interest. The subject matter of the ad. admits of considerably more snappy treatment. To begin with the headline seems a little too long and is rather of too general a nature to occupy the most prominent place in the ad. Suppose the ad. writer took as the basis of his headline the fact that a carload of new goods has been received, and opened up his ad. something like this: "More Dainties From the East;" or, "Eastern Delicacies for your Table." Follow the headline with a brief paragraph something like this:

"Another carload of high class groceries has been received the contents of which awaits your attention in our store. Come down soon and make your selection while the stock is most complete. Just as an example of what we can do to help you in giving your table that dainty variety which is always desired by the bright housekeeper, note this list:"

Then follow along with a selection with names and prices displayed in black-face type.

The paragraphs concerning butter, coffee, tea, vegetables and ice-cream are

Good Quality and Good Service at the Lowest Possible Prices is what you Get at This Store

We have just received another CAR LOAD of HIGH CLASS GROCERIES from the East, consisting of PREMIER CANNED GOODS, all varieties HEINZ'S pickles, soups, olive oils, etc., etc. Gallagher, Holman & La France's Fancy Hams, Bacon and Lard; New Brazil nuts; WAGSTAFFE'S JAMS, JELLIES AND MARMALADE; Fancy Coffee put up in 1 lb. and 3 lb. fancy tins; our Special Blend Ceylon Tea in bulk; and a number of other articles.

The following are a few prices on these fancy lines:

Premier Sliced Peaches in large tins. These are something choice and taste just like fresh peaches. Price per large tin 35c
Premier Raspberries in 2 lb. tins, ea. 30c
Premier Red Pitted Cherries, 2's, ea. 30c
Premier Strawberries, 2's, ea. 25c
Premier Sweet Potatoes, large tins, ea. 25c

HEINZ'S GOODS

Fancy Sweet Midgets, in 10 oz. bottles, ea. 50c
Fancy Chow Chow, medium size bottle, ea. 35c
Fancy Soups, in tins, small size, ea. 15c
Fancy Soups, Tomato, medium size, ea. 25c
Fancy Olive Oil in 8 oz. bottles, ea. 65c
Fancy Olive Oil in 16 oz. bottles, ea. $1.15

GALLAGHER, HOLMAN & LA FRANCE'S HAMS, BACON AND LARD

These are the finest goods we have ever had in the cured meat line. Try a sample order and see what they are like. If you do not agree with us on the quality, you can return them and get your money back. The price is also low when you consider the price that pork is worth now.

Hams, whole, per lb. 25c
Bacon, whole, per lb. 28c
Pure Hog's Lard, 3's, ea. 75c
Pure Hog's Lard, 5's, ea. $1.25
Pure Hog's Lard, 10's, ea. $2.45
Boiled Ham, sliced, per lb. 40c

CLOVERHILL FRESH MADE CREAMERY BUTTER is expected in tomorrow morning. We guarantee every pound of this butter fresh made. Owing to the scarcity of butter and the raise in price by the creamery we will have to charge for the balance of this month, per lb. 45c

We will have other brands, at per lb. 40c

Remember we can only get a limited supply of Cloverhill butter now and in order to be assured of getting it you will have to place a standing order for this butter.

NEW LAID EGGS arriving daily, price per dozen 25c

Extra Quality Coffee in Fancy 1 lb. and 3 lb. Tins

We are safe in saying that this coffee is the finest quality coffee sold in the city and while we charge absolutely nothing for the tins you would have to pay from 25c to 50c each for these tins without the coffee. Every tin is hand painted and they are very serviceable after the coffee is taken out of them.

Price per 1 lb. tin, ea. 65c
Price per 3 lb. tin, each $1.50

Our Special Blend Ceylon Tea

This tea is equal and usually better than tea you buy in packages at 50c per lb. Our price per lb. bulk is only 40c

We are receiving daily shipments of FRESH FRUIT AND VEGETABLES direct from the growers. These goods are always sold at the daily market prices. Remember that we are the fruit men of Lethbridge.

Good's Delicious Ice Cream

is manufactured on the premises in large quantities daily and we sell both wholesale and retail. No order too large for us.

THE GOOD CO.

HIGH CLASS GROCERS AND DELICATESSEN MERCHANTS AND WHOLESALE ICE CREAM

PHONE 525 PROMPT DELIVERY

A Lethbridge, Alta., Newspaper Ad. Reduced Fram Double Column Space.

pretty well written and displayed and could not be improved to any great extent either in appearance or in manner of expression.

Is there a waste of paper and twine in your store or are you using the most economical sizes of both in wrapping parcels?

Customers who are treated in a short and snippy manner by the salesman will be pretty apt to make short and snippy purchases.

Employes Giving Away the Business Secrets

Injuries Caused by the Talkative Clerks — Often Responsible for Losing Good Store Customers—Necessity of Merchants Using Care in Selection of Clerks and of Educating Them Along Scientific Lines.

By W. E. Mantony.

"Talk business," is a business axiom, but there's a right way to talk business—likewise a wrong way.

It's years ago, but even to this day I can never pass a corner grocery without thinking of the man who poured three or four city lots and a couple of houses into one, and the girl clerk who told us all about it. The man was once a farmer, and the farm bought him his city lots. His store was bright and clean—at Christmas time, and maybe once in the spring ; and he used to dun his debtors whenever he needed the money, but not otherwise. A girl clerk with a tongue a yard long often did the dunning.

Evidently on this occasion she felt that in dunning she was sinning horribly against good taste, and that so flagrant an offense as asking for her employer his just due demanded something by way of apology or explanation.

"Mr. Douglas is horribly hard up, you know," she gushed, "and he really needs the money or he wouldn't ask for it. He's had to turn back a couple of drafts already this week, and there's a note to Tomkinson for $210 coming due to-morrow."

The lady of the house expressed her sympathetic concern, coupled with the hope that now the spring was coming on business would pick up.

"Oh, I don't imagine it will," candidly confessed the girl. "Mr. Douglas has never done much business there. It doesn't seem as if the location were good, or something. He's been going behind right along. Why, he's lost three lots and two houses trying to run that grocery. He'd sell out only the stock is so run down, and the business has got to be so small that nobody feels like taking it because it would be just like starting new and building it all up again."

This was just one customer. Imagine that clerk dunning five or ten every day, and gushing in like manner to every one of them. Advertising—well, it just advertised the luckless Douglas into insolvency, whither he was speeding fast enough anyway. For, when all is said and done, the average buyer, odd though it may seem to the casual looker-on, prefers to patronize the successful business man and shuns commercial communion with the failure. It's doubtless, instinct, with a little layer of logic piled on top, the logic being that the grocer who goes into the hole does so because of shoddy methods, and shoddy methods imply shoddy goods.

In a long experience with clerks of all sorts, in all lines of business, I have never met a clerk who approached that one in capacity to divulge to all the world what should be business secrets. Hence, she must have been the astounding exception that, by striking contrast, emphasizes the good judgment which as a general rule characterizes the clerk's words in discussing his employer's business.

The Banker the Only Exception.

Nevertheless, the horrible example is one that every clerk in just beginning should hold steadily before his mind's eye. For every clerk is a putative business man, who may some day, and bably will, conduct business for himself. And one of the first essentials of a successful business is the ability of the Man Behind to keep a straight face and tight-sealed lips when troubles threaten. To his banker in times of financial stress as in all other times he should disclose his business affairs with the utmost frankness, because the banker has interests kindred to his own, can usually advise him wisely, and in any event can be counted upon for secrecy. But the banker is the one exception to the rule.

The average young clerk is enthusiastic. Every day he enters into the possession of new facts regarding the business in which he has embarked and the firm with which he is connected. In his anxiety to pose before his friends as one well informed, the temptation is all powerful to disclose all he has learned each day to admiring friends before he seeks his weary pillow. As rapidly as the mysterious book of business opens before his eyes, he longs to read off everything revealed by its pages to those who are interested in him and his work. The naturally reticent clerk can tell how, time and again, he has confided to some one facts which, a moment later, he would with better judgment have sealed in his own breast. And if the clerk with good judgment experiences and surrenders to the temptation, what must befall the clerk whose judgment is in whole or in part a missing quantity ?

Giving Away Business Secrets.

Down east I knew a young man who held and still holds a job as bookkeeper in a retail store. In a small city the bookkeeper not infrequently does a turn at clerking now and then, and when the monthly accounts are made up trots around town with them —partly for the sake of the airing, partly because there's no one else to do the work. The music of his own voice is dear to this clerk ; and I have known him, after collecting an account or even after merely presenting the bill, to sit down in the debtor's kitchen or parlor as the case may be and impart a wealth of information regarding the accounts he has to collect, the debtors who pay slowly and those who pay quickly, what excuses they give and what is their probable reason for getting behind. If the debtor isn't shrewd enough to infer that his failings will likewise be narrated at the next port of call, then he is far denser intellectually than the average of the great army of debtors, and if he doesn't see that clerk depart with a more or less healthy grouch against the man who employs him, he isn't human.

The fact that where merchants' association collection departments and the accompanying delinquent lists are maintained the information these departments secure is limited strictly to members, should be a pretty good guide of conduct for the clerk who has to do with his employer's accounts. Trade etiquette and the prospect of similar return favors justify one merchant keeping his fellow merchant informed regarding the non-paying idiosyncracies of the people who buy from him, but whether John Smith is a dead-beat or not is none of the general public's business.

It might, theoretically, be better for all concerned were the contraction of debts constituted by law an absolutely public matter, just as are the proceedings of a police court. But the whole trend, alike of legal decisions and of business practice, is in the direction of secrecy.

BRINGING BACK CUSTOMERS.

Perhaps it is a little brightening up that the store needs. Unless watched carefully the interior of the store will become shabby and more or less forbidding. No one likes to purchase goods at a mussy or dirty store, and this observation applies with especial force to a grocery store where a considerable portion of one's food supplies are obtained. Keep everything clean. Keep it bright. Keep it arranged in an attractive way. The extra effort required doesn't amount to much and the effect is almost incalculable. Customers will return again and again to a clean, well kept and attractively arranged store, when they will never go back to one that presents the opposite appearance. The influence of this particular of business is more far reaching than seems possible, and for many years never had any attention devoted to it.

A Score of Practical Suggestions for the Clerk

Leaks in a Grocery Business Which Can Easily be Averted With Closer Attention—Judgment in Buying Counts for Much —Hints on Arranging Stock, Weighing Goods, Sweeping, Etc., Given by a Clerk.

By A. H. Atkinson.

Attention to the smaller details of a business decides to a great degree, the success of the enterprise. Perhaps this is more true of the retail grocery business than any other. At any rate many grocers are daily losing money in ways that might easily be averted if they instructed their clerks to attend closely to the small store leaks and watched them themselves.

Grocers claim that they cannot weigh 100 lbs. out of a cwt. of sugar. As this is one of the most staple articles and as the profit is generally small, much attention should be paid to it. There is a tendency to give overweight, and in many establishments too large a quantity of the sugar is spilt over the counter and floor in the process of weighing.

Sugar should be weighed in spare time so that there will be no occasion to spill any or to give overweight. Sugar, too, should always be stored in a dry place so that there will be no loss on account of the sugar hardening or sticking to the bag.

Another article the clerk should be careful of, is the paper bag; more so as they are given away. The different sizes should be arranged in a rack so that there will always be the required size on hand and that there may be none scattered about the floors. It should always be remembered that goods look smaller in quantity when placed in a large bag, and there should always be a roll of paper of short width in which to wrap the smaller parcels.

If a grocer handles oranges and lemons but does not sell large quantities, always keep them wrapped as they are much more liable to spoil with the wrappers off. This fruit, too, should be placed in a prominent place in the store, so that it will be turned over quickly and if a case of oranges or lemons with some spoilt is received, always pick the fruit over, removing the bad ones, otherwise they will spoil the fruit which they touch.

Care of Smoked Meats.

Smoked meats should always be wrapped in air tight paper as they dry out a great deal if exposed to the air. Keep the surplus stock in a cool place. For cheese, the new glass cheese cases are more preferable than the old upright cases as the cheese will not dry out as quickly.

Inattention to stock causes enormous losses in many grocery establishments. Not only are many articles spoiled by lying a long time on the shelf, but nearly every article in a grocery shop deteriorates with age. Special precaution should be taken to place old goods to the front where they will be sold first.

Goods such as yeast cake that is especially affected by lying on the shelf a long time, should not be opened until the old stock is completely sold out. Be sure and place goods that sell only part of the year in a place so that they will be all sold before their season is over. Judgement should be used in purchasing goods when the selling season

Clerks Should be Careful Where Bottled Goods are Shelved—The Vinegar From a Broken Pickle Bottle will do Much Damage to Goods Underneath.

is about over. It is better to buy a small quantity and sell it all than too much and have part left on your hands.

Scientific Management.

In order to successfully manage a grocery store, a grocer must keep his stock complete and still not overbuy and have goods become old before sold. Buy articles that sell slowly in as small quantities as possible, even if the price is a little more. One can usually get a shipment of groceries in a day or so and it is not therefore necessary to overload. A grocer should keep his stock fresh.

If you keep your sugars and cereals in barrels, always see that the covers are on, as they keep them clean from dust and dirt from the counter. A good cover may be made by tacking ordinary cotton over a hoop that will fit over the top of the barrel.

Any line which is at all liable to leak from the vessel it is in, should be placed on the bottom shelf and away from other goods.

We find that grocers still continue to place meats and butter together in the refrigerator and this in many cases spoils the flavor of the butter. Butter should be wrapped in extra large oiled paper so that it is completely shut off from the air.

Grocers who handle coal oil should take great pains to have it placed by itself so that it will not damage other goods, and to keep it well covered as coal oil evaporates a great deal in a short time.

If package tobacco is handled it is well to always keep a jar with a sponge in it, well filled with water in the case. A juicy vegetable or apple if placed in the caddy with chewing tobacco, will keep it soft and moist.

When goods are placed in the cellar, they should always be put on a platform, as dampness will make wrappers on goods look old and in some cases spoil the goods.

Brooms ought to be displayed brush upward in racks made for the purpose to keep them in shape and so that the corn will not become broken.

Hints on Sweeping.

Another thing to which I might draw the merchant's attention is sweeping—the grocer's daily task. Nothing makes goods look worse or more unsalable than being dust covered. In sweeping the broom should be drawn along the floor and not sprung out in a manner that shoots the dirt ahead and raises the dust. There are also many sweeping compounds made now that make sweeping easier.

Although the smaller items count a great deal, perhaps there is nothing as important as judgment in buying and close attention to the stock.

Keep on friendly terms with your store neighbors. Take time to visit around among them a little. It will pay you in more ways than one.

The politeness of the salespeople in a store ought not to be five dollar or ten dollar politeness, but the politeness that is born of common courtesy.

Where one man has succeeded by sheer good luck ten have succeeded by sheer pluck and in spite of plenty of ill luck.

It is all right to be sociable and chatty with a customer, but be sure you know how much of this to mix in with the business talk without spoiling a sale.

Salesmanship and its Relation to Retailing

The Salesman is Born Not Made Says One Retailer—Development Comes With Opportunities—Methods a Retail Salesman Uses to Sell the Goods—Where the Other Fellow Falls Down—The Value of Judgment and Personality.

By Frank Mather.

Some men are born endowed with brilliant faculties which elevate them to positions impossible to the average mortal.

Music has had its grand old masters; literature too, painters and sculptors there have been whose sublime achievements will perhaps never be equalled. In the development of electricity, it has been the privilege of but a comparative few to fathom its possibilities and to perfect them. In mechanics, in the conquering of the air, in every walk of life there have been the favored few possessing a peculiar adaptability which the rest of men have designated genius.

Salesmanship may be catalogued in the list of arts and its importance to-day may be entirely attributed to the great strides that have been made in business. Recent years have resounded with an unbroken echo of the word 'system' which has wrought amazing changes in business methods and the present century prides itself upon its advancement in this regard.

An Important Link.

But in the completed chain connecting the manufacturer to the consumer, no link requires more careful attention in its forging than that representing the salesman. To-day, perhaps, there is a traveler trying to sell battleships to Brazil; another is selling locomotives in Chili; a third is talking binders in Russia; another is pushing canned goods in Montreal and still another is selling general merchandise in a small store at Hogg's Corners.

A manufacturer said recently that he was at his best in attending to that part of the business but he feared that he would soon be insolvent had he to do the actual selling.

But, while pointing out the important part that salesmanship plays in the great game of commerce this is intended to deal with its potentialities in only one branch—the grocery business.

"The salesman is born, not made," was the opinion expressed by a prominent grocer when asked his views recently. This does not preclude the possibility of a clerk becoming a valuable man behind a counter. If it did grocers would find themselves with but few assistants for the ranks of "to the manor born" salesman are at present not over populated.

Becomes an Early Issue.

Salesmanship sprouts in boyhood. Reverting back to your school days you can remember the lad who always had more trinkets than others. He did not get money from home to buy them for his parents in almost every case needed every cent for household necessities.

The necessity of depending upon himself cultivated and strengthened his natural bent. If he had a knife it seemed to be sharper and more useful than others. Had he an alley it would almost win marbles itself. His tops seemed to spin longer and in fact everything he possessed seemed different to similar articles owned by other boys. He was continually trading and bartering and invariably received the long end of the deal.

The average successful grocer is a fair salesman. If he is not, he deserves commendation for steering clear of the rocks of failure. Realizing the importance of good salesmanship he should impart his ideas to his clerks if only for the selfish reason that his business will be strengthened thereby.

"I first try to get my clerks interested in my business," I heard a merchant say the other day. "The deeper interest they show the more valuable they are. It probably means that they should be paid more and it is also a matter pretaining to themselves for they will secure a closer insight into the grocery business.

"To secure their enthusiasm I take them at times into my confidence. It may be that I will get a good suggestion now and then, but it particularly creates a kindly feeling that must be engendered to build up a strong business."

Actions Louder than Words.

"There is no use in preaching to them. Action count every time. Instead of saying: 'I want you to take as deep an interest in the business as if it were your own,' do things from time to time that will keep the enthusiasm alive and keen.

"I tell my clerks the cost of practically every article and I have found it profitable. For instance a woman asks for butter of a particular kind. Now, if you have another butter that is equally good but which returns you a better profit it is surely worth while telling the customer that it is good butter, that it is a cent cheaper and that she will find it satisfactory. Do not misrepresent. If it is inferior tell her so or don't mention it. Give her the butter she asks for rather than run the risk of displeasing her by not being candid.

"Butter is simply an illustration. It represents almost every article in the store. Don't give this liberty to a new clerk. Wait until you are satisfied that he is worthy of the trust. Once he is allowed to suggest in this way, however, you will find that he will take greater interest because it enables him to test his salesmanship. Suggesting is a practice that should not be followed too often and careful judgment must be exercised.

"A good salesman, however," went on the grocer, "naturally possesses the faculty of judging rightly.

"A customer will be pleased if she finds that she can secure a class of goods that is not of inferior quality but is a trifle cheaper than the kind she has been getting.

"Know your goods. To suggest in the manner referred to demands that the clerk knows exactly what he is talking about. Having satisfied himself he should be cautious. Ask an intimate friend to try the cheaper kind and if opinions agree then it is safe to suggest.

"Some grocers do not tell the cost price to the clerks. I intimated to mine that this was a privilege, and I have never regretted this step, in fact I am satisfied that it is a good one.

Bonus to Encourage Clerks.

"Encourage the clerks. They will appreciate it and it will be an incentive to do better. I have adopted the practice of giving a bonus at the end of the year. It is reckoned according to each man's sales. It helps to foster enthusiasm. Besides it is advisable to hold out a financial inducement. Clerks are only human, anyway, and this is but another form of encouragement.

"I allow the weekly half holiday during the summer months and in the matter of hours I try to be as considerate as possible. When clerks are bringing suggestions to you; when they prevent waste about the store and remain of their own accord after hours or take it upon themselves to keep the windows well dressed you can then feel satisfied that they have the proper interest.

"But to teach them tact, good common sense, patience, cheerfulness, the art of accurately judging a person's character so as to deal with him or her in the right way, is difficult.

"These are natural gifts, but of course must be developed. The true salesman possesses them all.

"Salesmanship is a big broad subject. Why there is one part—I call it hypnotic suggestion—that alone is of utmost importance. Some clerks have the method of suggesting articles with the result that nine times out of ten the original order is doubled or trebled and the customer departs pleased that she was thus reminded. Another clerk tries the same thing and fails. He might even name the self same articles but wouldn't make a sale.

Could Sell Mud at Times.

"I remember talking to a traveler one day on this subject and he remarked, 'There are times when I could sell mud if it were decently labeled.' I was glad he was carrying a good stock otherwise more than one grocer would have suffered for he certainly knew how to sell and he never loaded me up either."

The grocer thus concluded, "To be a good salesman you must know your goods, and know their prices. You should not have to ask some one else; you must love selling them; you ought to feel that you would rather get five or six good orders than have your supper; you must know how to suggest extra articles and know when to stop. Then you are only beginning. After that it depends upon your personality. You may acquire the necessary tact and judgment but without personality the trade will hardly point to you as a natural salesman.

Essentials to Salesmanship in a Retail Store

Handling Various Customers and How to Obtain Their Permanent Good-Will—Knowledge of the Goods Required and Methods of Securing It—The Kind of Salesmanship That Attracts and Sells More Goods.

By H. D. McMullen.

The requisites for a good salesman seem to be practically the same, no matter what line of business one enters.

Recent conversations with men who were pointed out as the two best salesmen in their respective stores, threw a little new light on this large and already much discussed subject.

In the first place there was a considerable outward difference in the methods of the two. The first was a well educated man, with a good address, polished manner and a general talking ability. Perhaps his usual line of conversation would not appeal to the average hard-headed business man, but it must be taken into account that the majority of customers are women, as far as the retail grocer is concerned.

The man must evidently have been a good reader of all the latest "best six sellers," or at least if he wasn't he had read mighty thorough reviews of them. It was not often he spent sufficient time to talk of such matters, but when he did it always had a good effect. He talked well about his goods, and nearly always managed to sell the highest grades kept in the store. He did not sell to so many more customers than the next man, but his customers were of the wealthier class, to whom he evidently appealed, and their orders were worth several smaller ones.

As far as actual working knowledge of the store stock, there were a couple of his fellow clerks who could have given him points and then left him behind. He was there to sell as much as he could, and his performances in that line proved that he was of the stuff of which salesmen are made. He relied on his personality for making customers, rather than on the store, its goods, and his knowledge of them.

True Type of Salesman.

The other man referred to was really the truer type of grocery salesman. He knew just where everything in the store was, knew a lot about the history of each article so far as its manufacture and source were concerned; he even had at his finfers' end recipes for preparing delicious concoctions from his wares. A suggestion here and there from him helped his customer with her buying, and it was all done rapidly yet not hurriedly. There is a great difference, by the way, between these two words. Speed is an essential in a modern store, and yet to hurry a customer is the worst of judgment. Conversation about the weather, etc., have no need of being indulged in. There is plenty of material for the necessary conversation in suggestions as to what to buy, how to prepare it, and any number of other points having a direct bearing on the sale. A customer will think more of the salesman if he shows a thorough knowledge of his trade and has helpful suggestions ready for her than if he attempts to interest her in something entirely foreign to the business in hand. There may be an exceptional man who can make use of such conversation to promote sales but he is the exception, and not the highest type or salesman at that.

Personal acquaintances are on somewhat of a different plane. With them, topics of mutual interest are perfectly in order, but the large percentage of custom is from strangers or acquaintances made in the store.

There are many elements which go toward making a salesman. Perhaps the most important one is to know what you are selling, its price, where it is kept in the store, and its uses. If you know every article in the store well enough to make an interesting talk about it, you have the most important element for your position.

Perhaps the second requirement is a memory for names and faces—know your customers when they enter the store and address them by name, and you have gone a long way toward making a friend and steady buyer.

The ability to talk to the point, which in many lines comes first in the list, is probably not deserving of better than third for a grocery salesman. It is of the greatest service in pushing new or additional items. The man who can convince a customer she wants certain goods she isn't sure she does want is a valuable man to his employer. But to do so he must know the goods, and he must have a knowledge of his customer to a certain extent. Given these three requisites a man should be able to keep his sales well above the average, even if he has only those three.

A Strong Point With Women.

Personal neatness is of great assistance, and in fact the untidy clerk is an unnecessary adjunct in the grocery business. Cleanliness appeals to women in a marked degree, and the man who looks after this detail has a much better show than the one who doesn't. To go into a store and be waited on by a clerk who hasn't shaved for a couple of days, and has forgotten to wash his hands that morning, gives a bad taste to the customer and the poor, inoffensive goods usually take on a suspicious appearance.

Politeness in all things is essential. It is really a part of all the other requisites. A surly, ill-mannered clerk will lose customers for their very fear of having to be waited on by him. No grocery can afford to have a man who does not always show the proper attitude toward a customer.

There is no need of being servile—simply a placing of the customer in the place she should be, that of the buyer. You wish to have her buy. Then it is ridiculous to imagine you will help matters by trying to show that you got out of bed on the wrong side that morning. Ordinary, every day civility is all that is necessary.

Ideas of Others Valuable.

A careful study of one or more good trade papers will always help the salesman. The exchange of ideas carried on

by such a medium gives a new light on an old subject and helps over many an awkward place. There is always something more to be learned about your business. Never forget that. Talk to the older men in the business and you can always pick up some hint that will help.

A general study of prevailing market conditions is a necessity to the ambitious salesman; and who isn't ambitious? Very often such study will enable one to give his employer a timely hint about the prospect of a rise or reduction in price of some article. Remember that no one is infallible. Even the best men in the trade sometimes make mistakes, and the man who saves such a mistake is going to be better looked after than the one who doesn't.

In conclusion just remember that the store's welfare means yours and that anything you do to advance its interests is going to help you and, vice versa, anything injuring the store injures you, and you can't go far wrong.

TURN-OVER ONCE A MONTH.

What may appear to be an innovation in retailing, is the endeavor of H. E. Weldon, Winnipeg, to turn-over his stock as far as possible once each month —twelve times a year. Those who have practised for years a turn-over of three or four times a year until they have made themselves believe that it is impossible to do otherwise, will no doubt be interested in Mr. Weldon's policy. The main part of the management which Mr. Weldon depends upon to carry this out is the buying. Being in the same city with several wholesalers, it is not necessary to order such a quantity of any lines of goods that cannot be sold out within thirty days. As a consequence he buys in small lots, and in this way finds no difficulty in taking the regular discounts, and never allows the wholesaler to have any credit.

Mr. Weldon admits that the complete monthly turnover is not realized yet, but believes that as business grows, and the matter of stock control becomes a finer science, that it can be accomplished.

Because one has always done things a certain way is no excuse for continuing to do them in that way after it has been proved wrong.

Try imagining yourself in your clerk's place and see what kind of an employer you are making. The good employer gets the good service from his clerks.

The service of a clerk must pay a profit just the same as the goods sold must. If you are paying a clerk a salary equivalent to all the money he makes for you, where do you come in?

TEA PICKING IN JAPAN.

No. 1.—Sealing raw tea leaf just brought from the field; No. 2.—Fanning light leaf off; No. 3.—Weighing package of temporary cured tea.

Getting Full Value From the Store Telephone

How it Should be Used to be Made a Profitable Investment—Its Relation to Salesmanship—Should be Attended to Only by a Careful and Capable Person—The Limit Which Must Not be Exceeded—Retailer Predicts Big Future for it in Scientific Retailing.

"Taking orders over the telephone has grown to such proportions in the grocery business that it is admitted one of the most important departments, and as such demands an attendant who will get as much business as possible out of this convenient invention."

J. F. Holloway, proprietor of a grocery store at 1265 King St. West, Toronto, felt that he was voicing an opinion that was shared by the progressive grocers throughout the country when he said that.

"Everybody realizes the rapidity with which the telephone has spread its influence, until to-day we are dependent upon it in countless different ways. In our business it has made itself felt particularly during the past few years, and I believe it is really in its infancy.

"If the rate can be reduced and placed within the reach of the masses it is impossible to estimate the extent to which it will be subscribed for. In any case the telephone is not going to lose its hold on the people and we can take it for granted that the present growth will experience no diminution.

Reduced to a System.

"The adoption of the telephone as a business channel in the grocery trade followed in the natural order of events, although it has taken time to reach its present development," he said. "Every morning at a particular time we telephone to the most of our customers for their daily orders.

"Of course, we make previous arrangements with them in this regard, for some do not wish us to call every day, while others desire two services a day. This is a small matter and is easily adjusted.

Getting Big Orders.

"A clerk calls at the residence of those who are without telephones, according to the long established custom, but I believe that of the total number of orders received in a day the telephone brings in about two-thirds of them. For several reasons customers prefer to 'phone in their orders. Since they are paying for the service they want to get the value of their money from it. It is convenient to them and altogether from their standpoint is, I suppose, to be desired. The telephone having come into such general use it is obvious that the person receiving the orders must be thoroughly capable.

"When a customer sends in a list of goods, there is a great possibility of her ringing off without any suggestion from the salesman of articles she may need. The clerk will ask: 'Now, is there anything else you need to-day?'

"'No, I think not, thank you; Goodbye.'

"In almost nine cases out of ten there are other things she needed, and intended to ask for but overlooked or forgot when asked for her order. It is right here that the possibility of losing business arises. Under the old system your clerk was at the rear door of a residence or in the kitchen, and if he knew his business, it was a rare occasion that the customer remembered when it was too late in the afternoon that something had been neglected. The important point under the telephone system of present day methods is to prevent the customer ringing off before the clerk has suggested articles in the same manner as under the old way on the rear doorstep. If this is not accomplished there is a strong possibility of the grocer losing a certain amount of trade every day from each customer through the telephone system. In that event the new way would prove a detriment to the grocer rather than a boon. Of course, if the customer recalls an article she needed, as a general rule, she immediately phones.

"She should be thoroughly familiar with all the goods in the store, the prices, the quality, etc. She must be tactful—and should possess as keen a sense of salesmanship as any of the clerks."

"But there is still the morning suggestion problem.

Capable Girl Answers Phone.

"With book-keeping systems simplified to a great extent a girl is not encumbered with them and in fact has a certain amount of spare time. For a number of reasons it is desirable that, if at all possible, she should receive the orders. As a first requisite she should possess a pleasant voice.

"There is a quality to particular voices to which one likes to listen in contrast to those which grate on the ear, creating a feeling of aversion. This is a minor point, but details are important in business.

The Gift of Salesmanship.

"If your book-keeper is taking the orders, she should be thoroughly familiar with all the goods in the store, the prices, the quality, etc. She must be tactful, and to get the most out of her position should possess as keen a sense of salesmanship as any of the clerks. When she has obtained an order and the customer begins to think of other things the girl should suggest along this line, 'We have fresh strawberries in this morning at 15 cents,' or 'fresh vegetables,' or 'Do you need any canned goods?' or 'Have you run out of cereals?'

"The right person can cover considerable ground, and do it in such a way that the customer is not bored.

"The clerk should have sense enough to know when to draw the line. But as regards that old time question, 'Is there anything else, to-day?' it should be an unknown quantity, for the usual answer is a hestitating 'No,' which really means 'Well, I can't think of anything just now.'

An Important Question.

"The right person at the grocery end of the line can be of great service both to the customer and employer, and if the office girl is trusted with the work she should be capable. If she is the saleswoman you want, she is worth paying a good wage, for in other positions she would receive a good remuneration and have shorter hours.

"If there were a school to train girls in this work she should be a graduate, although in most cases the business sense is inborn and needs but a little direction.

"The telephone question is certainly an important one and demands careful attention in order that, while the customer is getting the convenience, the grocer will not lose any business.

"There are grocers who receive the telephone orders themselves, but the particular method employed depends upon the individual grocer's personal ideas and doubtless many plans are followed with gratifying results. In any case the question is of such importance that it is worthy of the grocer's most careful attention."

Annual Turnover More Than Thirteen Times Stock

Basis on Which Montreal Grocery Firm Works—Gross Profit Between 20 and 25 Per Cent. With Net Profit About 7 or 8 Per cent.—How the Store and Cellars are Laid Out and the Equipment—Quick Delivery System for Phone Orders —Business Methods Used.

Fourteen years ago two young men, cousins, collected $400 each and using the total $800 as their capital, started a grocery business in Westmount, Que. The start was made in a tiny store 15x30, at 4122 St. Catherine St., which they occupied for only one year.

Little improvement was effected by their first move. The second store was little larger than the first and no better situated. However they stayed there until 1900, three years, and were successful. In fact so much so that when, in that year a chance occurred to buy the fine corner property, 4120 St. Catherine St., 25x110, just opposite their original stand, they were in a position not only to do so, but to build a fine store on it in addition. In the new quarters business grew by leaps and bounds. In 1902 the quarters had become far too small, and it was found necessary by the partners to buy the adjoining lot, also 25x110 feet, thus making the finished store 50x110 feet.

As the business grew it was soon found to be more economical to house delivery wagons and horses in a stable of their own, so the partners acquired a lot immediately back of the store and put up a fine fireproof building 50x50, in which are full accommodation for the eleven horses and seven wagons now used.

As to the firm itself, it is as before stated composed of two cousins, Thomas C. and George A. Dionne.

In a recent conversation with the former regarding their success and to what it might be ascribed, he said that "it was the result of personal supervision combined with careful buying, and a large turnover at a comparatively small margin of profit."

Turnover Thirteen Times the Stock.

Regarding the latter part of this statement he gave the following data: "We carry a stock of only $15,000 and yet our turnover last year was fully $200,000. The largest stock we have in the store during the year is naturally at Christmas, and that was only $20,000, so you can see at a glance what I mean with regard to the amount of turnover. It is a poor month when we cannot turn over as much as our entire stock."

In reply to a question on the margin of sale Mr. Dionne said: "From 20 to 25 p.c. is all we attempt to make on the goods, and we find this gives us net seven to eight per cent. on our annual turnover of $200,000—in other words $15,000 a year.

Their Store Equipment.

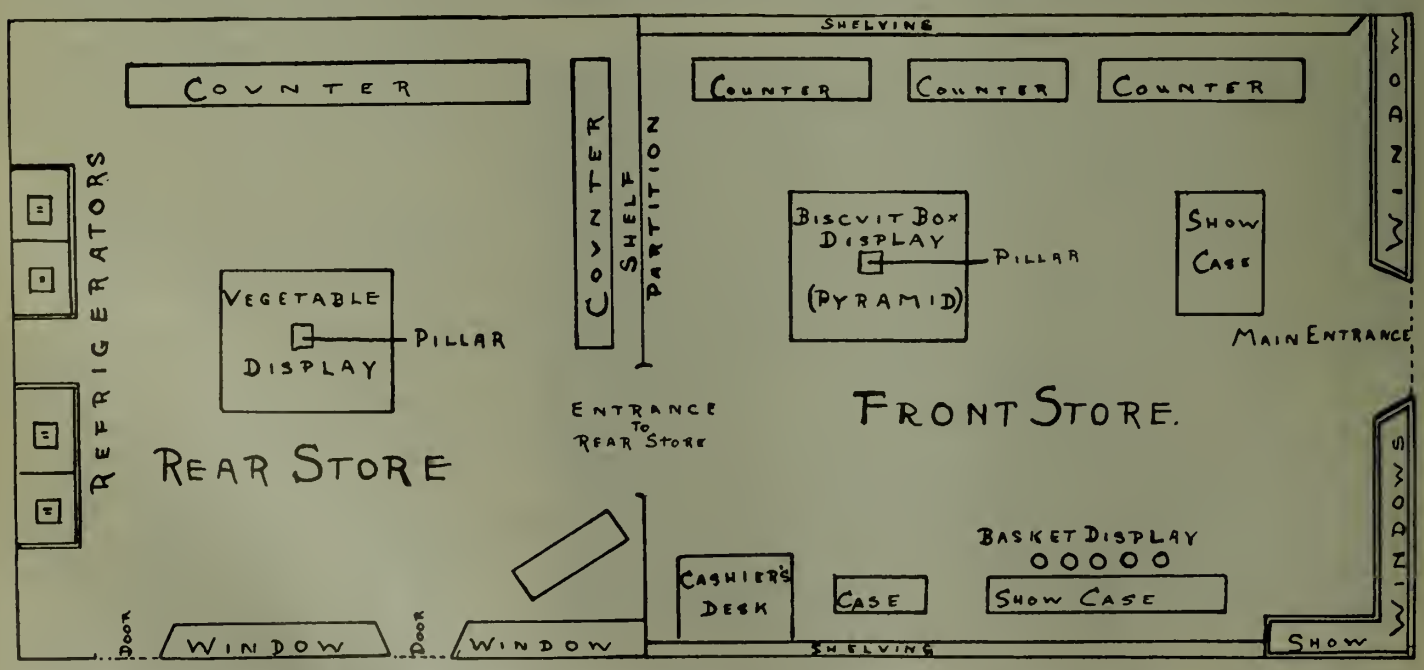
In the beginning of the business the partners had no assistants. All the work was done by themselves. Now they employ a staff of thirty; there are five phones in the store. The horses are eleven in number and the wagons, seven. This is certainly a change from the original $800 start.

A cashier is employed who receives all cash for sales, thus avoiding chances of mistakes among the clerks, to a large extent.

The business, as far as possible, is conducted on a cash or seven day credit basis, but of course, catering to the best class of Westmount trade, it is impossible to insist on these terms, so a good many thirty day accounts are carried.

There are a large number of points about the store which are unique. The most important which strikes an outsider is the roominess. The interior arrangements help to intensify this impression.

Probably the accompanying sketch will show how this is accomplished better than any description. Great use is made of the shelving space, but goods are kept well out of the central part of the store except for one large central display, which is changed from time to time. The scattering of a few show cases helps to give the idea of roominess, and yet with no sense of poverty, or lack of materials for filling up the store. The shelves, loaded with all varieties of eatables in profusion, entirely counteract any such impression.



Front and Rear Store Plan of Dionne & Dionne, Westmount, Showing Relation of Counters and Silent Salesmen to Entrances.

There is an air of comfort and room about the store, which is seldom seen.

Fish and Meat at Rear.

The front section of the store is devoted entirely to the regular grocery trade, while the rear part is a fish and meat market. Most of the vegetables are also sold in the back, as the refrigerating rooms are there.

Of these refrigerating rooms there are two—the one used for meats and fish, the other for fruits, vegetables and butter. They are large, each being 10x10 and are capable of storing considerable of the stock of these articles kept by the firm. The remainder is kept for them by the cold storage concerns.

The Cellar Enlargement.

One of the most systematic and in many ways perfect cellars is under Dionne & Dionne's store, that can be found in Montreal. The rooms are large in the first place, lighted throughout by electricity, and in them everything has its place.

There are two different sections. The one for vegetables and perishables of all sorts is kept in a somewhat colder condition than the other part by the simple expedient of having the two refrigerating rooms spoken of previously, just above it. In this section are arranged bins of varying sizes to hold the different vegetables. They all face the centre of the room and enable the clerk to obtain quickly what he has come for. In the larger cellar everything has its place. Imported goods are in one section, canned goods in another, broken packages of all kinds in another, and so on.

A unique feature used which is seldom seen, is a barrel rack. A heavy wooden stand, almost a partition, is equipped with arms running out like the top arm of the letter K. These arms are so placed that an opened barrel will be held between them and yet be at an angle sufficient to keep the contents from rolling out. They are placed at such a height that other barrels, unopened can be placed under them, which device also places them at just the right height for their contents to be most readily accessible. They are great space economizers, for, as every grocer knows, the barrel is about the bulkiest package in his store room and takes up a great deal of valuable room.

Plan of the Stables.

A word is certainly due the model stables in use by this store. They have cement floors throughout their two stories. The walls are one foot of solid masonry and the doors are covered with heavy sheet metal.

On the second floor are the stalls and fodder. The horses mount by a corrugated pathway which winds up through the central portion, and is wide enough for two abreast. On the main floor are kept the wagons. Windows are plentiful, and there is a light, comfortable, and healthful air about the whole building.

As to the growth of the business, it has been little short of phenomenal. Politeness to any and every customer in the store, no matter what their appearance of wealth or otherwise, may be, is insisted on by the proprietors. Speed is also commended, and suggestions for economies in time are often put forward by the clerks. The general appearance of the store is a matter of pride to both employer and employe and pains are taken by all to keep it looking right at all times.

Up-to-the-Minute Phone Service.

The phone service is a feature. Special wagons are kept for phone orders and prompt deliveries insure satisfied customers. The five phones are busy most of the time. Energy and push are self-evident factors in the store's success. In that atmosphere a customer unconsciously feels that it is not fair to waste the clerk's time, and thus selling is greatly facilitated.

Staple Articles Handy.

Those articles, such as tea, sugar, coffee, etc., which are included in most orders are placed right at hand, while articles only called for at longer intervals are relegated to the less accessible shelves and bins. In this way much time is saved, and time is money to every grocer.

The windows, seven in number, are always kept neat, and good displays are made, though so far this has not been followed up as some grocers do. The truth is there are few experts in window dressing among modern grocers, and it takes an expert to continuously keep up original and striking displays. "Failing to get the exact man we want," said Mr. Dionne, "we encourage the clerks to think up ideas and then put them into our windows.

"By this method we obtain a number of good windows, which we change as often as possible."

Altogether it is a pleasure to enter a store where system and courtesy walk hand in hand as they do in the store of Dionne & Dionne. At the present writing they are paving the way for further enlargement by buying the lot directly back of the store, thus making a lot of 50x190 feet, which gives them plenty of room to expand.

The first annual trade excursion of the Buffalo Wholesale Merchants' Association was held recently through many cities and towns to the south and east. It was designed to enable the heads of the wholesale firms in Buffalo, which deal with retail merchants of the cities visited, to get into direct touch with them. Souvenirs were passed around all along the trip, and by seeing their customers in their home towns under natural conditions and talking to them personally, instead of through a third party, the wholesale merchants considered they were better able to understand and appreciate the local business. Over twenty-five cites were visited and nearly 400 miles were covered in the trip. The wholesalers were well pleased with the trip and cordial relations were established with their customers in the various towns and cities.

THE TAX ON PEDDLERS.

A Brandon, Man., Grocer Thinks It Should Be Greater.

By Geo. White.

A peddler is a man who pays a mere pittance to the community for the right to sell goods to the consumer. He calls from house to house, carrying a few lines of goods that have a good profit, having no stock of any account, and very little capital invested in the business. At times he cuts the price on the storekeeper.

A peddler does not meet all the wants of consumers, whereas a merchant does meet their requirements. A store adds to the value of the real estate in the vicinity in which it is established, because it meets the immediate wants of the consumer; the merchant is there at reasonable hours to supply those wants, thus he is a much greater benefit than the peddler.

Then why should he have to pay more for the privilege of doing business than the peddler? In general the store stands for the public interest and the peddler for his own sole interest. Consequently the peddler should pay a tax in the community according to the business he does. If he does not handle as much money as the store keeper his profits are greater because he has little expense, and he has the same chance, if not a better one of doing business with the public as the merchant. Therefore I claim that considering the chances of each for doing business the peddler should be taxed the same if not more than the merchant.

I do not believe it is right to let "foreigners" have a license to peddle through our country and get all the information they want about it — which may prove detrimental to our interests in general. The information they gain in this way is often worth more to them than the profit they make on the goods they sell. No doubt peddling is a great source for getting information.

Talking Up and Selling New Lines of Groceries

New Brunswick Merchant Uses His Shelves as Salesmen—Makes a Window Display When New Goods Arrive—Store Plan to Aid in Giving Good Service—Package Goods Opened in Basement—No Foodstuffs Left on Sidewalk.

"I believe in making my shelves do duty as salesmen and consequently I keep changing the stock around at frequent intervals, so that my customers will not always see the same goods when they come in. When I get a new line, I usually put a display in the window at once, and then, if it is package goods, I keep them in a prominent position on the shelves in the front of the store. When the demand seems to be falling off I shift them to the rear and replace them with something else."

This was the substance of the reply made by Walter Gilbert, proprietor of Gilbert's Grocery, St. John, N.B., when asked what system he adopted in placing the various lines of goods that an up-to-date grocery has to handle in these days.

Mr. Gilbert insists on his clerks bringing to the attention of customers every new line that he purchases. He tells them to take pains to show goods but not to attempt to force sales. Often some lines will be shown to customers with no apparent result until some days have elapsed. Then there will be a call for "that new stuff you were showing me."

This grocer does business on the principle that one can never tell when seed judiciously sown may bring forth fruit, so he keeps on sowing.

St. John has many fine grocery stores and Gilbert's is claimed to be one of the finest. It is about 35 by 40 feet, situated on a corner in the business section of the city. It has five good sized show windows, which are always neatly trimmed, a tiled floor, fixtures finished in mahogany with scrollwork at the top and marbelized glass panels dividing the different sections.

The ceiling is finished in mahogany with large square panels of marbelized glass and when the lights are turned on the effect is striking. Silent salesmen showcases, computing scales, machines for cutting cheese, ham, bacon, etc., a cash register and two telephones, are utilized in carrying on the business.

Packages Opened in Basement.

There is a large basement and a warehouse at the rear for handling heavy goods. All package goods are taken into the basement through a window from the sidewalk and are opened below. There is an entrance to the basement from the centre of the store, though this entry is artfully concealed by a large fixture with shelves at the sides and a table top.

A small room back of the main selling counter is utilized for storing delivery boxes and it proves a convenient arrangement. The office is situated upstairs in the warehouse at the rear with a window overlooking the store so that anyone there can see all that goes on in the store.

Mr. Gilbert employs three lady clerks and one man in addition to the teamster. He has two telephones so that customers can get in communication with the store at almost any time at short notice.

By a systematic arrangement the delivery of goods is carried out with little delay after an order is received.

No Goods on Sidewalk.

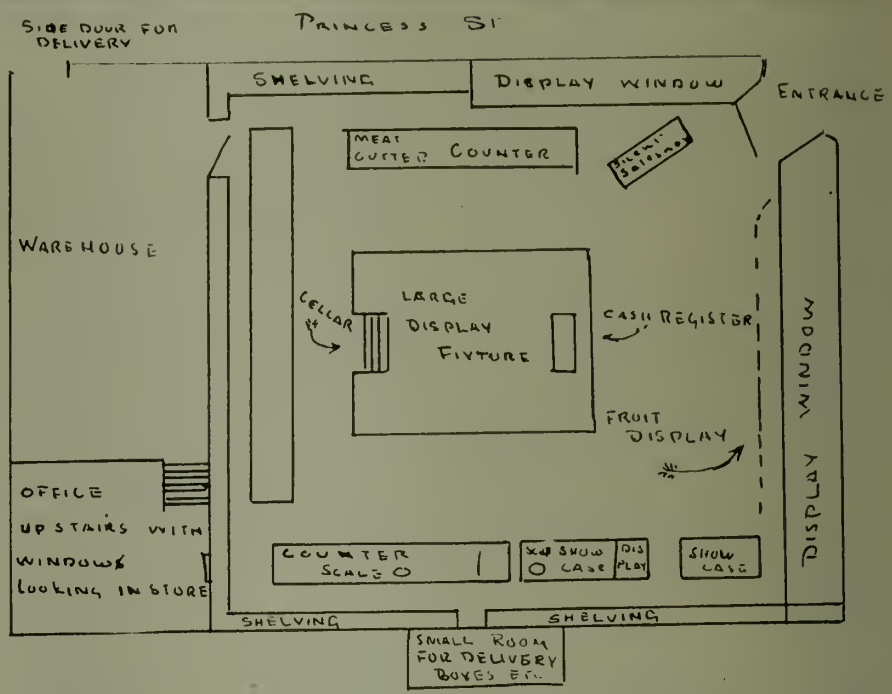
Mr. Gilbert is strongly opposed to the practice of displaying goods on the sidewalk in front of the store as he claims it does not help sales but rather hinders them owing to the untidy appearance of the goods after they have been exposed to the dust of the street for a time.

He believes in changing his window displays frequently and also in having attractive advertisements in the local papers. He watches for the arrival of The Canadian Grocer each week and says he gets many helpful suggestions from its pages.

J. J. Higgins, known as "the man from Seattle," said:

"We have a blackboard in our meeting rooms and when we have time after our sessions, I make it a point to get up to that board and do some kindergarten work. The points we try to bring out are the cost of doing business, the shrinkage of goods—a point many grocers forget—and then we get at it. We find the average cost of doing business is 17 to 18 per cent. A great London statistician has found that the average cost all over the world is 18 p.c. The reason the great department stores and chain stores cannot put the small retailer out of business is that they cannot cut down this cost of doing business. When you know this cost and the percentage of shrinkage we can find what the profit is and the system is most helpful.

"It requires intelligent co-operation to get the best results. The trade press has done much to bring about such a co-operation. Remember in this organization we are only trying to eliminate some of the savage features of warfare. On the Pacific coast we strive only for the trinity of interests, the retailer, jobber and manufacturer, and our plan has done much to restore the proper relationship between these factors."



Plan Showing the Lay-out of The Gilbert Grocery Store, St. John, N.B.

FIGURE IT OUT ON BLACKBOARDS.

At the convention of National Retail Grocers at Springfield, Ill., last week,

Self-confidence is a quality that is desirable and necessary in making a business success, but don't get it mixed up with that self-satisfaction which is a vastly different thing.

The Relation of Store Architecture to Service

Ground Plan of a British Columbia Store Built With a View to Paying Scientific Attention to Customers—Necessity of Having Some System When Building—Business Often Depends on Store Site.

The grocer who uses science in retailing must have a conveniently laid out store. He must pay attention to store architecture when he decides to build or if he purchases he must rearrange his counters, office, store fixtures, etc., to obtain easy access to the goods he has for sale and more particularly to those which are in the greatest demand.

Time and attention should therefore be given to the designing of the interior of a new store which is intended to be utilized by a grocer who desires to be up-to-date and practical.

Every detail should be carefully thought out in order to produce an interior which will provide convenience to give satisfaction and the finest service to the general public.

A western Canadian store which was planned with the express purpose of giving the best possible service is that of The Saunders Grocery Co., Victoria, B.C., the ground floor of which is shown herewith. It was built in 1890 on the same site on which the first Saunders store was erected in 1866.

The present block including this store is constructed in a substantial manner of brick, stone and cement dressings. It is two stories high and there is a deep, dry cellar under the whole block.

Choosing a site for a store is also an important matter. That of the Saunders Grocery Co. is an ideal one, fronting on Johnson St., within two blocks of the railway depot. The thoroughfare passing it is an exceedingly busy one but the side street as shown in the illustration gives every facility for unloading heavy goods direct into the warehouse.

Casks, etc., can be taken into the yard, unloaded through the back doors into the storage room and taken by hoist to the floor above.

In the warehouse everything is in order as well as in the store. There is a wall shelf for surplus goods and a box enclosure a foot from the floor and 6 feet high for cereals, fitted with sliding doors. Toilet rooms are also located there.

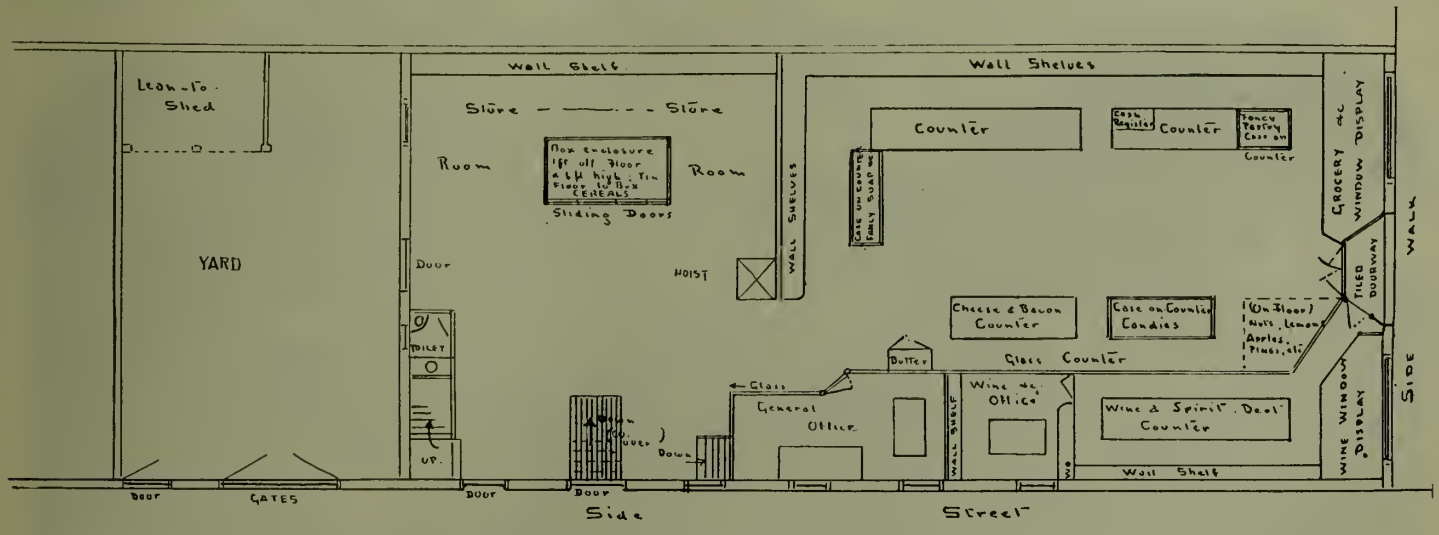
Store Interior Lay-out.

The store proper has two large show windows along the front, separated by the doorway, the floor of which is of tile. To the right are two counters 16 and 20 feet long respectively, the first containing a glass pastry case and a cash register. At the end of the second counter and at right angles to it is located a show case for fancy soap. Wall shelves surround the whole.

On the opposite side are cheese and bacon counters, confectionery counter, butter refrigerator, wine and spirit department, wine office, and the general offices.

The store including warehouse is about 96 feet long and 40 feet wide. With the yard at the rear the total length is about 120 feet.

Chief of all the features are the conveniences supplied which tend to give a service that every customer will appreciate.



Ground Plan of The Saunders Grocery Co.'s Store, Victoria, B.C., Built to Give Rapid Service.

The Saunders Grocery Co. believe this to be one of the necessities of store architecture if customers are to be held by scientific service.

FROM MAKER TO RETAILER.

At the recent convention of the Ontario wholesale grocers, a number of resolutions which had been passed at a previous meeting of retailers were submitted to the wholesalers. One was as follows: "That it is the opinion of this meeting that it is not in the best interests of the grocery trade that some few retail houses should have the right to purchase in large quantities direct from the manufacturer and that this privilege be not allowed to all."

Objection to a portion of this clause is raised by Colin McNab & Co., of Dartmouth, N.S. "We believe," they state, "that all dealers should have the right to purchase direct from the manufacturer, provided their orders are large enough. The word privilege should not have been used in the resolution. We believe, however, that if the manufacturers continue to protect the jobbers they should see to it that the retailers have the same protection and should not allow firms that buy at producers' prices to retail to consumers.

"This practice prevails here and is very unfair to those who are denied the right to purchase at the low prices given their competitors."

If you have any of the high and mighty kind of clerks who treat a customer as if they were doing her a favor to wait on her let them work for some one else.

Scientific Methods Used in Store Arrangements

What a Large Halifax Company Has Done in Equipping Their Grocery Store According to the Latest Business Ideas—Reducing Service to a System at the Same Time Securing an Arrangement That Pleases and Attracts—An Interior in Harmony.

Science in the grocery business!

Examine the accompanying reproduction and try to contrast it with an interior of one of the pioneer stores. You may remember one of the typical general stores, but if not, a good idea may be formed by recalling some of the features that were described by our grandfathers. There are store in existence, which are but little better than those of pioneer times.

Vast improvements have been made in recent years, and throughout the country are to be found many stores which are thoroughly modern and are keeping pace with the general progress of the age.

The illustration shown herewith portrays the interior of the grocery store of T. F. Courtney & Co., of Halifax, N. S. It is scarcely necessary to emphasize the good taste dominating the entire arrangement. It is not only pleasing to the eye, but it is serviceable and this combination is the keynote of store interiors to-day. The floor itself is about perfect. It is of hardwood throughout and firm underfoot. There is no tripping over knotty and uneven surfaces. While it may be said that the floor is really a secondary consideration, yet the whole effect of this interior would have been lost if the floor had not harmonized. A glance at the ceiling bears out the same idea. A good setting has thus been secured and the silent salesmen, steel chairs, and other handsome fixtures are in perfect accord with the general interior. The combination thus harmonizing brings out the best results, which would have been entirely lost had the ceiling been left bare.

Exterior View of T. F. Courtney & Co.'s Store, Halifax, N.S.

A glance at the illustration at once suggests a completeness and compactness

The New and Commodious Store Interior of T. F. Courtney & Co.'s Store, Halifax, N.S.

which is admirable. Attention is direrected to the silent salesmen, one for confectionery, the other for fancy soaps; also to the auxiliary shelving and the fancy biscuit and dried fruit display receptacles on the right of the picture. The shelving and the arrangement of the articles displayed thereon all around the store is a feature.

On the left hand side are noticed computing scales, cash register, refrigerator, demonstrating counter, and the system of compact containers, which also display dry fruits, biscuits, etc. These are behind the counter on the left. The counters themselves are attractive and rather ornate. The lighting system has not been neglected, and is a feature of the store, at the same time corresponding with the general good taste displayed. An electric coffee grinder, which grinds a pound of coffee in fifteen seconds is among the fixtures. The office is on the right hand side in a convenient position, and is not an obstruction to business. The owners take great pride in their business and enjoy a large patronage.

Fish and Meat Departments Separate from Grocery

Plan of a St. John, N.B., Store Designed to Give Adequate Service—The Fixtures Include Show Cases, Cash Register and a Large Glass-front Refrigerator—Delivery Yard Paved With Asphalt—Location of the Office.

Designed with the view of affording the best facilities for carrying on a general grocery, meat and fish business, the store of Vanwart Bros., at St. John, N.B., seems to meet all the requirements. The grocery department is bright and roomy with everything conveniently arranged for quickly catering to the wants of a varied class of customers. The fish and meat departments are located in an adjoining store with a separate entrance from the street and a connecting passage between the two stores.

In the grocery store the windows are low and narrow and a good opportunity is afforded to make an effective display. It is the policy of the proprietor to have changes made in the windows every few days so that passersby are always seeing something that suggests itself to them as desirable to take home. The counters are neatly kept and the showcases are attractive.

A feature of the store arrangement is the large number of pyramid displays of package goods. The sides and rear are banked high with nicely arranged showings of canned goods, cereals and bottled goods.

Flours and meals are all kept under cover in specially built receptacles, a glass case is provided for bread and the office is so situated that anyone working there can see all that goes on in either store. A cash register is placed in a prominent position.

Has Plenty of Light.

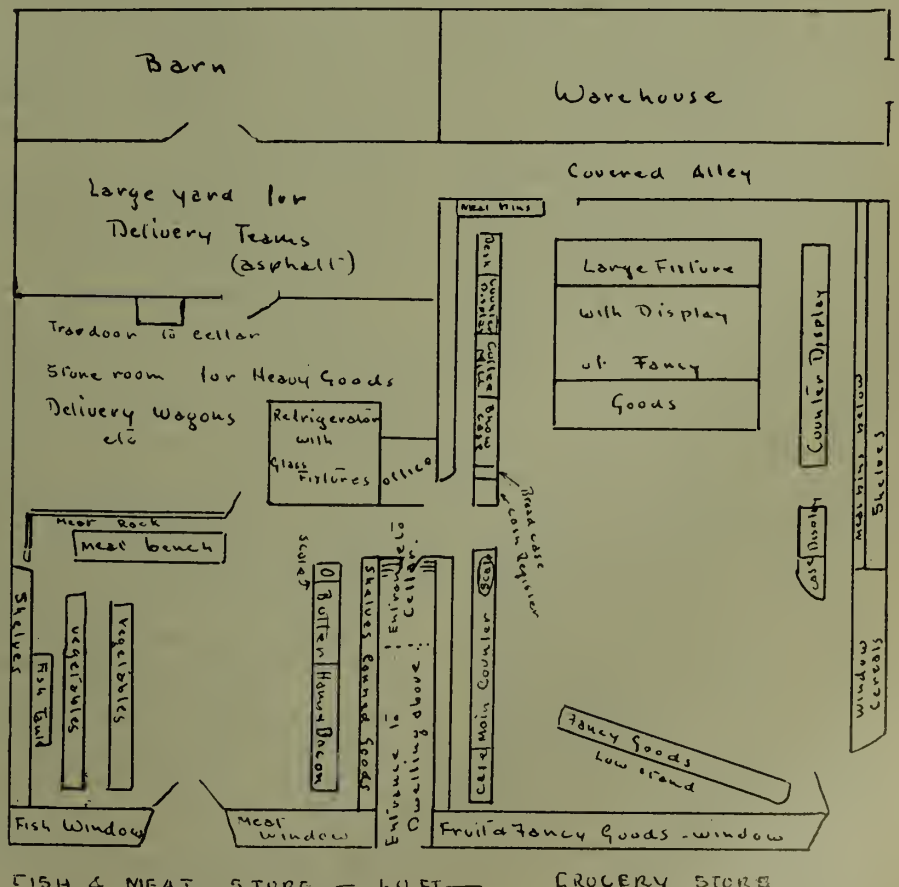
At the rear of the meat store there is a large glass front refrigerator and back of the stores is a large covered alley and yard with asphalt floor for delivery work. There are five large plate glass windows at the front of the store and one on the side.

The proprietor is John W. Vanwart, who succeeded to the sole control of the business on the death of his brother some years ago. Mr. Vanwart has been honored by his fellow citizens by being six times elected as alderman for Dukes Ward and in his capacity as such has had the control of the department of public safety, which comprises the police and fire departments, street lighting, leasing of city lands, etc. He has shown marked ability in this work, giving to the service of the city those qualities which have made for his success in his own business.

Takes the Cash Discounts.

He is a shrewd and careful buyer and believes in taking advantage of all cash discounts. He attributes his success to strict attention to business and careful and courteous treatment of his customers.

The accompanying plan of the stores gives one an idea of the systematic layout and the neat appearance of the premises.



An Example of a Carefully Planned Store With a Section Set Apart for Fish, Meats and Vegetables.

HOG EFFIGY IN THE WINDOW.

John J. Cocks, grocer, Peterboro, Ont., had a unique window display last week to advertise his lard and bacons. An effigy of a whole hog, life size, was shown in the centre facing out, and this gathered crowds. It was pale pink in color, with dark spots on the body. The mouth and head both moved by clock-work, which could be wound up on one side of the hog.

Bookkeeping Details Necessary to Buy Carefully

Vancouver Retailer Uses Printed Matter Showing Records of Former Purchases, Market Reports, Firms Selling Various Lines, Former Prices, Etc.—Valuable to Know Stocks Carried by Competitors—Daily Store Sales Itemized—Get All Orders in Writing.

"Quick decisions must be made in successful buying," declares a Vancouver retailer, "with very little preparations for the actual conditions which call for them."

Continuing he said: "To decide in this emergency the general business knowledge comes in.

"Of course, there are mechanical accessories that should be used. These include printed matter showing records of former transactions and prices, trade paper market reports, lists of firms dealing in the various lines, the sales in one's own store, and the goods on hand in a particular line. These are the main points the successful buyer must make use of in renewing stocks.

"An additional item, rather harder to obtain, but useful in many ways, is information regarding the stocks carried by competitors. With this information at hand, the proper systematized forms to work with, and the brain commanding it all, the buyer will undoubtedly succeed so far as his buying is concerned, unless something unforeseen like a bank failure or uninsured fire occurs to overthrow his plans.

"Take for instance the printed matter necessary; there should be a list from day to day of all articles bought, from whom, and the price paid. I use a regular purchase book such as all stationers carry, for large orders, setting a certain figure as the dividing line, and a petty ledger, pocket size for all smaller ones. This system enables me to tell almost at a glance the last price paid, the corresponding price of the year before, and all data connected therewith.

"In a memorandum book I carry all the daily figures of my store sales, itemized as for instance:

Sugar	GRANULATED—	200 lbs. @
	POWDERED—	500 lbs. @
	LOAF—	100 lbs. @

"These figures are simply to give an idea of the style of bookkeeping and are entered daily. It is easy to see that a falling off in any one line would soon be apparent, and the cause could then be found and remedied.

"Also the stocks in the store can be readily figured out and new orders placed when deemed necessary.

All Orders in Writing.

"In giving an order it should be on a blank form. There should be no "taken for granted orders" given, as sooner or later there will be a dispute arising and it will leave either one or both parties to it feeling that they have gotten the worst of it. Remember that there should never be friction between buyer and wholesaler, or the mutual distrust and dislike is bound to grow and cause loss to one or both. It is on that rock that so many grocers, who started out well, have split.

"Good feeling between the buyer and the firms he buys from is an essential. The better the feeling, the more chance of success for the buyer and his firm.

Gain in Talking Discounts.

"Let us suppose that an order has been placed. The terms are 30 days net or 2 per cent. off for cash in ten days. Now that 2 per cent. does not look very big to the grocer, but suppose you renew that order in a month. Let us say you renew it eight times during the year. Eight times two equals 16 per cent. which you are making on your money, four times what any bank will pay you.

"Doesn't it look like good business policy to take a present of sixteen per cent. when it is offered you? Of course, capital is necessary to take all discounts, but if your business has been organized in proportion to capital you should be able to pay it. Even borrowing money from a bank is preferable to the loss of that two per cent. It is in just such things as the foregoing that the big grocery successes of to-day are made.

"There are only two courses open to the buyer in his end of the business. The one is to buy for cheapness, the other for quality as the chief consideration. A combination of the two will not work out. People go to a store either for one or the other and the class of people to whom the former consideration appeals are entirely different in the majority of cases from those to whom the latter is the drawing card. A grocer, to succeed, must hold his customers, and if the classes are different he must not lose the trade of the one in trying for the other. Quality ought to be the ideal consideration in buying. It takes a little longer to work up this class of trade, but it is more permanent, pays a better profit, and brings the best class of trade to one's store. People will soon forget the price if the goods are always of the best.

Buying Goods in Season.

"Seasonable goods must be taken seriously into account. The buyer who secures the first of the new crop of any product produces good advertising material for that department of the store, as well as a better margin, in most cases, than he can obtain for later goods.

"The buyer must receive backing by judicious advertising. If he sees that some particular line is going too slowly, he should have thte assisance of some judicious daily paper advertising to lower stocks. In fact, he should act as a thermometer for every line of goods in the store. In the first place he is responsible for the goods being there, and must show that his judgment is justified by disposing of the goods within a reasonable time. Technically the sales manager should be responsible, but too often the buyer gets the blame for overbuying. Of course, in the smaller stores they are one and the same man, but that does not change the situation in the slightest.

"Finally a yearly summary should be compiled from the data heretofore mentioned and from such a summary the weak points can readily be weeded out or strengthened, and the whole buying results of the year tabulated in such shape that they form an excellent guide for the following years. It takes more than a year to build up one's buying system, but an early start saves just so much time, and time is money now-a-days.

Price Book Keeps Close Tab on Goods Bought

This Will stop One Important Leak That Leads to Failure—Necessity of Knowing Amount of Goods Puchased for Special Holiday Seasons and How to Know it—Value of Booking all Orders Given.

By G. W. Brock.

There should be no guessing when it comes to buying and selling.

A merchant should be absolutely certain about these two quantities for on them depend practically his ultimate success.

But it would surprise a great many merchants if they were told that their knowledge of both, or rather lack of knowledge of them, was tending to their ultimate failure.

Yet at the present time there is a large percentage of retail grocers in Canada on the road to failure. Why? Simply because they do not keep close to their businesses—they are not fully acquainted with the best methods for buying and selling.

When I was in Toronto about a month ago a wholesaler told me that 75 p.c. of the retail grocers in that city were not making the business profitable. Whether that is true or not I do not know, but I do know there is a fair percentage of the trade in Canada not yet on "easy street."

Buying can easily be systematized. For instance a grocer can keep track of his purchases for special seasons of the year, as Easter, Victoria Day, Thanksgiving and Christmas. It may cost him or his book-keeper a little extra work but not much, and it means dollars and cents to him.

What is the use of buying goods for special occasions which are not sold in the proper time? It frequently means that the surplus goes to waste or the price is cut to get it off your hands. In such a case a loss is usually experienced.

Then again, why not have enough goods on hand to supply the demand from your customers?

The man who knows what he is doing—who works on scientific methods—is the man who makes the success.

Value of the Price Book.

Christmas is the best selling season of the year. To know what quantities of Christmas goods which have been bought and sold from year to year is worth much to the grocer.

This can be easily and accurately done by means of a price book. In this are kept the names of the various articles purchased with the description, the date, source, quantity, cost, freight, gross cost, and discount, if any. If the book is ruled somewhat similarly to the page suggested by the accompanying cut the various items can be kept track of with little trouble. The articles should be mentioned in alphabetical order beginning with such goods as apricots, apples (canned), etc.

For a large store a book will last a whole year or more and no more than one page will be scarcely ever be needed for a single article, unless very frequent purchases are made.

By keeping such a book the merchant knows at once whether a traveler is quoting him a higher or lower price than that given by other wholesale houses. He knows just what quantity he bought on a certain date and how long it lasted. He has the gross cost and discount if any and in this way can figure out his best source of supply for each article he purchases.

Keep Track of Orders Given.

When a bill of goods is bought from a traveler, the grocer should always keep a list in a special book. As the traveler usually makes a duplicate on his order-pad the retailer can often secure a copy from him—all he then has to do is to paste it on a page on the special "Purchase Order Book."

The heading of a page of this book should contain the grocer's name or his firm's name; the date and dotted lines introduced like this:

Bought of .....
Address ....
Sold by .....
Ship, Express, Freight .....
To be Delivered .....
Terms ....

Beneath this heading and separated by two ruled lines there should be columns ruled with horizontal dotted lines under the headings: No.; article; price.

When the invoice comes the goods may be checked; the grocer can look up the order in case of dispute at any time and find from what traveler and wholesale

PRICE BOOK

Prunes

Description	Date	From	Quantity	Cost	Freight	Gross Cost	Discount
	1910						
California, 60-70	Feb. 25		4 cases 25#	.07 — 7.00			
French							
California							
French							

A System Which Will Prevent Over-Stocking on Staple Lines of Groceries.

house they were purchased and the terms. This, too, is a cue for him to go by in giving future orders and buying stocks of new goods.

Again I would advise retailers to take all possible pains in buying; get acquainted with goods and prices and know what stock of any line can be turned over in a particular time or during some holiday season.

The memory cannot hold all this. Get it in black and white.

Knight of the Grip Observes Causes of Failures

Refers to Scientific Methods Which Have Been Neglected and Which Resulted in Losses—Clerks Who Took Over a Business and Failed—Over-stocking and Neglect to Take Discounts.

By F. O. R.

It is an easy thing to criticize, and any one is capable of telling the other fellow what he ought to do. The test comes when the opportunity arrives to put the ideas into action and I am thoroughly sympathetic with the man who honestly tries to make his theories practicable.

My experiences on the road have taught me however, that such ideas that I wish to refer to have been worked out and it is for that reason I do not hesitate to mention them.

A few years ago two young clerks who had been in the same employ for some time concluded that they would buy out their employers, and run the business for themselves. They only reasoned that their employers made it pay and they could do the same; and without further counting the cost or taking stock of their own capacities plunged into the business.

While they were clerking under their employers, they were mere machines and failed to learn the business—no doubt a fault of the employers. They were carried away with the idea of "easy money" and the glory of being "your own boss," and the hard-pan upon which every business must be built was never struck until about a year later when the bailiff took command.

Buyers at the Theatre.

I called at the store a few weeks after the young men took charge of the business and was told by a seemingly incompetent girl behind the counter that Mr.———, who did the buying was at the theatre that afternoon. On other occasions also I found the men all out, and apparently no interest was manifested in the business.

In addition to this lack of proper control was a weakness in judgment which lead the young employers into needless expense. When they purchased the business and equipment, they were "far-seeing" enough to know that it would be foolish to buy the safe which was in the office of their old employers. It was interesting to note however that within six weeks they purchased a new safe, paying twice the sum the old safe would have cost.

Overstocked and Missed Dicounts.

These are instances which show how absolutely unfit these men were to manage a business. And this unfitness worked itself out in every detail of the management, and was perhaps more pronounced in the manner in which they overstocked with goods, and failed to take their discounts. These men were bound to fail and fail quickly, because of the weakness in every part of the business. But they would have come to grief, just as many others to-day are approaching inevitable collapse, has they been weak in only a few particulars.

One of the outstanding and most regrettable features of the weak grocery business to-day, is the one I have just mentioned—overstocking and disregard of discounts. It has been so for many years and perhaps the wholesaler and manufacturer is partly to blame. Competition compels the travelers to get all the sales he can, but it is not necessary to overload the merchant, and I am sure that no traveler can conscientiously wish to overburden a grocer. It is much better to buy in less quantities and more often. This is the only remedy for this serious malady in the retail business. The merchant that rushes in a large stock of goods that he thinks he can sell and stores them on his shelves for a year after he pays for them, is acting altogether contrary to modern successful business management.

If the goods are not turned over before the interest on the investment is eaten out, the merchant is doing business at a loss. It may not always be simply negligence in the matter of stock control, that leads the grocer to over-stock, but he is sometimes seized with the fit of speculation.

Rural merchants often buy in car-load lots, and finding it difficult to fill a car with the goods that are specially required, will order a line of goods just to fill up the car. The extra supply becomes a drug on the business. It surely has been fully demonstrated that the average grocer cannot buy in car load lots, and it has been further demonstrated that it is not necessary for him to do so. There are few grocers in Canada that are so unfortunately located that they cannot get goods when they want them; and where deliveries can be made often it is absurd that the grocer should carry the stock.

Loss From Potato Speculation.

Speculation must prove to be an unwholesome business pursuit. A grocer in Western Canada bought several hundred bushels of potatoes one fall when the supply was not heavy, thinking that a good profit could be made by holding them until late in the winter or early spring. The scarcity however, induced importers to bring in a tremendous supply—the market was glutted and the grocer could scarcely give away his potatoes. His was a total loss.

The merchant needs cash in his business. Cash comes by multiplying the turn-overs, and when this is done, the taking of discounts is a simple matter. To take discounts is to save money and saving money is the opposite of failing.

There is no doubt that too many grocers in their endeavor to get business often repel a customer by over-zealousness. A case came to my notice recently, of a grocer who called up an occasional customer by 'phone and made a complaint that she was not buying enough goods from him and that she should not buy from the grocer further up the street. The customer at once became indignant and now does not buy a cent's worth from him. The same grocer would have done much better had he made the interior of his store more attractive. The lady did not take pleasure in dealing with him exclusively for some reason—and it was his business to discover that reason and seek to remedy it. To accept any customer who wishes to come along and ask for time is not businesslike and is not tolerated in the most successful business houses. The repetition of this weakness in the retail grocery business is altogether too frequent, and failures could be traced to this one inexcusable mistake.

Store Fixtures Aid Business.

The installation of modern fixtures to facilitate the display and preservation of goods as well as to add to the general appearance of the store, is an inestimable asset to any grocery business. There is a growing demand on the part of the public for up-to-date grocery stores in every particular, and the one who caters to this demand is the one that gets the business. There may be a danger of over-stepping the limits of capital in this particular, but the careful scientific and capable grocer will keep the premises in harmony with the condition of this business.

Traveler Extracts Good From Mail Order Houses

Gives His Opinions on How Retailers Can Benefit From Them —What They Teach the Consumer—Advantages From Studying Their Advertising and Business Methods — Watching for the Psychological Moment.

Are mail order houses of any benefit to retailers?

At first sight one would naturally say not—but rather a hindrance. But this is not the case according to a Winnipeg grocery traveler. He is a man who observes closely what retailers think and do and he claims that if the mail order house methods, literature, advertising, etc., are used to the best advantage, that retailers will benefit thereby.

How does he explain it? Like this.

"I was in a retailer's store the other day when a woman came in with a page from a mail order house catalogue; she wanted to see how much lower the prices were than those of the grocer, on some lines, her aim being to get the latter to meet them or do better.

"The fact of the matter was that the retailer's regular prices were equal to and some were less than those of the catalogue house.

"I'll venture to say that in future that grocer gets all the grocery business from that family—not only will he get this benefit, but the woman will advertise him every time she has the opportunity, unconsciously, of course. She will tell her neighbors and friends about it whenever the question of table supplies comes up.

Develops Cash Business.

"The mail order house is also an educator of the public. Go to a mail-order house for goods and you pay cash every time; you cannot get the goods without it and that is one reason why those establishments have been successful.

"The general public know they must pay the money over the counter or get the goods C.O.D.; that makes an impression on them when they go elsewhere. They are more ready to pay cash, or buy on a short credit basis, and to do business on a modern basis—they are taught modern methods which benefit the whole community.

Go Out For Methods.

"Catalogue houses also teach retailers to do business in an up-to-date way. I know several retailers who read their ads. every day to get pointers and to compare prices. They get in touch with what is going on from day to day in the big stores, so as to work more intelligently in their own.

"I know others who regularly visit the mail order houses for ideas. One tells me that he talks to department managers about methods in buying and selling, etc., and finds them always ready to give him information.

"Others watch the windows for display hints. These displays are made by professional men who understand the business and retailers can learn much from them.

"The mail order houses have good live men at their heads, who know when to sell particular goods at the proper times. They always take advantage of special occasions by advertising and displaying to attract the fancies of the public. They never lose an opportunity and here's where I think some retailers are slow. They never waken up to push a line of goods until the psychological moment has passed—they wait for the demand, even before they get the goods. When the demand comes they cannot supply it and the trade goes elsewhere, perhaps to the catalogue house.

"Retailers should study to understand their customers better; to know their tastes and anticipate their wants and to be prepared to supply them at the same time if not before the mail order house.

"This is one of the reasons why the latter gets considerable prestige — its heads are bright men with forethought and they strike at the right time.

"I hate to hear a retailer telling his customers that he cannot understand why the catalogue house can sell so cheaply or do this or that. It only means the probability of a lost customer.

"Let retailers get out and learn from the big houses and do business in a way that there will be no guessing and they will lose little trade."

Things Travelers Shouldn't Do

The Too-Familiar traveler who slaps the unsuspecting grocer on the back is not appreciated. While few of this class remain yet there are some who still adhere to this practice.

Scientific Delivery

Cost of Running an Automobile Delivery Service

One Merchant Figures the Expense Out in Dollars and Cents and Compares it With that of Horse Conveyances—Claims That His Two Cars are Equal in Capacity to Five Wagons.

Merchants are beginning to make a study of delivery by automobile. While in Canada comparatively few have instituted the auto service several retail grocery firms have done so in the United States.

Grocers know that the first cost is a big item and they are not as familiar with the expense of running an auto as with a horse conveyance.

F. W. Damour, Jr., Cedar Rapids, U.S.A., has both systems in use. He has three motor cars and seven wagons on the road.

"There is no question in my mind," he says, "but that one of these motor cars will do better work than any two of my wagons every day in the year. The cars make quicker time and give more prompt service, and aside from these points the fact that these cars are the best kind of advertising for the store must not be ignored.

"An automobile delivery car in good paint and attractively lettered is an advertisement of the strongest kind for any store. I do not think a merchant can get more for his money by way of advertisement.

"Of one thing I am convinced, and that is that I can easily do the same amount of work with one car that I can with two wagons."

Figures Out Respective Costs.

J. A. Cordell, Chicago, is another merchant who has experimented with the auto delivery.

Two years ago he had five single-horse wagons and it cost him $25 to $30 a month for feed, harness repairs, shoeing, stable charges, etc., for each of these wagons. It took five men to run the wagons. These men he paid from $12 to $15 a week each.

He studied the automobile delivery system and decided to try it out, though he was half inclined at the time to believe that he was taking a long chance at a questionable game. He bought two automobile delivery wagons that cost him $1,000 each.

Now, at the end of two years, he declares they were not only a paying investment but have already put back into the business more than the price he paid for them. He has just begun negotiations to buy a third car.

These two cars do the work that four wagons used to do. They cost from $10 to $12 a month to run, and this includes gasolene for fuel. It also includes charges for repairs. He pays two drivers $12 to $15 a week, as he does his wagon men. In fact his drivers are the same men who used to drive his horses.

He still runs the horse wagons because his business is large enough to warrant it.

Worked out in dollars and cents he presents the following figures:

The Initial Cost.

Four horses and single wagons, at $400 to $425	$1,600 to $1,700
Two auto delivery wagons, at $1,000	2,000
Maintenance cost—wagons:	
Four delivery boys, at $13.50 per week	$54.00
Keep of four horses, feed, etc., at $25 per month each	25.00
Total, per week	$79.00
Maintenance cost automobiles:	
Two delivery boys, at $13.50 a week	$27.00
Fuel, repairs, etc., two machines, at $15 per month	7.50
Total, per week	$34.50

Comparative Annual Cost.

Reduced to a year's expense the comparative cost of maintenance of five wagons and the two automobiles which do the same work, as given by Mr. Cordell would be about as follows:

Item.	Auto.	Wagons.
Wages for men	$1,400	$2,808
Upkeep, feed, fuel, etc.	360	1,300
Total	$1,760	$4,108

The machines he uses are guaranteed to have a capacity of 1,500 pounds.

"They actually can get away with 2,000 pounds as well" he says. "On long hauls, three deliveries can be made where one can be made with a horse. When we have rush orders the machines are always ready. There is no delay about feeding, for instance. I do delivering with these two cars that it would keep five wagons on the jump to do."

COMPETES WITH CONFECTIONARY STORES.

Prince Albert, Sask., May 27.—A merchant in Prince Albert envied the large trade in candies that a confectionery store was getting, and decided to strengthen his confection department and compete for some of the business. He found that the public as a rule would not think of coming to him for an expensive box of chocolates, but they would go to the confectionery store. At any rate he went after the very best trade, believing that he could make his store known as the "Home of High-class Candies." When customers come in for a fifty cent box of chocolates, as often happened, he would draw their attention to the better goods, beautifully arranged in a glass case. Boxes priced from $2.50 to $8 would be shown them, and in this manner he would perhaps sell a higher priced article at a greater profit. In his daily advertisements he made the fine confection feature prominent for the first year, and he surprised himself at the manner in which the public "caught on."

He now employs a practical saleslady behind two glass show cases, and by keeping up his regular displays, his stocks fresh, and by creating business in every possible way, he has realized that the grocer can successfully compete with the exclusive confectioner.

It's all right to say just what you think, but there are times when it is prudent to say it to yourself.

Delivery of Groceries Done at Specified Times

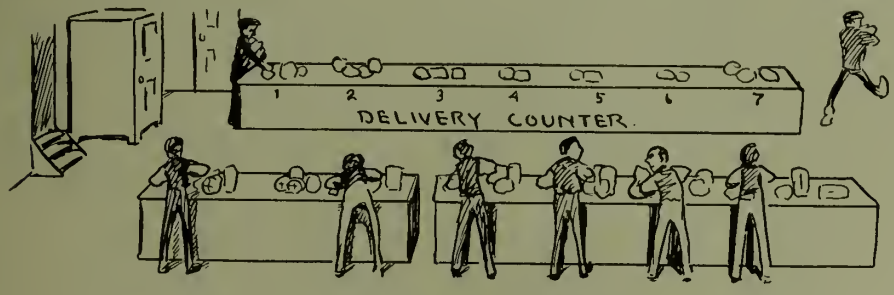
Each Driver Has a Number and Knows Exactly Where to Find the Goods He Has to Deliver—All Goods Put up in Special Department and Leave by a Rear Door.

The delivery department of the Bryson, Graham & Co.'s store, Ottawa, has been planned on systematic principles. It gets its proper attention the same as the selling department.

The grocery section of the store is separate from the rest. It is divided into two parts—the one to the front and inside the street door being devoted to the selling of goods and the other for putting up the orders ready for delivery.

Every clerk who accepts an order from a customer has a number which goes with the order to the clerk in the order department and every clerk who puts up orders has also a number. The same is the case with the delivery men. By this method if a complaint is made about a parcel going astray it can be traced to its proper place by the duplicate sheet.

The accompanying cut shows a plan of the interior. The store proper is on the left. Steps lead from it down to the order department when the shelves are all stocked with goods, where a large refrigerator stands and where the counter on the right of the entrance is devoted entirely to the putting up of all orders. When these are filled they are placed on the opposite counter over



Every Delivery Man Knows Exactly Where to Find His Parcels.

the numbers from 1 to 7 which may be seen in the drawing.

Driver No. 1 has a certain territory and gets the goods for that territory on the counter above his number. The same applies to the others.

Deliver at Specified Times.

The store has regular delivery hours arranged to suit the general convenience of their customers. There are 4 daily deliveries—9.30 and 11 a.m., 3 and 5 p.m. On Saturday there is an extra delivery in the afternoon, the arrangement being 2.30, 4.30 and 6.30.

In the case of hurry orders, parcels are sent by special delivery when necessary. They advertise that to insure prompt and careful delivery customers should place their orders at least 20 minutes before the regular delivery hours. All deliveries are made from a rear door.

When a complaint is made (which is very seldom in view of this scientific plan) the customer is given the benefit of the doubt whether she may be in the right or not. This insures to the complainant that she will obtain the best of service at the Bryson, Graham & Co.'s store.

DELIVERS AT SPECIFIED TIMES.

Winnipeg Grocer Brings System Down to a Science—Why he is Particular.

R. L. Waugh, Winnipeg, Man., has made a special study of the delivery question. In writing to The Grocer he stated the following:

"No grocer can build up a business unless he has a good systematic delivery. To a large extent it is the foundation upon which the rest of the business depends. When a housekeeper wants groceries she usually wants them in a hurry, or within an hour after ordering.

"If a customer gets to know that she can depend on a grocer's delivery, her confidence in that store is secured, and she feels that she can depend on getting her goods on time.

"There is nothing more ennoying to a housewife, who has planned to have rhubarb pie for dinner and although rhubarb is ordered before 9 a.m., it does not arrive at eleven. Her plans are all frustrated. She goes to the phone and all the satisfaction she gets is "madam your goods are on the way.

Delivers at Regular Hours.

"But the delivery-man may not know anything about the necessary haste, and unconcernedly leaves her order until the last. Then there is trouble, and she may discontinue her ordering.

"Now I am convinced that orders of that nature should be delivered by special delivery.

"I have a special boy for emergency cases and use him so often that I could not be without him. But regarding the general delivery I have regular hours at which orders are sent out and I think every grocer should have the same. It is surprising how quickly the people get to know the time your regular delivery leaves. Personally I find the best time for deliveries to leave are 9 a.m., 11 a.m., 3 p.m., and 5 p.m. If the order is in before time, a housewife is sure to receive it on the first delivery. Should the order come at 9.30 a.m. and the customer is in a hurry, then the special might be brought into play; or in case she is willing to wait let it go out on the eleven o'clock dispatch. I would not use the special too often, else the customers might get the impression that you are unsystematic and can deliver "any old time" they feel like ordering.

"Give the customer the idea that you are trying to serve her and the only way to impart this idea is to give the best possible service.

"It certainly injures the grocer's feelings to be told by his customers that his delivery is slow, and that they can get goods down town or a mile away more quickly than from him. When a grocer is told that a few times, he usually gets busy and looks into his system. Each grocer must arrange a system for himself, to meet his own peculiar condition. Each must systematize this feature, so that as far as possible, the slogan, 'the greatest good to the greatest number' might be made actual."

In Brandon, Man., customers order almost invariably in the morning and all they expect is that the goods will arrive sometime during that day. The grocers have been firm regarding their delivery systems and the public have unconsciously surrendered to them.

CANNED GOODS AROUND THE PILLARS.

Ottawa, Ont., May 27.—In grocery stores in the United States, the display of canned goods are featured effectively by simply building the cans about the various pillars that support the ceiling.

A. G. Johnson who, when he travels, is always on the look out for new ideas of this nature, observed this and now he usually displays canned goods in this fashion. Of course only stores which have posts can do it.

If the labels are arranged artistically a display of cans around the various columns can be made to have a magnetic effect on the eye of the customer in the store. It always makes her think of canned goods and often leads to extra sales.

Claims Right Way to Figure Profits is on Sales

Expense is Based on Sales and Profits Should be Also—Result of Figuring Profits on Cost—Sales Totals Always Available, While Invoice Costs are Seldom Recorded in Books.

By T. A. Fernley, Sec. U.S. Wholesale Hardware Ass'n.

It is indeed remarkable that on such an important subject as the calculation of profits there should be such a variance of opinion, for the issue involved is vital to the welfare of every one engaged in any form of commercial activity.

True, the vital issue is the showing of net profit or loss at the end of the year when the inventory is completed, but in order that this showing should be satisfactory the proper method of figuring profits should be pursued. In our mind there should be no misunderstanding as to the correct method of calculating this most essential element in every business transaction.

Every man engaged in business ought to be able to see that John does not have 50 per cent. more than James, because James has 50 per cent. less than John.

Yet many business men seem to have persistently refused to acknowledge that any per cent. of a smaller sum is a smaller per cent. of a larger sum, or to put it concretely, that 25 per cent. of 100 is only 20 per cent. of 125, and that 25 per cent. increase over cost is 20 per cent. profit on the selling price.

An incorrect or incomplete understanding of percentage of profits and failure to observe the proper method is the rock on which thousands of commercial undertakings have gone to pieces.

The subject of percentage of profit has not been given sufficient consideration by the school and college text book makers, especially from the standpoint of business men, so that the insufficient and incorrect understanding of the question has led many to falsely believe that the percentage of profit should be figured on the flat net cost.

System Used in Schools.

The method of figuring the ratio of profit on the sale is declared by many who may not be fully informed to be diametrically contrary to the methods taught in our schools, and is therefore loudly decried by those who now insist on using the net cost as a base, to their subsequent loss.

So that it may not be misunderstood, it should be said that it is scientifically correct to use either the cost or the selling price as a base in figuring the percentage of profit, so long as it is stated on what base the percentage has been calculated. This, however, should not be regarded as being in the nature of an academic discussion, for it is certainly the privilege of professional men to hold any views that they may prefer on this subject; but it is hoped that they will concede to business men the same privilege especially when the method followed has such a decided effect on the volume of net profits realized from the conduct of their business, and permit them to adopt that method which most fully answers their requirements.

School and college text books refer to this question as "Percentage of Gain and Loss," and the initial figure or cost is used as the base.

Some text books use as the base a prime or net cost and again others add a certain amount for expenses, making a gross cost as a base.

Many of the examples given refer to abstract figures, citing such cases as the following :

> "If the population of a town increases from 30,000 to 45,000, what is the percentage of gain ? Answer, 50 per cent."

This is, of course, correct, and the words "gain" and "increase" are properly used in this connection, but this bears no relation to the question of percentage of profit as applied to commercial transactions involving money.

With the cost as a base or 100 the text books figure that if 25 per cent. is added the percentage of profit is twenty-five one hundredths (25-100) or ¼, which is equal to 25 per cent. In this case we would consider the cost as 100, and the added 25 per cent, would make a total of 125. The percentage of profit would then be 15-125, or 1-5, which would be 20 per cent. profit on the sale.

A percentage of gain or increase of many hundred per cent. is possible, but as percentage of profit is on the sale, one hundred per cent. profit is impossible unless the goods are secured free of charge.

The percentage of profit and the percentage of cost of doing business should both be figured on the same base.

First, let us consider what we use as our cost. Almost all merchants consider as cost the invoice price or "prime" cost, with no selling or other expenses added, merely figuring in the cost of delivery to their warehouse.

All operating expenses, storage, selling, office expenses and every other item of expense must be provided for in the difference between this net cost and the net selling price.

On the other hand, manufacturers very generally start with their shop or mill cost and add to this all the direct outlays incident to placing the goods in the hands of the buyer. This includes storage, selling expenses, office expenses, packing freight and all miscellaneous expenses, making a gross cost above which everything is profit.

This fact accounts in a measure for the variance of opinion between some manufacturers and jobbers on this question. Manufacturers are prone to tell the jobbers that on their line of goods a profit of 25 per cent. is made, when the fact is that the gross profit is 20 per cent. on the sale. If arguments of this nature are properly met a change of method of benefit to the entire trade will be effected.

Some of the more important reasons for pursuing this method of figuring the Percentage of Profit on the sale are as follows :

In every business (we refer more particularly to merchandising) two separate amounts of capital are required.

One item of capital for investment in merchandise.

Another item of capital is necessary for operating expenses, such as rent, pay roll, current expenses, selling expenses and all other expenditures not properly chargeable to merchandise account.

All the capital invested in the business must produce a proper return. Dividends are obviously impossible on the entire amount of capital invested unless all is considered in making selling prices. If the percentage of profit is reckoned on the cost of merchandise only, no provision is made for the other item of capital demanding returns.

The sales totals are always readily ascertained, but the total of each individual daily and monthly cost of invoices sold is seldom, if ever, recorded in the books of business houses. Therefore with the sales totals always present is not the sale a proper base for all calculations, and how could cost be considered when it is not definitely known by reference to sales books ? Gross costs can only be ascertained from the totals obtained at the end of the business year, and are not shown daily as are the gross sales.

Can Only be Found in Sales.

The percentage of expense of conducting a business may be readily ascertained by dividing the gross sales by the gross expenses. As this percentage of expense in on the sales, it is thought better to refer to the percentage of profit on the sale to avoid any misunderstanding and consequent loss through the use of any other method.

The fact that a profit is not made until a sale is actually effected further advances the selling price as the proper basing factor for percentage of profit.

The salary or other forms of remuneration of salesmen is always reckoned

on the sale and the amount is always based more or less on a percentage of the sales totals.

Mercantile or other taxes of a similar nature are assessed on a certain percentage of the annual sales. Also if any special taxes are levied by the State on the sales of any special goods such as revolvers, etc., the amount is always a certain percentage of the selling price of such items and not a percentage of the cost.

Result of Figuring on Cost.

This illustration shows the greater safety of figuring on sales, especially with untrained minds who do not properly discriminate.

The manager of a business sold an article which cost 80c. for $1.00, and basing his percentage of profit on the cost figured that he was making 25 per cent. At the end of a given period the sales totaled $20,000. The manager told a stockholder the amount of sales and also the percentage of profit.

The presumption was that a profit of $5,000 had been realized, while the books only showed a profit of $4,000, or 20 per cent. on the sales.

Cases have come to our notice where arrests for defaulting have actually been made in such instances, and the wisdom of figuring percentage of profit on the sale has been taught the prosecutor and defendant at considerable expense.

From an article printed some time ago we quote as follows: "You will find in every arithmetic such examples. A man buys a horse for $50 and sells him for $75, what percentage of profit does he make? Answer, 50 per cent."

No more fatal and misleading ones were ever penned. They lead us to think of the percentage of profit from an unbusiness-like standpoint, and cause many business men to think they are making much larger profits than they really are. This makes them prodigal of expense and often leads to a failure which with more thorough knowledge of percentage could have been avoided.

Suppose a man to have in contemplation the sale of a horse on the basis of the above transaction. A broker approaches him and offers to conduct the negotiation. He asks a commission of 33⅓ per cent.

Now, the owner of the horse, having a profit of 50 per cent. in sight, agrees to this, and the broker, having completed the transaction, renders a bill as follows:

Sold one horse at	$75
Commission, 33 1-3 per cent	25
Due seller	$50

The seller's books would show a profit of 50 per cent. entirely eaten up by a commission of 33 1-3 per cent. Not good figuring, is it? Still, that is the way nine-tenths of our smaller merchants figure, which fact often accounts for their being small.

Figure Profit on the Sale.

Always figure your profit on the sale. Then you will be on the safe side. To obtain the correct percentage of profit on any transaction subtract the cost from the selling price, add two ciphers to the difference and divide by the selling price.

Example No. 1.—An article costs $5 and sells for $6. What is the percentage of profit? Answer, 16 2-3 per cent.

Process—Six dollars minus $5 leaves $1, the profit. One dollar divided by $6, decimally, gives the correct answer, 16 2-3 per cent.

This operation is simple and a knowledge of it being vital to any one engaged in, or intending at any time to engage in business, it should be carefully committed to memory and constantly borne in mind.

Example No. 2.—An article costs $3.75. What must it sell for to show a profit of 25 per cent. Answer, $5.

Process—Deduct 25 from 100. This will give you a remainder of 75, the percentage of the cost. If $3.75 is 75 per cent., 1 per cent. would be 5 cents and 100 per cent. $5. Now, if you marked your goods as too many do, by adding 25 per cent. to the cost, you would obtain a selling price of about $4.69, or 31 cents less than by the former method. Which is right?

When you take 25 per cent. off the selling price, figured according to the first rule, you will still have your cost intact. Take 25 per cent. from the second sum and see if the cost remains.

Great Merchant Made Mistake.

A large department store changed hands. The goods in stock, to cover freight and other charges were marked up 10 per cent. They were to be sold at actual cost, but for convenience sake were invoiced as marked. The inventory having been completed, nothing remained to be done but take off the 10 per cent. that had been added.

The parties to the sale accordingly approached the accountant having the matter in charge with a request that this be done. The man of figures set about making an elaborate calculation with this object in view, when he was questioned by the seller as to what he was doing.

"Reducing the goods to cost," he answered.

"Nonsense. Just take off 10 per cent." said the seller.

"Do you want it done that way" asked the accountant.

"Why not?" said the merchant.

"Well, just add 10 per cent. to a dollar and from the amount thus obtained deduct 10 per cent. and see if you have your original dollar left."

The merchant saw the point at once and said no more to the man of figures, who was saving him more than $3,000 he would have lost and the buyer gained without either of them knowing anything about it, and all on account of a little lack of knowledge of percentage.

The following tables show the percentage of cost which must be added to effect a given profit on the sale:

5 p.c.	ad. to cost is	4½ p.c.	profit on selling pce.
7½	"	7	"
10	"	9	"
12½	"	11⅛	"
15	"	13	"
16 2-3	"	14¼	"
17½	"	15	"
20	"	16 2-3	"
25	"	20	"
30	"	23	"
33 1-3	"	25	"
35	"	26	"
37½	"	27¼	"
40	"	28½	"
45	"	31	"
50	"	33 1-3	"
55	"	35½	"
60	"	37½	"
65	"	39½	"
66 2-3	"	40	"
70	"	41	"
75	"	42¾	"
80	"	44½	"
85	"	46	"
90	"	47½	"
100	"	50	"

A show card writer states, that as satisfactory and convenient an article as a paint for ordinary store work is the use of dry water colors of various kinds, which may be found at any paint dealer's. Drop-black is the most used for black, and flake white for white. The method is to wet up a small portion on a piece of glass, into a soft dough, with water, then use a very small quantitl of mucilage made from gum arabic as a binder, working it carefully into the proper consistency to flow readily. Keep it pretty thick if for brush work. Sometimes a very little glycerine will produce a water color paint, which flows freely. Asphaltum with turpentine has been used considerably, but for most store purposes is quite unsatisfactory. Those who do much of this work prefer to purchase some of the "ready to use" products of the market.

The merchant who succeeds is the merchant who realizes that his and his customers' interests are mutual; who studies his trade paper for new methods for the advancement of their interests.

Spend less time in envying the success of your neighbor and a little more in trying to get there yourself.

What other people think about you is always interesting, but only what you think of yourself is important.

An Unscientific Grocer Moving About the Store.

Character Sketch of one Merchant Who Will Never Make a Success—Removing Pickles and Mackerel With the Hands — Marked Indifference so Far as Customers and Cats are Concerned.

By Frank Scott.

He stands outside his place, one hand above his head, grasping firmly an awning pole. A dirty apron has worked itself into a great crease pust above a large prominent abutment; often spoken of as a "corporation." A red-faced individual has just been telling him a funny (?) tale, and his great front and sides are spasmodically rising and falling like the great waves rolling in from the sea.

After a time Mrs. Lazybones comes waddling down the street and takes her slovenly form into the store. As Mr. Grocer comes in to wait on her the cat jumps down off the meat counter, where he has just been chewing the juicy end of a "chuck-roast." Our grocer is now moving about quite briskly, at least as much as his bulky form will permit.

The pickles he takes out of the barrel with his fingers, and the same operation

"A red-faced individual has just been telling him a 'funny' story."

Needless to say, he is not overly rushed with business, as a glance at his greasy front and another at the store's squalid appearance seems to satisfy all possible customers. The only way he is able to keep in business at all is by keeping open almost night and day. Some of the goods on his front look as if they had been dumped down about twenty-five years ago and never been moved since.

is performed on a very rusty mackerel. Then he goes over to the meat block and cuts a so-called steak, although it looks more like a 'mis steak.' Now he thinks it about time to wash his dirty 'paws,' so he pulls out a greasy rag from under the meat counter and after a moistening process with the same wipes an additional layer on his dirty apron.

Mrs. Lazybones having been waited on she proceeds to the street, after giving much information as to how Mr. Lazybones is and about a dozen other smaller Lazybones from the size of a peanut up.

Now, Mrs. Dinah Blacface comes upon the scene and finally decides she wants a piece of beef. So she proceeds to the meat counter, and after handling every piece of meat on the same, she finally decides his prices are too high. So she, too, goes the way of all living, on her feet, not on her head, figuratively speaking.

A Mid-day Nap.

After waiting on a parcel of dirty youngsters our grocer settles himself down on a soap box and is soon off to the land of dreams. The cat again gets busy, some small boys "swipe" some dried prunes from the front of his place, and the world still continues to revolve on its axis once every twenty-four hours or one day. That is about all I remember of geography since I left school. I would not like to tell you how many years ago.

DEVELOP LATENT ABILITIES.

Window dressing, show card writing and "ad." writing play a prominent part in business today, and in the average grocery store a clerk can have many opportunities of developing himself in these arts, if he will apply himself.

He must not expect that the first ad. he writes will find its way into the paper. It may be as good as his employer's, probably better, but it takes time for ability to show itself, and be appreciated. Suggest to your employer some time that you are going to write an ad. Select some article that is seasonable, and should be enlivened, and put your thoughts on paper. Try several ideas and then show them to the employer. He will appreciate your attempt, at least he should, if he is the right kind. Ask him for a criticism when he is not busy, and if he is impressed by your work, there is the possibility of him placing you in sole charge of this department After hours is the proper time to make your trials. They should not interfere with your work. You may be what is called a 'born ad. writer,' and there is a chance to discover any ability you may possess in this direction.—T. H. T.

How Ottawa Secured Early Closing Regulations

One of the Capital Grocers Gives the History of the By-law and the Troubles That Had to be Overcome—A Comparatively Easy Matter to Educate Public—Advantages Gained by Such a System—Value of Circulating a Petition.

By J. H. Ellis.

The question of early closing of stores throughout the whole country in both cities and towns is often a matter of great interest and discussion amongst all classes of merchants at association gatherings and individually so that a little information from the Capital—the place where they do things—will not be amiss, especially when it is conceded that Ottawa is away ahead of all other Canadian cities in this regard.

Most of the principal stores in all lines of trade that it is possible to regulate, close at 6 p.m. on ordinary week nights and 9 p.m. on Saturdays, while some of the leading uptown stores close every night, Saturday inclusive, at 6 p.m., and during July and August at 1 p.m. on Saturday. In no instance do any of Ottawa's stores close during mid-week for half days, as it will easily be seen that the above regulations meet all requirements.

The best feature of the early closing movement in Ottawa from a general standpoint amongst retailers is the closing at 6 p.m. ordinary week nights and nine o'clock Saturdays. The other special hours are only in vogue among dealers whose lines are not of a daily necessity; but when practically the whole retail trade of the city close their stores at 6 p.m. and 9 p.m., it is worth considering how this great change came about.

In Ottawa about fifteen years ago grocers were in the habit of keeping open all hours every night during the week and often on Saturdays until the last tick of twelve with part of Sunday thrown in waiting for drivers and clearing up. This state of affairs was sometimes discussed among the trade, but it is to Alphonse Provost, of Provost Bros., now of Provost & Allard, wholesale grocers, that the credit is due for starting the ball rolling and getting a petition prepared. He secured a few other merchants who had waited upon councillors, obtained a solicitor's advice, and worked out many other details necessary to carrying to a successful issue a new scheme that at that time was perhaps the first in Canada.

Mr. Provost's assistants were few and his opposition considerable. For, after securing a requisite number of signatures throughout the city and presenting them to the council, the other side got busy and had a number who already signed for early closing withdraw their names, making for a time the first petition useless.

However, the workers kept on and secured a few more names, together with some of those who had changed their mind again, and after a great deal of discussion it passed the council. This petition asked for closing of stores at 7.30 p.m. on ordinary week nights only. No regulation for Saturdays or the eves of public holidays was at that time thought possible.

Police Court Convictions.

Naturally at first it was rather difficult to get a strict observance of the by-law, but in the course of time a few police court convictions soon taught the merchant, as well as the consumer that the law had to be respected and gradually the public recognized that this movement was a benefit to a large class of people engaged behind the counter so that everything went smoothly for a number of years.

Three years ago the grocers again discussed earlier closing. This time the Grocers' Association brought the matter before council, after having decided at its own meeting to ask for a by-law making the hour of closing 6 p.m. on ordinary nights and 9 p.m. on Saturdays. The reasons for this move on the part of the grocers were that they had already realized the many advantages gained from the first by-law, and they felt that even as things were then it was unfair to themselves, their families, their employes, and their churches by keeping their stores open so late, especially on Saturdays. It was unfair to themselves and their employes because a man's evening was not his own when he had to labor until seven-thirty and eleven-thirty; unfair to their families because often the evening meal was not partaken of until after closing; unfair to the churches because of the unfitness of all concerned for morning worship.

This time it was no great trouble to get signatures although a few preferred 6.30 p.m. to 6 p.m. on week nights. Yet two-thirds of the total number of grocers in Ottawa were secured and the petition passed council together with the petition which at that time was gotten up among other lines of trade, excepting fruiterers, making a general closing throughout the city at six and nine o'clock.

General Public Educated.

Sometime afterwards the grocers by-law was appealed on technical grounds by those who wanted the closing at 6.30 p.m. The appeal was sustained, but it was after the people had become accustomed to the new hours so that few took advantage of the privilege gained. The majority of grocers close with the other retailers at six o'clock. Now some of those who were the strongest opponents of early closing would not think of diverting to the old order of things since they have experienced the advantages of regular and proper hours of doing business. Merchants have found that their business is concentrated more. There is no lagging during the day, when hours were late many people were in the habit of waiting until night to make their purchases. Now, good clerks are more easily obtained. A few years ago it was next to impossible to get young men who cared to apprentice themselves in the grocery business. They preferred employment and justly so, where a day's work was all that was asked and when on Saturdays a man as not expected to work almost two days instead of one. With proper hours employes work with appreciative efforts which is a decided advantage to any business. By closing at 6 p.m. the merchant can take his evening meal with his family which is a great relief to housewives whose duties were so much delayed before.

A great deal more can be accomplished at desk work in the evenings when a proprietor finds it necessary. When the store is closed there are no interruptions such as was always the case previous to early closing. A person's evening engagements, whether business or pleasure, can easily be carried out within reasonable hours.

The effect upon the grocery business may have been changed somewhat, for, perhaps, such side lines as cigars, tobacco, and fruit were a good part of the night trade. Yet on the other hand regular customers still buy as ever and any sacrifice made with transient trade is pretty well offset by the saving in expense, not to forget the relief to one's body which requires some relaxation and change.

In Ottawa on Saturday night it is a revelation to find everything bustle up to the hour of closing and then immediately afterwards to find stores closed up, people wending their way homeward, the only sign of business being the drivers on their rounds, who finish much earlier than before.

All get to their homes at a reasonable hour and are better able to attend to morning worship on Sunday which was always an effort when working until midnight on Saturdays.

In Ontario any municipality can regulate according to statute the hour of closing stores after 7 p.m. on any night,

but for an earlier hour a petition must be secured and if properly and sufficiently signed the council shall pass the by-law as per terms of petition. Of course, in any case the petition is best, for very few councils would care to be placed in a position of having to decide a matter of this kind, but when the required number sign the petition they have no other alternative. They must grant it.

Applicable in Other Places.

In closing I would say to anyone wishing for better hours in their home cities or towns not to imagine that the same results can not be worked out as well with them as in Ottawa, as conditions in the grocery business are pretty much the same all over the country. From the experience gained here it is found that education is the main part of an early closing campaign. It is not wise to ask for a too radical change at first as you will judge by what has been here related.

When getting your petition signed explain it to your customers and agitate through the press as that medium will be willing to assist. Get the clergy to bring it before the people, as it is a good work and of great benefit to their churches. Not only is the advantage gained by better attendance, but where business men who are church workers are of better service throughout the whole week as well as on Sunday.

There are also a great many other phases of the early closing question which are a benefit to a great number of people. I have here mentioned the main facts in connection with the trade with the hope that they may be of some service in other localities.

Concentration of Trade Gave Him His Opportunity

Why an Ottawa Grocer Instituted a Provision Department in Face of Strong Competition From Exclusive Dealers — These Stores Brought the Buyers to His Locality and He Reached Out For a Share of the Trade—Finds His Well Equipped Provision Department Profitable—Uses Modern Meat Slicer and Large Refrigerator.

To most men the fact that there was considerable competition in the sale of a certain line of foodstuffs would be a deterrent to them taking up that same line.

But that was not the method of an Ottawa retail grocer. He was glad of the centralization of business within a particular district when he decided to establish and make profitable his provision department.

That grocer is C. B. McLean and his store is situated between the retail establishments of two large packers of meats and provision men. All three are on the same side of the street in the same block and the two competitors of Mr. McLean are exclusive produce dealers.

"You see," he said, 'I'm between the two, and naturally the buying of meat products and other provisions is concentrated to a large extent in this district."

Most merchants would have complained of excessive competition, claiming that the opposition from the two exclusive dealers would take all the cream off the success, from a financial standpoint, of the provision department.

Theory That Worked Well.

Mr. McLean, however looked at the matter from a scientific standpoint. The public in the near-by district at any rate must come to that locality to buy cooked meats, bacon, etc. It was a centre for that particular class of trade, and why shouldn't he share in the benefits?

He felt from the fact that people came to that street to buy provisions it was sufficient reason for him to capture as big a share of the meat trade as possible.

His logic proved to have a good foundation for he has worked up a good trade in this department which he has located at the rear of a long store. Regular groceries, confectionery, etc., are sold at the front.

He considers it of so much value to him that he places one man in charge of it. The large counter has a marble top and is further decorated by a modern meat-slicing machine, and a com- ng scale. There is a large refrigerator also in the department to keep fresh butter and other perishables.

While at the present time Mr. McLean claims the profits in provisions to be not so great as formerly in view of existing high prices in the raw material yet the profits justify the maintenance of the provision department. He has found a market for ends in some Ottawa restaurants, and so losses from them are prevented.

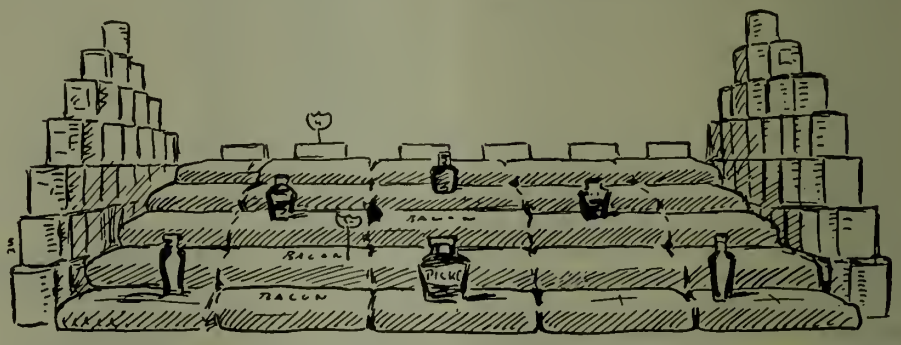
Caters to Fraternal Societies.

Another market which he watches closely is a number of lodges of fraternal societies, as well as some churches in the vicinity of his store. These institutions require a lot of cooked ham in a year for suppers, receptions and other social functions.

Herein lies a good lesson to other Canadian grocers who want to enlarge their markets for cooked ham, pickles, meat sauces, etc. Churches and fraternal societies are continually holding socials and suppers, and it's very often the man who goes after the business, whether by advertising in the newspapers or otherwise, who gets it.

To go back to the first point: Mr. McLean appreciates—in fact invites—competition. He realizes that it concentrates the purchasing of the people, and when this has been effected he is in a position to get his share of the business and of the profits.

His inference is that if those exclusive provision stores were located two, three or four blocks away then people who wanted meat products would go there for them. But when they are near at hand he believes in his business acumen to atract, at least, such a portion of the purchasers as to make the carrying of meats in the grocery store a profitable and regular line.



A Suggestion for a Provision Window—Canned Vegetables are Arranged at the Sides, With Bacon Built up the Centre in the Form of a Stair; Pickles, Sauces, Fresh Tomatoes, Etc., Can Also be Used, With a Few Sprigs of Parsley Scattered Around; Price Tickets Will Give a Still Better Effect.

The Markets — Advance in Sugar as Expected

Price Went Up Ten Cents on Monday—Authorities Look for Still Another Increase Anticipating the Season of Greatest Demand — Molasses are Firmer — Trade Suffered to a Certain Extent By Reason of the Holiday—Canned Goods Steady—Tea Market Stronger Than Ordinarily.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Sugar—Up 10c.
Beans—Up 10c.
Evaporated Apples.—Firm.
Coffees—Firm.

Montreal, May 26, 1910.

Last Monday sugar took the long looked for ascent of 10c. For the past three weeks this change has been looked for almost daily, owing to the high state of the raw market, now over 15c. Even at the higher price, buyers are more numerous than before the rise.

In molasses, it looks as if there would be a scarcity of "choice" Barbadoes, as dealers are none too well supplied and reports from the Islands say there is now less than 3,000 puncheons on hand. The manufacturing end says molasses is selling too low, while local men are holding off until requirements force them to buy.

General observation shows that the two recent holidays have made business rather quiet, yet trade is good in almost all lines. Collections are freer and country buyers are coming in daily.

D. Masson & Co.'s failure was entirely unexpected, as they were thought to be too well established for such a thing to occur. However, according to reports, the failure may not be a bad one.

Sugar.—Sugar is up 10c. The change took place last Monday at 1 p.m. As stated recently in these columns, the firm and high state of the raw market was bound to put up the price of the refined article. The only surprise is that it held off so long. Conditions fully warrant the present price, and there seems no possibility of any immediate weakening.

Raw sugars are now above the 15 shilling mark, which is the highest for some years past.

Since the advance there has been a much better demand for sugar, buyers seeming to fear another advance. This does not seem likely for some time yet, however.

Granulated, bags	5 15
" 20-lb. bags	5 25
" Imperial	4 90
" Beaver	4 90
Paris lump, boxes, 100 lbs.	5 95
" " " 50 lbs.	6 05
" " " 25 lbs.	6 25
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 85
" " 100 lb. boxes	5 95
" " 50 lb. "	6 05
" " 25 lb. "	6 25
" " 5 lb. cartons, each	0 37½
Crystal Diamond Dominoes, 4-lb. cartons, each	0 37½
Extra ground, bbls.	5 60
" " 50-lb. boxes	5 80
" " 25-lb. boxes	6 00
Powdered, bbls.	5 40
" 50-lb. boxes	5 60
Phoenix	5 60
Bright coffee	5 10
No. 3 yellow	5 00
No. 2 "	4 90
No. 1 " bags	4 75

Bbls. granulated and yellow may be had at 5c. above bag prices.

Syrups and Molasses.—Wholesalers are still busy delivering the new crop to customers who placed earlier orders, but there is a dearth of new business. Prices seem to be too high to attract buyers. However it looks very much like higher prices in the near future, as the latest cables from Barbadoes indicate less than 3,000 puncheons of choice on hand, If this is the case prices are bound to rise, as local dealers are none too well supplied.

Syrups are having a good sale of late, owing to the scarcity of maple goods. Prices are the same as last week.

Fancy Barbadoes molasses, puncheons	0 36 0 38
" " " barrels	0 38 0 39
" " " half-barrels	0 40 0 41
Choice Barbadoes molasses, punoheons	0 31 0 33
" " " barrels	0 34 0 36
" " " half-barrels	0 35 0 38
New Orleans	0 27 0 28
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03¾
" ½-bbls.	0 03¾
" ¼-bbls.	0 03¾
" 38½-lb. pails	1 80
" 25-lb. pails	1 30
Cases, 2-lb. tins, 2 doz. per case	2 50
" 5-lb. " 1 doz. "	2 85
" 10-lb. " ½ doz. "	2 75
" 20-lb. " ¼ doz. "	2 70

Tea.—The local market is very quiet at present, and will remain so until after the arrival of the new Japan teas which are now on the water. Harrisons & Crosfield, Ld., in their tea market report of May 9th, give the following interesting information in Ceylon teas: "Our Colombo House writing on 14th April reported a continuance of favorable conditions in the producing districts, and a prospect of increased supplies. Bearing on this question, they remark that during recent years a considerable acreage in the Low Country has been interplanted with rubber, and they are under the impression that the time has now arrived when the growth of the rubber will have a decided effect on the excessive crops usually harvested in May and June. In the early days of tea planting in Ceylon the annual increase in production was very considerable, but it must be remembered that there are limits to further expansion, which are now approaching."

Choicest	0 40 0 50
Choice	0 35 0 37
Japans—Fine	0 30 0 35
Medium	0 25 0 28
Good common	0 21 0 23
Common	0 19 0 21
Ceylon—Broken Orange Pekoe	0 21 0 40
Pekoes	0 20 0 22
Pekoe Souchongs	0 20 0 22
India—Pekoe Souchongs	0 19 0 02
Ceylon greens—Young Hysons	0 20 0 25
Hyson	0 20 0 22
Gunpowders	0 19 0 22
China greens—Pingsuey gunpowder, low grade	0 14 0 18
" " pea leaf	0 20 0 30
" " pinhead	0 30 0 50

Coffee — Practically all the better grades of coffee show scarcity and this is particularly evident in Santos.

Mochas are ruling slightly higher owing to a strong demand and a somewhat smaller visible supply.

Primary prices are slightly higher in nearly all standard lines and are very firm. Trade is good, though mostly in small orders.

Mocha	0 18½	0 25	
Rio, No. 7	0 10	0 12	
Santos	0 14	0 17	
Maracaibo	0 15	0 18	

Spices—The market shows a marked increase in activity with a general tendency toward higher prices. Peppers seem to be the exception. New York reports show that many have bought too freely in this line, thinking an advance was in view. They have had to unload their surplus, thus weakening the situation. Locally trade is good, better in individual cases, than is usual at this time. Prices are firm and unchanged.

	Per lb.			Per lb.	
Allspice	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20
" ground	0 15	0 19	Mace		0 75
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 18
Cream of tartar	0 23	0 32	" white	0 20	0 25

Dried Fruits—Prunes are in good demand, and present the only real feature of the dried fruit market. Evidently boarding houses are using their last chances before fresh fruit becomes an every day thing.

Other lines are quiet, at unchanged quotations.

Currants, fine filiatras, per lb., not cleaned	0 05½
" " " cleaned	0 06½
" Patras, per lb	0 07½ 0 08
" Vostizzas, per lb	0 08 0 09
Prunes—	
40-50	0 09
50-60	0 08
60-70	0 07
70-80	0 06½
80-90	0 06
90-100	0 05½
Raisins—	
Australian, per lb., (to arrive)	0 08½ 0 09
Old seeded raisins	0 90
California, choice seeded, 1-lb. pkgs	0 07
" fancy seeded, 1-lb. pkgs	0 09
" loose muscatels, 3-crown, per lb	0 07½ 0 08
" " 4-crown, per lb	0 08½ 0 09
" sultana, per lb	0 07½ 0 10
Malaga table raisins, Rideau clusters, per box	2 25
Valencia, fine off stalk, per lb	0 05
" select, per lb	0 06
" 4-crown layers, per lb	0 06½

Nuts—in small lots there is a strong demand for mixed nuts. Shelled lines are quite popular, particularly peanuts and almonds. The situation in almonds is much the same as last week, dealers being somewhat uncertain as to what later reports from France will bring out. The present high price of Tarragonas has kept many from buying more than their immediate requirements, but as soon as certain reports arrive as to the damage to the crop, there will undoubtedly be a quick influx of orders.

In shell—	
Brazils	0 14½ 0 15½
Filberts, Sicily, per lb	0 11 0 12½
" Barcelona, per lb	0 10½
Tarragona Almonds, per lb	0 13½ 0 14½
Walnuts, Grenobles, per lb	0 13 0 14½
" Marbots, per lb	0 12½
" Cornes, per lb	0 11½
Shelled—	
Almonds, 4-crown selected, per lb	0 32½ 0 35
" 3-crown " "	0 31½ 0 33
" 2-crown " "	0 30
" (in bags), standards, per lb	0 26 0 27
Cashews	0 15 0 17
Peanuts—	
Spanish, No. 1	0 12
Virginia, No. 1	0 13 0 15
Pecans, per lb	0 65
Pistachios, per lb	0 75

Walnuts—		
Bordeaux halves	0 28	0 30
Brokens	0 23	0 27

Beans and Peas—From all sections come reports of a brisk trade in beans at steadily advancing prices. Pea beans are now quoted at $2.30 locally, and are in line for a still further advance. The cause is said to be the foreign, particularly German, demand that has sprung up lately. After the recent dullness such a condition is welcome to local dealers. Peas are steady at former quotations.

Ontario prime pea beans, bushel		2 30
Peas, boiling, bag		2 50

Evaporated Apples—It is thought by local men that the price of evaporated apples has been held too high this year, thus scaring off buyers and forcing them to find a substitute. Once lost, such trade is hard to get back again.

At present there are two markets for the product much in evidence. Germany is taking large quantities and several cars have been sent to Winnipeg and the west. This has enabled local dealers to dispose of their surplus and still maintain the present price.

Evaporated apples, prime		0 08

Rice and Tapioca—Orders for rice have been large in number, but the individual orders are small. Immediate requirement buying seems to be the rule. However, the volume of business is satisfactory, and prices remain unchanged.

Tapioca is in small demand at the present high price, and New York reports say that it is now being quoted slightly lower in the European markets, but the change has not yet been felt here.

Rice, grade B, bags, 250 pounds		2 75
" " " 100 "		2 75
" " " 50 "		2 75
" " pockets 25 pounds		2 85
" " ½ pockets, 12½ pounds		2 95
" grade c.c., 250 pounds		2 65
" " 100 "		2 65
" " 50 "		2 65
" " pockets, 25 pounds		2 75
" " ½ pockets, 12½ pounds		2 85
Tapioca, medium pearl	0 05½	0 06

CANNED GOODS

MONTREAL.—A considerable increase in the sales of all kinds of salmon is the feature of the week in canned goods. The orders are small, but sufficiently numerous to make quite an imposing total. Lobsters have also an increased demand.

In fruits and vegetables the former strong demand has continued, and is even slightly better than last week.

Canned meats are selling well, but there is nothing sensational about it. Prices of all lines are unchanged.

Peas, standard, dozen		$1 05
Peas, early June, dozen	1 07½	1 10
Peas, sweet wrinkled, dozen	1 10	1 12½
Peas, extra sifted, dozen	1 52½	1 60
Peas, gallons	3 87½	3 92½
Pumpkins—3 lb., $1.00; gallon, $3.00.		
Beans, dozen		0 87½
Corn, dozen	0 80	0 82½
Tomatoes, dozen (Ontario and Quebec)	0 85	0 90
Strawberries, dozen		1 50
Raspberries, 2's, dozen		1 80
Peaches, 2's, dozen		1 70
Peaches, 3's, dozen		2 65
Pears, 2's, dozen		1 65
Pears, 3's, dozen		2 40
Plums, Greengage, dozen		1 60
Plums, Lombard dozen		1 00
Lawtonberries, 2's, dozen		1 60

Clover Leaf and Horseshoe brands salmon—		
1-lb talls, per dozen		1 87½
½-lb. flats, per dozen		1 30
1-lb. flats, per dozen		2 02½
Other salmon—		
Humpbacks, dozen	0 95	1 00
Cohoes, dozen	1 35	1 40
Red Spring, dozen	1 60	1 65
Red Sockeye, dozen	1 85	2 00
Lobster Futures—		
½-lb. flats, doz., $2.40; 1-lb. talls, doz., $4.25.		
1-lb. flats, doz., $4.50.		
Compressed corned beef, 1s	1 65	
Compressed corned beef, 2s	2 90	
English brawn, 2s	3 00	
Boneless pigs' feet, 2s	3 00	
Ready lunch veal loaf ½s	1 30	
Ready lunch veal loaf 1s	2 40	
Roast beef, 1s	1 65	
Roast beef, 2s	2 90	
Stewed ox tail, 1s	1 60	
Stewed kidney, 1s	1 50	
Stewed kidney, 2s	2 65	
Minced collops, 1s	1 40	
Minced collops, 2s	2 50	
Corned beef hash, 1s	1 60	
Corned beef hash, 2s	2 80	
Jellied hocks, 2s	3 50	
Jellied hocks, 6s	10 00	
Paragon ox tongue, 1½s	7 50	
Paragon ox tongue, 2s	8 50	
Paragon ox tongue, 2½s	9 50	
Paragon lunch tongue 1s	4 00	
Tongue lunch, 1s	3 50	
Sliced smoked beef, ½s	1 60	
Sliced smoked beef, 1s	2 60	

WINNIPEG.—Canned goods prices remain firm but unchanged from last week.

Strawberries, per case		2 50
Lawtonberries, 2's		3 60
Raspberries, 2's		3 30
Apples, gallon, per dozen		1 35
Peaches, 3's		3 50
Pears, 2's		3 30
Plums, 2's		2 00
Tomatoes, 3's		2 10
Corn, 3's		2 10
Beans, 2's		1 75
Peas, 2's	2 25	2 40

TORONTO.—Canned goods remain firm at former prices. There has been no noticeable tendency in either direction of late, but the demand is brisk and quotations have not been changed. Jobbers look upon canned goods as desirable holding just at present and trade reports substantiate the statements to that effect as the market is fairly lively.

Beans	0 85	0 90	Red pitted cherries, 2's		1 75
Corn	0 80	0 85	Gallon apples	2 45	2 75
Peas	1 10	1 60	Bartlett pears—		
Pumpkins	0 80	0 90	Heavy syrups, 2's		1 65
Tomatoes, 3's	0 85	0 90	Light " 2's		1 15
Strawberries, 2's	1 42½	1 55	Heavy " 3's		2 40
Raspberries, 2's	1 62½	1 70	Light " 3's		1 70
Peaches, 2's	1 50	1 65	Lombard plums, 2's	0 80	0 85
" 3's		2 65			
Lawtonberries		1 65			
Clover Leaf and Horseshoe brands salmon:					
1-lb. talls, dozen		2 00	Red Spring, doz.		1 50
½-lb. flats, dozen		1 37½	Red Sockeye, dz.	1 65	1 70
1-lb. flats, dozen		2 15	Lobsters, halves, per dozen	2 00	2 20
Other salmon prices are:					
Humpbacks, doz	0 95	1 00	Lobsters, quarters, per dozen		1 40
Cohoes, per doz.	1 45	1 50			

ONTARIO MARKETS

POINTERS—

Sugar—Market up 10c.

Teas—Strong market.

Tapioca—Slight increase—Firm.

Toronto, May 26, 1910.

The holiday has had a slight depressing influence upon the amount of business transacted during the week but it will not be long in making up for the temporary quiet. The advance in sugar on Monday was the most notable change of the week and the jump occurred in the direction in which it was anticipated. As stated in another column of this issue, there were a number of influences to bring about this result and these same conditions are expected to work a still greater increase about the time the demand is at its height. It might be here stated that molasses are also firmer and fancy stocks are being stored by shippers who thereby expect to secure higher prices later on in the year.

Canned fruits are steady and it might be said of the market in general that there is a tone of strength to it. Teas are firmer and they have for a long time been at a rather high figure.

Sugar—An advance of ten cents a cwt. was declared on sugar on Monday of this week and the market continued with a strong tendency that may possibly be expressed before long by still another advance. More than one influence has been responsible for the higher prices in the sugar market. The total stocks and floats together show a visible supply of 2,767,791 tons as compared with 2,914,193 tons of last year or a decrease of 164,402 tons. This decrease in the visible supply is taken along with the season of greatest consumption now approaching, and there is also considered the fact that Europe's supply has become exhausted. "Even at the increased price sugar is valuable holding," said a dealer to-day who cited reasons to support his statement. Raw sugar is firm, very firm in fact and combined with other conditions a further increase is expected about the time when the demand reaches its maximum.

Paris lumps, in 100-lb. boxes	6 15
" in 50-lb. "	6 25
" in 25-lb. "	6 45
Red Seal	7 20
St. Lawrence "Crystal Diamonds," barrels	5 95
" " " ½ barrels	6 05
" " " 100 lb. boxes	6 15
" " " 50 lb. boxes	6 25
" " " 25 lb. boxes	6 45
" " " cases, 20-5 boxes	7 70
" " Dominos, cases, 20-5 boxes	7 70
Redpath extra granulated	5 30
Imperial granulated	5 00
St. Lawrence granulated, barrels	5 30
Beaver granulated, bags only	5 00
Acadia granulated (bags and barrels)	5 20
Wallaceburg	5 20
St. Lawrence golden, bbls	4 90
Bright coffee	5 20
No. 3 yellow	5 10
No. 2 "	5 00
No. 1 "	4 85
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

Syrup and Molasses—Conditions are steady with molasses firmer. An increase of one cent a gallon was cabled from Barbados recently and it was stated that buyers were more numerous than sellers. Letters say that the crop is about finished and that in some cases shippers are storing away their fancy grades for better prices in the fall.

Syrups—	Per case		Maple Syrup—		
2 lb. tins, 2 doz. in case		2 50	Gallons, 6 to case		4 80
5 lb. tins, 2 doz. in case		2 85	½ " 12 "		5 40
10 lb. tins, ½ doz. in case		2 75	Quarts, 24 "		5 40
20 lb. tins, ¼ doz. in case		2 70	Pints, 24 "		3 00
Barrels, per lb.		0 03½	Molasses—		
Half barrels, lb.		0 03¾	New Orleans, medium	0 28	0 30
Quarter " "		0 03¾	New Orleans, bbls	0 26	0 28
Pails, 38½ lbs. ea.		1 80	Barbadoes, extra fancy		0 45
" 25 " "		1 30	Porto Rico	0 45	0 62
			Muscovada		0 30

Dried Fruits—Currants are stronger and late cables report a higher market for June-July shipment. The new crop is reported to be making favorable progress. Apricots, peaches, etc., are doing fairly well.

Prunes—		Per lb
30 to 40, in 25-lb. boxes	0 11	0 11½
40 to 50 " "	0 08½	0 09
50 to 60 " "		0 07½
60 to 70 " "		0 07
70 to 80 " "		0 06½
80 to 90 " "		0 06
90 to 100 " "		0 05½
Same fruit in 50-lb. boxes ½ cent less.		
Apricots—		
Standard		0 15
Choice, 25 lb boxes		0 15
Fancy, " "		0 17

Candied and Drained Peels—					
Lemon	0 09	0 11	Citron	0 14	0 17
Orange	0 11½	0 12½			
Figs—					
Elemes, per lb				0 08	0 10
Tapnets, "				0 03½	0 04
Bag figs				0 03½	0 04
Dried peaches				0 08	0 08½
Dried apples				....	0 08
Currants—					
Fine Fillatras	0 06	0 07	Vostizzas	0 08½	0 09
Patras	0 07½	0 08			
Uncleaned ½c le s					
Ralsins—					
Sultana				0 06	0 07
" fancy				0 06	0 07½
" extra fancy				0 08½	0 09
Valencias, new				0 05½	0 06
Seeded, 1 lb packets, fancy				....	0 08
" 16 oz. packets, choice				....	0 07½
" 12 oz. " "				....	0 06
Dates—					
Hallowees	0 05	0 05½	Fards choicest	....	0 10
Salrs	0 05	....			

Spices—This market is inclined to be quiet. Cream of tartar continues to maintain its firmness.

Peppers, black	0 15	0 18	Cloves, whole	0 25	0 35
" white	0 22	0 25	Cream of tartar	0 25	0 28
" whole, black		0 16	Allspice	0 14	0 16
Peppers, whole, white		0 23	whole	0 14	0 16
Ginger	0 22	0 25	Mace, ground	0 75	0 80
Cinnamon	0 21	0 23	Mixed pickling spices, whole	0 15	0 16
Nutmeg	0 20	0 30	Cassia, whole	0 20	0 25
			Celery seed	....	0 24

Coffee—The market is steady with trade good. The quotations have not been changed recently.

Rio, roasted	0 12	0 15	Mocha, roasted	0 25	0 28
Santos, roasted	0 13	0 17	Java, roasted	0 27	0 33
Maricaibo, "	0 14	0 20	Rio green	0 10	0 11

Teas.—The market is strong, particularly with moderate and low-priced grades. A representative of a tea house stated that prices had become so firm that it was almost a difficulty to sell tea, especially anything above the lowest grades.

Rice and Tapioca—This market has grown firmer from time to time and in the case of tapioca a slight increase has been made to correspond with this firmness. Demand for both has improved.

	Per lb.	
Rice, stand. B	0 02½	0 03
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	....	2 65
Rangoon	0 03½	0 03½
Patna	0 05½	0 05½
Japan	0 04½	0 05
Java	0 06	0 07
Carolina	0 10	0 11
Sago	0 05	0 06
Seed tapioca	....	0 06
Tapioca, medium pearl	0 05	0 05½

Nuts—The market remains firm. Brazils, walnuts, almonds and filberts are all quoted at slightly stronger prices and the tendency is upward.

Almonds, Formigetta	....	0 11
" Tarragona	0 11½	0 12
" shelled	0 32	0 35
Walnuts, Grenoble	....	0 13½
" Bordeaux	....	0 11
" Marbots	....	0 12
" shelled	0 29	0 30
Filberts	0 12	0 12½
Pecans	0 16	0 18
Brazils	0 15	0 15½
Peanuts, roasted	0 08	0 12

Evaporated Apples—A firmer tone has been given "vaps" which are enjoying fairly good business.

Evaporated apples	0 06½

Beans—Although beans are firmer the price has not been advanced locally. The supply is at present but a small item and the demand might be described in the same terms.

Prime beans, per bushel	2 10
Hand-picked beans, per bushel	2 25

William Cane, of Wm. Cane & Sons, Newmarket, Ont., was in Montreal last week on business.

MANITOBA MARKETS

POINTERS—
Sago and Tapioca—Advance of ½ cent.
Beans—Strong market.
Nuts—Upward tendency.

Winnipeg, May 26, 1910.

A local newspaper last week dispatched a corps of reporters to the country, in order to report on actual crop conditions from every corner of the west. It is interesting to note that in the sane and conservative reports issued that there was nothing to be found that savoured of detriment or fear of a crop smaller than in any preceding year. Crop forecasts in the west are now scientifically prepared, and although many unforeseen things might occur to blast bright hopes, yet the commercial world grasps at the facts these reports present in order that it might be guided safely in the path of industry.

The crop outlook theme is worn thread-bare, but it is the all-important commercial study of Western Canada, for upon the crop condition depends all other branches of business that this western country supports. This condition of things, however, is waning since the west is built upon a more secure foundation to-day than ever before.

The past good crops have not been used in vain, for other enterprises, too numerous to mention, have as a result of money circulation made money themselves, and can now stand alone in spite of a partial or total crop failure.

It is absurd to speak of insecurities in the west at this date of its history. It has long ago proven itself a superior source of wealth in the British empire, and this is proven by the enormous income of new people from every part of the world. If people from other parts of the empire and from foreign countries believe in the west, much more do those who have been resident there for some years.

The chief emigration officers stated last week that the majority of late-comers were more anxious to enter into business than to go to the plow. This statement is verified by manufacturers and wholesalers who are being pressed for goods.

On a C.N.R. train running from Winnipeg to Edmonton last week, there were twelve passengers who had just ordered grocery stocks for new stores in different towns along that line.

This fact is perhaps a clue to the prevailing shortage and high price condition of the markets. Every line of goods is being called for in enormous quantities and producers are being taxed to land the goods. If sources of supply at this moment should fail to deliver goods, there would be a serious condition in Western Canada. There are comparatively low stocks in wholesalers' hands. It is hand to mouth with them. Thousands of people are flocking into the country. Stores are opening by the hundreds. Camps are calling for enormous stocks, and prices in face of the prevailing condition are slow in the advance. Advance they will in many cases and great interest is attached to every commodity in the grocers' stocks as a result.

Sugar.—There is not an extra demand in powdered or fancy sugars, but all brands of granulated have a heavy output. The staples are all strong and although the demand for fancy goods is growing better, yet the necessities of life dominate the demand in the west to a much greater extent than anywhere else in Canada. So the quantity of coarse sugars consumed in the west is much greater in proportion to the fancy than elsewhere in Canada. Wholesalers do not expect lower prices until the summer months at least.

Montreal and B.C. granulated, in bbls	5 65
" " in sacks	5 70
" yellow, in bbls	5 25
" " in sacks	5 20
Icing sugar, in bbls	6 00
" " in boxes	6 20
" " in small quantities	6 25
Powdered sugar, in bbls	5 80
" " in boxes	6 00
" " in small quantities	6 65
Lump, hard, in bbls	6 10
" " in ½-bbls	6 60
" " in 100-lb. cases	6 60

Dried Fruits.—The report from the east that dried fruit lines have dropped off in demand since the revival in the canned goods market has no verification in Western Canada. It cannot be said, however, that the reverse is true for the canned goods trade has certainly developed. The dried fruit market has not shown the least sign of abatement, but rather signs of over stimulation. The fact that jobbers are continually running out of stocks and also the fact that prices are continually on the rise, does not give the appearance that the trade is being cut into by any other line. Prunes, raisins, apricots and peaches are all on the up-grade, and in primes particularly there has been a serious shortage for some weeks. There were scenes in wholesale houses somewhat similar to a panic when reports of frost in crop centres came in, and at once figures were sent up. The camp trade is heavy, and new retailer stocks are taking the trade to the utmost.

Smyrna Sultana raisins, uncleaned, per lb	0 06 0 11
" " cleaned, per lb	0 09 0 13
Valencia raisins, Rowley's, f.o.s. per case, 28's	.... 1 66
" " selects " 28's	.... 1 80
" " layers " 28's	.... 1 95
California raisins, choice seeded in ¼-lb. packages per package	.... 0 06
" " fancy seeded, in ¼-lb. packages per package	.... 0 06½
" choice seeded in 1-lb. packages per package	.... 0 07½
" " fancy seeded in 1-lb. packages per package	.... 0 08½
Ralsins, 3 crown muscatels, per lb	.... 0 06½
" 4 " " "	.... 0 07

Prunes, 90-100, lb	0 05½	Prunes, 50-60 "	0 07½
" 80-90 "	0 05½	Prunes, 40-50, lb	0 08½
" 70-80 "	0 06½	Sliver prunes, ac. to quality	0 09½ 0 12½
" 60-70 "	0 07		

Currants uncleaned, loose pack, per lb	0 06½
" dry, cleaned, Filiatras, per lb	0 06½
" wet, cleaned, per lb	0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08½

Pears, per lb	0 09 0 15	Dates, per lb., Hallows, bulk	0 06½
Peaches, standard, per lb	0 08½	Dates, Fard, 9½ lb. boxes	1 30
Peaches, choice	0 09	Dates, packages 30 in case	0 07
Apricots, standard, per lb	0 15	Figs, per lb	0 04½ 0 05
Apricots, choice per lb	0 15½	Peel, lb., lemon	0 09½
Plums, pitted, lb	0 11 0 12½	" " orange	0 10
Nectarines, lb	0 09½	" " citron	0 13½ 0 18

Syrup and Molasses.—An irregular advance of about 10 cents has taken place. This has been expected for some time and strong pressure had to be brought to bear on the market to keep quotations at the figures published last week. Syrup is one of the leading staples of the western trade. The consumption in the west is reported to be many barrels per capita in advance of any other people on the continent, and the U. S. importation has been heavy. It is peculiar too that the maple syrup trade never affects this line, and an additional line is always an extra and not a substitute. Jobbers say there is a possibility of further advances and

the market has been known to be higher on former occasions.

Molasses is quiet with a moderate demand and no change whatever in prices.

Syrups—	
24 2-lb. tins, per case	2 23
12 5-lb. tins, per case	2 67
6 10-lb. tins, per case	2 51
3 20-lb. tins, per case	2 57
Half bbls., per lb	0 03½
Barbadoes molasses in ½-bbls., per gal	0 50
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, ½ bbls., per gal	0 33 0 35
Challenger, 6 10-lb. tins, per case	2 15

Honey.—Little can be reported on a line that does not fluctuate either in price or quantity of output during a whole year. The popularity of this product in the west makes it one of the leading lines in the trade, however, and though prices move little, yet there is no possibility whatever of lower quotations. There is to be more competition in the western trade in the future, owing to recent endeavours of honey producers to land some trade. Retailers will find it to their interest to develop the western production, and a local wholesaler has arranged to stock a good quantity of the Manitoba product. The 12 ounce product is the most popular here.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	1 90
" 60-lb. tins, per lb	0 15

Lard.—The pure product has an exceptionally strong market, and advances of 5 cents are confidently expected. The compound has dropped off in output due no doubt to the easing of the butter market. The pure was used extensively for cooking purposes when butter was at the extreme figure, and it was really the condition of the butter market that revived the lard trade. The enlarged introduction of lard on the market, however, will make for an increased trade even if butter should go down many points in price.

Pure, 20-lb. pails	3 65
" 3-lb. tins, 60-lb. cases	11 25
" 10-lb. tins, 60-lb. cases	11 05
Compound, 20-lb. pails, per pail	2 80
" 5-lb. tins, 60-lb. cases	8 80

Rolled Oats.—No change is reported in the figures, but a much stronger atmosphere prevails in this market. Nothing but the very keenest competition among jealous salesmen could keep the prices what they are. For some time the market has been quite out of joint with the oat market and the grain prices should naturally rule the rolled product. The condition is changing and it is believed that the $2 price is in sight. Much depends upon the future demand, however, and if this continues as it has in the past, stronger prices are inevitable.

Rolled oats, 80 lb. sacks, per 80 lbs.	1 75
" 40 " " 40	0 90
" 20 " " 20	0 45
" 80 " (8. 10s)	2 15

Tapioca and Sago.—Up ½ cent is the report this week. What the future is to be is uncertain, but it is reasonably expected that what may be considered high prices are sure to come. A peculiar condition prevails in tapioca and sago crop centres. The commercial world has gone crazy over rubber production, and sago plants are being uprooted to make room for rubber plants. This, of course, applies to tapioca also, since they are practically the same plant, tapioca being the pith of the sago tree stock. Wholesalers claim that sago will not go off the market if it reaches the 15 cent price, so it will be interesting to watch the market in the future. A few years ago (1906) sago and tapioca were about 7 cents and present quotations cannot be considered high. But a much higher price may result from present conditions.

Pearl tapioca, per lb	0 06
Sago, per lb	0 05½

Beans.—Wholesalers have succeeded in drawing stocks from the east, where they were held for higher prices for some time. An advance of only 5 cents was the result and it did not pay stockholders to deplete the market, as they have done. The following quotations are firm, however, and may go up if the demand continues as it has during the past few weeks. Jobbers' margins are low and efforts may be made for this reason to send prices up.

3-lb. picker, per bushel	2 25
Hand picked, per bushel	2 35

Evaporated Apples.—Local stocks have been practically all cleaned out which is a new condition. Some weeks ago jobbers believed that some heavy losses would have to be sustained as there was a superfluous supply of poor quality, and no demand. It has all been sent out, however, at low prices and now storage centres are being called upon for new and better stocks. Jobbers refuse to quote anything lower than 8½ cents for new stuff and prices as high as 10 cents are being asked for the better grades. The quality all round is said to be real good and as soon as merchants are confident of this higher prices will undoubtedly be asked.

Nuts.—For the past year there has not been an item in the list that has been more interesting than the nut market. Gradually, yet sure, advances have been made due chiefly to the increasing demand. The recent tariff arrangement made it possible to get the goods into this country more easily, but until the present no lower prices can be quoted, as it happened the market was going up at the time of the tariff change. A local jobber stated yesterday that the almond market would no doubt have been 38 cents had the tariff arrangement been delayed. Those who may have expected a drop in prices were not rewarded, owing simply to the advance at the time of the change.

Shelled Walnuts, in boxes, per lb	0 33
" " small lots, per lb	0 34
" Almonds, in boxes, per lb	0 35
" " small lots, per lb	0 36
Peanuts, Japan, per lb	0 13 0 16

BRITISH COLUMBIA MARKETS.

Sugar, standard granulated		5 80	Butter, local creamery		0 35
Sugar, Imported		5 25	Butter, Western	0 22	0 25
Val. raisins, lb.		0 05½	Eggs, California		0 30
Cal. " "		0 07	Eggs, local	0 28	0 30
Prunes	0 05½	0 07½	Cheese, Ontario	0 14½	0 15
Currants	0 06½	0 07½	" Manitoba		0 14
Dried apricots	0 11	0 13	Bacon	0 24	0 30
Flour, Standard, bbl		6 90	Lard, pure		0 20
Cornmeal, p. 100 lbs		2 60	Lard, compound		0 17½
Beans, per lb.	0 03½	0 04½	Potatoes—		
Rice, per ton	68 00	76 00	Ashcrofts, ton		40 00
Tapioca, per lb.		0 03½	Local, ton		23 00
Apples, box	2 75	3 00	Cal. Burbanks		25 00
Evaporated apples		0 06½	Canned Goods—		
Butter, Eastern dairy in tubs		0 25	Peas, Early June		1 35
Butter, Eastern dairy, choice	0 34	0 36	Tomatoes		1 27½
			Corn		1 02½
			Apples		3 42½
			Strawberries		2 15
			Raspberries		1 65

NOVA SCOTIA MARKETS.

Halifax, N.S., May 26, 1910.

May is looked upon in the fresh fish trade as the dullest in the year—between seasons in fact, with lighter arrivals and corresponding decrease in output. The last complete car load for a distant point went out to Winnipeg recently, but business is beginning to show more activity with the approach of summer. Lobster shipments by the Plant Liner, Halifax to Boston on 18 were only 367 crates of live against 703 the previous week by the same steamer. Prices have advanced for live considerably in the local market. Shipments of canned lobsters chiefly to the European market have run up into thousands of cases in the two weeks. Prices are understood to be rather better for packers than last year, indications of shortage in the supply seeming to be generally accepted as likely to happen. Cod and haddock have been in fairly good supply with the addition of receipts from establishments at Hawkesbury, and Canso for ordinary local requirements.

Salmon are showing up in larger quanties from day to day. Mackerel have struck in all along the coast, east as well as west, but as yet the schools are not large.

Business for the last two week in sea foods, as well as all other household needs, has undoubtedly been affected to a certain extent by the general dullness incident to the curtailment of festivities of any kind since the King's death.

Refined sugar went up 10 cents during the week due to estimated short supplies.

Creamery prints per lb	0 30	0 32	Beef, Canadian per bbl		18 00
Creamery solids per lb	0 28	0 29	Hams smoked		0 16½
Dairy, tubs, lb.	0 25	0 25	Pork, fresh	0 10	0 11½
Fresh eggs, doz.		0 20	Codfish, quintal		5 50
Sugars—			Herring, pickled per bbl		5 00
Extra Standard, granulated		5 15	Apples, per. bbl.	1 50	3 00
Austrian, bags, granulated		5 05	Potatoes—		
Bright yellow		4 85	P.E. Island, bag		1 50
No. 1 yellow		4 75	Nova Scotia		1 50
Flour h. wheat per bbl	6 40	6 50	Onions, Spanish per lb		0 02½
Flour, Ontario blends, bbl	5 75	5 85	Onions, American, per lb		0 02½
Cornmeal, bag.	1 70	1 75	Onions, Canadian, per bag	1 60	1 75
Oats	0 54	0 55	Molasses, fancy Barbados, bbl		0 37
Pork, American per bbl		28 00	Molasses, fancy Barbados, gal.	0 32	0 35
Pork, clear bbl	31 50	32 00	Beans, busbel		2 25
Beef, American plate per bbl		18 75	Rolled Oats, bbl.	5 25	5 40

NEW BRUNSWICK MARKETS.

St. John, N.B., May 26.

Business from wholesaler to retailer has been good with no changes in price quotations, with the exception of an advance in sugar.

Sugar—			Molasses, fcy.		
Standard gran.	5 40	5 50	Barbados, gl	0 32	0 33
Austrian "	5 30	5 40	Butter, dairy, lb	0 25	0 27
Yellows	4 90	5 30	Butter, creamery, lb	0 29	0 30
Flour, Manitoba	6 35	6 45	Eggs, new laid	0 17	0 18
" Ontario	5 55	5 85	Potatoes, bbl.	1 25	1 50
Cornmeal, bags.	1 55	1 60	Canned goods—		
" bbls.	3 15	3 20	Peas, doz	1 15	1 55
Rolled oats, bbls	5 00	5 10	Corn, doz	0 90	0 95
Buckwheat, west. grey, bag	2 90	3 00	Tomatoes, dz	1 00	1 05
Val. raisins, lb.	0 05½	0 06½	Raspberries, dozen	1 95	2 05
Cal. raisins, seeded	0 07½	0 08½	Strawberries, dozen	1 70	1 80
Currants, lb	0 07	0 07½	Salmon, case—		
Prunes, lb	0 05½	0 09	Red spring	6 50	6 75
Rice, lb	0 03½	0 03½	Cohoes	6 00	6 25
Beans, hand picked, bus	2 20	2 25	Peaches, 2's, dozen	1 75	1 85
Beans, yellow eye, bus	3 50	3 65	Peaches, 3's, dozen	2 85	2 95
Cheese, new, lb	0 14	0 14½	Baked beans, dozen	1 20	1 30
Lard, compound lb	0 14	0 14½	Fish—		
Lard, pure, lb.	0 17	0 17½	Cod, dry	3 00	4 25
Pork, domestic mess	28 00	28 50	Herring, salt, bbls	4 75	5 00
Pork, American clear	29 50	32 00	Bloaters, box	0 85	0 90

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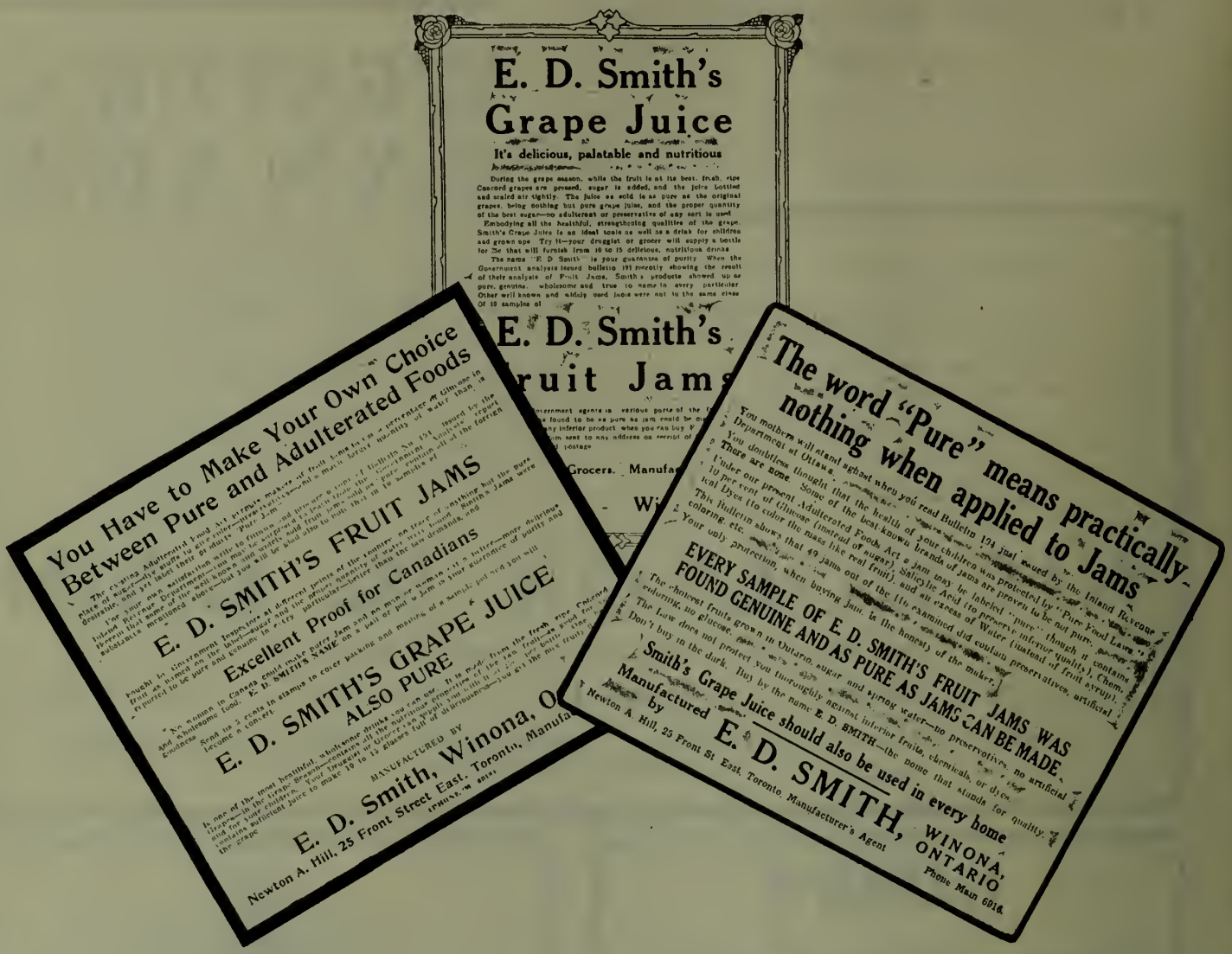
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Will the Grocer of the Future Sell from Sample?

Prediction Made by an Old Retailer That This Will be One of the Scientific Methods in the Days to Come — Price Maintenance Will be Another Feature—General Conditions to be on a Better Trade Basis.

By M. Moyer.

There are certain laws that govern and regulate industrial activities and when these are violated or side tracked, discontent, injustice, injury and suffering will follow.

This is necessary to teach us that we are off the track and are either not complying with the ever active principle of progress, or that we have entirely drifted away from the right path to pursue. The only true and satisfactory system of distributing the products of the world is through the wholesalers at certain centres, and through the retailers all over the country within easy reach of the consumers.

Through the introduction of large stores which are neither one nor the other and which are disturbing the natural channels of commerce there is discontent, injury and confusion. Instead of the country developing in its natural way, it is becoming unbalanced and while a few are gaining monetary fortunes, the great mass of the people are correspondingly impoverished. This is apparently the condition the country is in at the present time. The people are misled through powerful advertising and are unconsciously supporting the institutions which are undermining their own interests. This is causing an awakening, and a study of the situation as it exists, through which the evil results will be discovered and ways and means devised which will give the people the service to which they are entitled. The evidence that this work is going on is shown by the unrest in various lines of trade and the efforts to secure united action to turn the drift the right way.

As all interests are considered and are better understood the fact becomes clear that in the interests of all, instead of working against each other they must work for each other. Instead of suspecting each other for things they do not understand, they should work in harmony.

Better Conditions Coming.

With this movement in operation, and which is receiving more support every day, it is safe to predict that trade conditions will be worked out to be more equitable and of greater value to the people than at the present time.

The bargain craze into which the people were lured, and which at the present time commands respect from even the best people will be regarded as a combination of stealing and gambling. Instead of merchants trying to undersell each other, in order to deprive their neighbors of a living income, they will rival each other through a better and cleaner service. The people will rise above greed and will not force others to work at starvation wages in order to enable them to procure goods for less than they costs to produce them without suffering.

In view of this onward movement one may form some idea of the possible future of the grocery store and may venture to draw a picture in his imagination of what the ideal store of the future may be.

Will be Sold From Sample.

Instead of goods being displayed in boxes, barrels, bags and exposed to the dirt and dust, they will be kept in properly arranged warehouses, and sold entirely from samples in the salesroom. Everything in connection with food stuffs will be handled with much greater care as to clean and sanitary methods, grocers will require a thorough training and will have to pass an examination of fitness before they will be allowed to handle groceries.

Such filthy habits as tasting butter by taking part off the trier with the teeth and putting the rest back into the roll will not be tolerated.

Handling fish, coal oil, bread, biscuits, candy, etc., without washing the hands will be regarded as disgusting. Confectionery, dried fruit, etc., will not be placed immediately in front of the people where they handle them and very often carelessly cough over them. All goods will be kept under cover, and the warehouses will be built proof against rats and mice, and consequently the cat, the lesser evil will also have to go. Instead of grocers trying to be the cheapest they will try to be the cleanest.

Manufacturers will insist on paying the retailer a fair profit. Consumers will not look for bargains but will deal where it is the most convenient and where they get the freshest and cleanest goods.

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This splendid number of the Canadian Grocer is devoted to the science of Retailing and the purpose of it all is to help you to increase your profits and at the same time give your customers better service, make it more worth their while to deal with you. You do both when you sell the **40c. grade of Red Rose Tea** to a customer who has been buying 30c. tea. No other tea in Canada at the price compares in quality with **Red Rose Tea,** and especially the **40c. grade.** Time and again its superior worth has been acknowledged by the most expert independent tea men.

Every time you sell **40c. Red Rose Tea** to a customer who buys 30c. tea you double your profit and your customer gets better value for her money than she does with any other 40c. tea, and especially with any 30c. tea, and will give you the credit. Surely this is the science of retailing to increase your profits and at the same time better please your customers.

You can sell a pound of 40c. tea to most of your 30c. customers. If you sell them **40c. Red Rose Tea** you can keep on selling them the higher grade. It is worth your while to do it.

Red Rose Tea

Is Good Tea

The 40c. is VERY good.

Branches: Front Street East, Toronto, Ont. — 315 William Ave., Winnipeg, Man.

T. H. ESTABROOKS

ST. JOHN, N.B.

CANADA'S FINEST PACKING PLANT

Producing

FRESH and CURED MEATS

PURE and COMPOUND LARD

SHORTENING

SAUSAGES

COOKED MEATS

MINCE MEAT

Our Leaders
The Brands of Quality:

Gunns Brand
SMOKED MEATS

Maple Leaf Brand
FANCY BREAKFAST BACON

Maple Leaf Brand
PURE LARD

EASIFIRST SHORTENING

PI-CRUS MINCE MEAT

And all Packing House Products. QUALITY THE FINEST THAT CAN BE PRODUCED.
Made under Government Inspection.

GUNNS LIMITED PORK AND BEEF PACKERS - - TORONTO

CHEESE

New cheese are now in. We can ship promptly either large or twins.

We have a few only of last year's cheese. They are now in prime condition and sure to give satisfaction.

F.W. Fearman Co.
LIMITED
Hamilton

MILD CURED

Breakfast Bacon Skinned Backs and Hams

Finest Quality. Made from Selected Hogs. Made under Government Inspection.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Production of Butter and Eggs Much Heavier

Decline in Prices Although Not as General in Regard to Eggs—Further Drop is Expected in Price of Each—Quieter Week in Provision Market—Poultry Has Not Yet Come to Its Own.

Receipts of butter and eggs have been extremely heavy during the past week, being responsible to a certain extent for the decline that has been reported from most centres. Butter has been on the toboggan for some time and it cannot be said that the lowest notch has yet been reached.

There has been no appreciable change in the hog market, but in provisions smoked bacon is slightly higher, while plate beef has gone in the opposite direction.

Although new cheese is being manufactured with steady increases it is not yet a strong factor.

MONTREAL.

Provisions.—A reduction in plate beef prices has taken place. Prices have been considered too high by the trade for some time past. The 300 lb. barrel is now quoted at $8.75. Live hogs are up to $10 and $10.25 this week, though no change has taken place in dressed. Hams are firm and have a tendency toward higher prices. Trade in general is good, and all lines seem to be getting their full share.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16½
Cases, tins, each 10 lbs., per lb	0 16¾
" " " 5 " "	0 16¾
" " " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb	0 17
Pails, tin, 20 lbs. gross, per lb	0 17½
Tubs, 50 lbs. net, per lb	0 16½
Tierces, 375 lbs., per lb	0 16½
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 12⅝
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12⅞
" 5 " " " "	0 12⅞
" 3 " " " "	0 13
Pails, wood, 20 lbs. net, per lb	0 11⅝
Pails, tin, 20 lbs. gross, per lb	0 12¼
Tubs, 50 lbs. net, per lb	0 12⅜
Tierces, 375 lbs., per lb	0 12½
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	31 00
Bean pork	27 00
Canada short cut back pork, bbl. 45-55 pieces	30 50
Clear fat backs	33 00
Heavy flank pork, bbl	20 50
Plate beef, 100 lb bbls	8 75
" 200 "	17 00
" 300 "	25 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 16½
Long clear bacon, heavy, lb	0 16
Long clear bacon, light, lb	0 16½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 16
Large sizes, 18 to 25 lbs., per lb	0 17½
Medium sizes, 13 to 18 lbs., per lb	0 18½
Extra small sizes, 10 to 13 lbs., per lb	0 19½
Bone cut, rolled, large, 16 to 25 lbs., per lb	0 19
" " " small, 9 to 12 lbs., per lb	0 19½
Breakfast bacon, English, boneless, per lb	0 19½
Windsor bacon, skinned, backs, per lb	0 20
Spiced roll bacon, boneless, short, per lb	0 16
Hogs, live, per cwt	10 00 10 25
" dressed, per cwt	14 50

Butter.—Owing to the large receipts of butter here, the situation would have been hurt materially if the west had not come to the rescue and taken the surplus off our hands. It is going to be a serious problem in the near future, however, to maintain prices at anywhere near their present position, as the eastern butter is now commencing to come in and receipts this week show a gain over the corresponding week last year of nearly 50 per cent., 10,253 packages as against 7,930. Of course our consumption is growing rapidly, but not sufficiently to keep pace with the increase of supplies. Since the first of the month there has been a gain of about 5,000 packages over last year's figures. The figures are 26,732, as against 21,759.

New milk creamery	0 25
Dairy, tubs, lb	0 23
Fresh dairy rolls	0 23

Cheese.—From all recent indications the man who pursues a conservative policy with regard to cheese is the man who will win out. Reports from two large producing centres show an increase (estimated) of over one-third above last year. Prices look to be due for a slump as soon as the grass goods begin to come in. English importers say that New Zealand cheese is obtaining a strong hold, and they find it much harder to dispose of Canadian goods at present prices than ever before.

Receipts for the week are 25,703 boxes as against 21,374 boxes same week last year. For the season they are 56,129 boxes, as against 56,502 boxes same season 1909.

Quebec, large	0 13
Western, large	0 13
" twins	0 13½
" small, 20 lbs.	0 13½
Old cheese, large	0 16

Eggs.—The present condition of the egg market is rather alarming. Prices continue high in the country, and yet there are twice as many eggs available as last year at this time. Of course consumption is rapidly on the increase, and eggs are bought now as necessities rather than luxuries, still there seems a distinct probability of an oversupply this year.

Receipts for the week are 12,236, as against 11,123 cases same week last year. For the season they are 40,481 cases, as against 39,082 same season 1909.

New laid	0 21

Maple Products.—Prices quoted to the retailer have now little meaning, as stocks are so nearly exhausted at first hand that they may be entirely left out of consideration. Maple sugar and syrup are worth what can be obtained for them, and there need be no competition to hurt anyone. There is little enough for present needs and the visible supply is getting less every day.

Compound maple syrup, per lb	0 04½ 0 05
Pure townships sugar, per lb	0 10 0 11
Pure syrup, 8½ lb. tin	0 70
" " 10½ lb. tin	0 85

Honey.—Honey matters are seemingly as quiet as ever, though some dealers report an increased demand in the past few days. The scarcity of maple products should have a beneficial effect as their shortage becomes more apparent. Prices are unchanged.

White clover comb honey (nominal prices)	0 15 0 17
Buckwheat, extracted	0 08½ 0 09
Clover, strained, bulk, 30 lb. tins	0 11 0 11½
Buckwheat comb	0 12½ 0 13

TORONTO.

Provisions.—A temporary short supply of smoked breakfast bacon brought out a slight increase in price. In the hog market there was a noticeable quietness apparent. Prices for live and dressed hogs were not changed.

Long clear bacon, per lb	0 15 0 15½
Smoked breakfast bacon, per lb	0 1½ 0 20
pc kled shoulder	0 11½
Roll bacon, per lb	0 15½ 0 16
Light hams, per lb	0 18 0 18½
Medium hams, per lb	0 18
Large hams, per lb	0 17 0 17½
Cooked hams	0 26
Fresh shoulder hams	0 13
Sboulder butts	0 17
Backs, plain, per lb	0 19½ 0 20
" pea meal	0 20½ 0 21
Heavy mess pork, per bbl	28 00 29 00
Short cut, per bbl	30 00 31 00
Lard, tierces, per lb	0 15½ 0 16½
" tubs "	0 16 0 16½
" pails "	0 16½ 0 16⅝
" compounds, per lb	0 12 0 14½
Live hogs, at country points	9 00 9 40
Live hogs, local	9 60 9 75
Dressed hogs	12 25 13 00

Butter.—Another decline in the price of butter was reported this week. The reason is easily understood considering the weather conditions this spring. Production is ample and, as was expected, prices dropped with the market heavily supplied. Some believe that the bottom price has not yet been reached.

	Per lb.
Fresh creamery print	0 23 0 24
Farmers' separator butter	0 21 0 22
Dairy prints, choice	0 19 0 20
Baking butter	0 16 0 17
Large rolls	0 18 0 18½
Dairy tubs and boxes	0 17½ 0 18

Eggs.—With no abatement to the production of eggs another decline was felt during the past week. Cold storage houses held off to a certain extent and this tended to overload the market. Farmers are receiving 17 cents.

New laid eggs	0 18 0 18½

Cheese.—New cheese is beginning to be a factor in market circles. The various boards throughout the country are opening for the season with prices hovering about 10½ to 10⅝. Old cheese remains firm at 12¾ for large and 12c for twins.

Poultry.—Locally, business has brightened, thanks to the presence of race visitors. Prices have not changed however. Broilers are being received in only fair quantities.

Spring broilers, dressed	0 40 0 45
Hens, per lb. dressed	0 15
Turkeys, per lb., large	0 17 0 18
Ducks	0 16 0 17

Honey.—The market is firm enough, but is not featured by anything out of the ordinary.

Clover honey, extracted, 60 lb. cans	0 10¾ 0 11
" " " 10 lb pails	0 11 0 12
" " " 5 lb. pails	0 11½ 0 12
" " comb, per dozen	2 25
Buckwheat honey, lb	0 07

TRADE NOTES

W. C. Christmas, Montreal, is in Quebec City, this week.

Adolphe Barry, of Barry Freres, Smyrna, Asia Minor, is in Montreal this week.

L. Z. Magnan, wholesale grocer, Joliette, Que., has moved into new premises.

The J. U. Gervais Co , tobaccos, Joliette, Que., has acquired a new plant from the American Tobacco Co., also located in Joliette. A new concern is to be formed having the name, Gervais Leaf Tobacco Co. They will start manufacturing cigars and chewing and smoking tobaccos.

Before leaving to take up his new duties, W. A. Beddoe, the new Canadian trade commissioner to New Zealand, will make a tour of the country with the object of interviewing the leading exporters. He hopes to be able to create new trade possibilities by this method. Montreal was visited last week.

Flour, Pork, Grain,
Smoked Meats
AND
General Provisions
ALSO
Hay and Oats
GEO. TANGUAY
LOWER TOWN : QUEBEC

R. F. CREAM & CO.
General Brokers and
Commission Merchants
Flour, Grain, Provisions, Teas and General Groceries
75 Dalhousie St., Quebec, P.Q.

Dishes for 300 Grocers
There are 4,500 Grocers in Ontario alone. To 300 Grocers first ordering, we offer a sample lot of 5,000 Oval Butter Dishes for $5.00, f.o.b. factory, net thirty days.
500-¼s, 2,000-1s, 2,000-2s, 250,3s, 250-5s.
Craham Bros. & Co., Kinmount, Ont.

CHEVALIER, POULIOT & CIE.
Wholesale Grocers
Proprietors famous "Congo" Brand Guaranteed Goods.
Correspondence Solicited. Address us at
JOLIETTE, QUE.

L. E. Dastous & Co.
Grain and :: ::
General Brokers
Sherbrooke, - Quebec
SPECIALTY { Sugars and / Dried Fruits
Correspondence solicited from foreign shippers.

Sellers and Buyers of
Butter, Cheese, Hams and Bacon
are invited to communicate with us before disposing of their goods, or placing their orders. It will pay them. We guarantee satisfaction.
Try us.
EMOND & COTE
QUEBEC

WINDSOR SALT
CAR LOTS OR LESS. Prompt shipments
Write us for prices. Phone order our expense
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, MANAGER

PROF. VINK'S
Celebrated
Horse and Cattle Preparations
Always in demand. Yield good profit. Secure catalog and full information from
The Joliette Chemical Co., Limited
Joliette, Que.

When writing advertisers kindly mention having seen the advertisement in this paper.

Clark's Pork and Beans
FOR SUMMER SALES

The food value in Clark's Pork and Beans and their low cost make them always in demand—particularly so in the summer time, as they are so quickly and easily prepared.

They will be in unusual demand this year. Be prepared for the demand.

Wm. Clark - Montreal
Manufacturer of high-grade
—Food Specialties—

P. POULIN & CO.
Poultry ***Game***
Montreal's largest poultry and game house. Finest turkeys, geese, chickens, etc., in seasons when the dependable kind are required. We buy in large quantity and can sell at attractive prices. Also can fill your everyday wants.
Eggs *Buyers and sellers of clean feathers of all kinds* ***Feathers***
Bonsecours Market ***Montreal*** *Cold Storage, 10 St. Claude*

The Hayne Milling Co., LIMITED
BRIGDEN, ONT.
Manufacturers of
Patent Flours, Rolled Oats,
Pot Barley, Flaked Wheat
and Feeds of all kinds.
Also shippers of grain. Assorted cars a specialty.
Correspondence solicited.

BOVRIL

is Always Useful in Summer, Winter, Spring or Fall

It refreshes, invigorates, tones up the system and builds bone, nerve and muscle.

In Summer, Bovril is invaluable as an aid to the cook. Very many simple and tasty dishes are easily prepared with an economy of fuel and trouble.

It pays the Grocer always to have a good supply on hand. There is no other line so steady and sure a seller as BOVRIL.

BOVRIL LIMITED

Montreal, Que.

LAING'S

This is the name to look for on provisions you sell. It is the guarantee of high quality. For years **Laing's**

Hams and Bacon

have enjoyed the very highest of reputation, simply because the packers never allowed quality to deteriorate.

Laing's experience, combined with careful attention to smallest details, ensures excellence.

Experts do the selecting and curing of all Hams and Bacon.

For pleased customers sell **Laing's**

"Meats that Satisfy"

Also keep on hand a good stock of

Laing's Canned Meats.

Laing's lines are carefully packed, Government inspected, and guaranteed as to quality. A full range is packed.

Laing's Compound Lard Excels. Same price as others but of a perfection all its own.

Our Monthly Price List is very complete and full of valuable information.

Free to dealers for the asking.

THE

Laing Packing & Provision

COMPANY, LIMITED

MONTREAL.

Ready-made Suggestions for Increasing Sales

What Price Tickets and Brief Pithy Suggestive Announcements on Cards Will Do—Necessity of Maintaining a Fresh Appearance in the Stock—Blackboard in Front of Store for Naming New Goods or Specials.

A. H. Harvey.

Merchants might sell more goods and make more money by simple little plans in connection with their store that cost practically nothing but a little work. I do not mean to speak of the larger business getters, but of the smaller things that may be done about the store and which help along a great deal in the sales.

Perhaps of the smaller things, there is nothing more effective than price tickets, of which most merchants use far too few. Many retail grocers do not realize their great value in selling goods. Often, customers will notice and purchase goods to which the price ticket is attached, while they would not otherwise. It not only attracts the customer's attention to the article, but for some reason people seem to buy articles more if they know the price. I do not know why this is, unless most customers do not feel enough at home in a store to inquire the price of the many articles. It has been said that a merchant should use enough price tickets until a person can tell the price of every article in the shop. Perhaps, this is putting it too strong, but at any rate it is true that many more sales would be made in grocery stores if there were more price tickets used. The ordinary wooden stamps of which most merchants have a set, make the best price markers as the print is easily made out at any distance in the store. The price of goods, which you have in drawers and barrels and under the counter, may be made known in an attractive manner by having neatly printed signs such as "9 lb. Rolled Oats for 25c" tacked on the top shelf, where they can be easily seen by the customer, but do not hide any of the goods.

Keeping Stock Looking Fresh.

Goods must be clean and fresh looking in order to invite purchase. Care should be taken that wrappers are not damaged while in store house, or while being unpacked. Special attention should be given to see that old stock is always sold out first. Goods will become old looking by being exposed to the sun, while in the window.

Goods may be made more attractive by being properly placed on the shelves. Goods of one kind should be placed together on the shelf. In some stores you will find a few cans of salmon in one place and a few some place else, and so on, in any way to fill the shelves. They should be placed so that when the customer looks at one place he will see salmon and when he looks at some other place he will be reminded of some other article, and of that article alone. Keep all your canned goods in one place; all your teas in another, and everything in such a manner that when you are selling canned goods, you will not have to walk to one end of the shop for a can of tomatoes and to the other end for a can of corn or peas.

Of course, all merchants realize the value of a nicely trimmed window as a selling power. Goods that are placed in the window should always have a clean and fresh appearance as passing customers usually judge the store and goods by what they see in the window and if it has not the right appearance, the window is likely to lose its value as a selling agent. Articles should be selected with care and well dusted before being placed in the window.

Do not try to show everything you sell at once. One line at a time acts best as a salesman. Many window trimmers put in anything to give the window a nice appearance. Every merchant should aim at attractiveness in window dressing, but he should not sacrifice the main point—that of making more sales. Price cards should be an important feature of most grocery windows.

Merchants may use many ways of attracting the people who pass their store. Many merchants use a blackboard to good advantage in front of the store. The writing on these can be changed from day to day and in most cases prove a good advertiser. Some merchants head the board: "Store News," and give notice on it daily of fresh shipments of goods received and of specialties which they may have on hand.

Blackboard on the Wagon.

I do not see why it would not pay a merchant to place a black board on the back of his delivery waggon. This could also be changed from day to day and as your waggon is continually going in all parts of the town, you have a traveling advertisement that ought to be worth a great deal at a small cost.

Another small thing that helps a great deal in selling goods is a card on which is plainly printed: "Have you forgotten anything?" This when placed at the outgoing door will often cause a customer to stop and think of other articles. A better reminder is a larger card at the top of which you have the above quoted sign printed and below it a list of the most important lines you carry in stock.

A small card on which you have printed "Ask for what you don't see—Guess we have it" is a sales maker or it may be improved by adding: "If we haven't it we can get it." The customer will appreciate your attempt to supply all his or her wants.

Goods on which you have the most profit and those which are liable to spoil if kept too long, should be the most prominently displayed and their position in the store should be changed often.

If you or any of your clerks are good writers, you can attract customers' attention to many articles by short "Store Talks," neatly written on card board and tacked on the shelves at different parts of the store. A sample one might be, "We have just received our first shipment of new raisins and can safely say that we have not had a better quality in many years. They are certainly worth what we charge for them—only 8c lb."

There are many small plans that merchants may use to make more sales and the wise grocer is continually on the look out for any schemes that will help his business.

HOT AFTER THE DIVIDENDS.

The remarkable extent to which the dividend-hunger has taken possession of the minds of members of co-operative stores in some part of the old country is set forth with much humor in a book by F. Ormerod dealing with "Lancashire Life and Character."

"Who brought our new babby?" a lad is said to have asked. "Oh, the doctor brought it," replied the nurse. "By gum," the lad exclaimed, "mi faythe will cuss when he gets to know it hasn't coom from, t' co-op."

Even the housewife will indulge in all manner of extravagances in order that her husband's poundage shall not fall below the customary level. Says Mr. Ormerod:

A story is told of a woman who did not like the quality of the butter in a certain tub standing on the counter of the store she patronized. "That's gradely bad butter," she said one day, "when will you have some fresh?" "That's what you'll have to have or none," the shopman replied. "There'll be no more till that's done." "Well, then," said the doughty co-operator, "let's have four pound; let's get it done with."

TELL YOUR CUSTOMERS.

Two or three slices of lemon in a cup of strong tea will cure a nervous headache.

A tablespoonful of juice in a small cup of black coffee will relieve a bilious headache.

The juice of half a lemon in a cup of hot water on awakening in the morning is an excellent liver corrective, and successful substitute for calomel and other alternative drugs.

A dash of lemon juice in plain water makes a cleansing tooth wash, not only removing the tartar, but sweetening the breath.

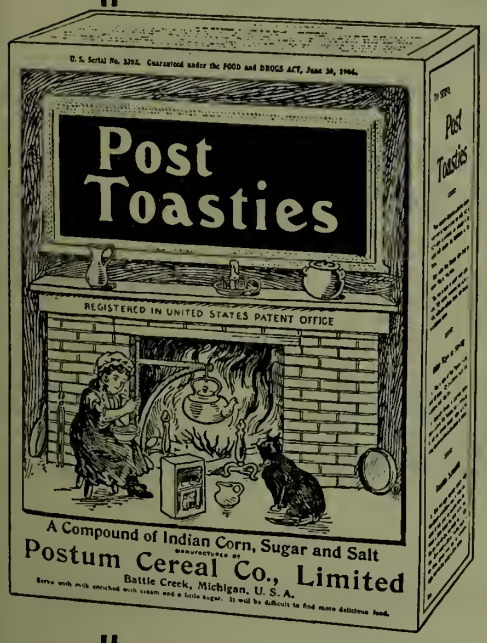
A lotion of lemon juice and rose water will remove tan and whiten the skin.

Lemon juice with olive oil is far superior to vinegar for a salad dressing—equal parts being used for blending.

Lemon juice and loaf sugar is good for hoarseness.

Outward applications of the juice allays irritation caused by insect bites.

People Want


Post Toasties
REGISTERED IN UNITED STATES PATENT OFFICE
A Compound of Indian Corn, Sugar and Salt
Postum Cereal Co., Limited
Battle Creek, Michigan, U. S. A.

Post Toasties—

Sweet, fluffy bits of white corn, toasted to a crisp, appetizing brown.

Heavy, continuous advertising makes first sales, and the real merit of the food keeps Post Toasties a steady seller.

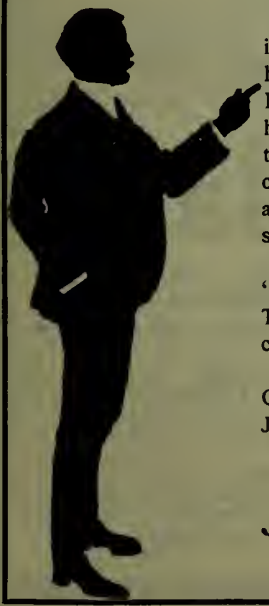
There's good profit to grocers in supplying the demand, and the sale of every package is guaranteed.

Postum Cereal Company, Ltd., Battle Creek, Mich.

MAKING MORE MONEY!

THE GROCER who is handling a full line of

"White Lily" Brand Biscuits



is on the road to greater profit in his business.

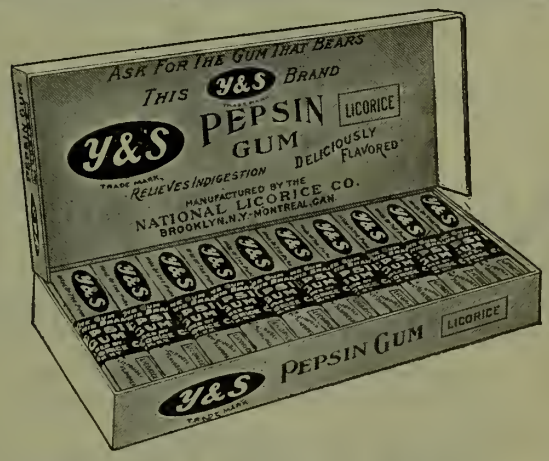
HAVELOCK LUNCH BISCUITS have proved a popular favorite to retail at 15c a pound. They are made of the purest ingredients only, and are mixed and baked in a modern, sanitary factory.

'Sogginess' is unknown with 'WHITE LILY' BRAND BISCUITS. They reach you in as crisp and fresh condition as they leave our ovens.

We also recommend WHITE LILY Cream Sodas — Marshmallow Jam Jams and People's Fancy Mixed.

Write for prices

J. A. Marven, Limited
MONCTON, N.B.



Make a note of the brand—Y & S—on our Pepsin Gum. This brand—Y & S—has been used by us and our antecedents for forty years on the best known stick licorice in the United States and Canada. It means just as high quality when used on our chewing gum. Four flavors: Licorice, Peppermint, Wintergreen and Spearmint. Each piece wrapped singly, 5 pieces to package, 20 packages to box. Order a trial box, assorted, if required, from your jobber.

National Licorice Co.
MONTREAL

The Chisholm Milling Co., Ltd.

Manufacturers of the TARTAN Brand of Cereals

Oat Flakes
Rolled Oats
Oatmeal
Corn Meals
Corn Flour
Crushed and Ground Feeds of all kinds
Flaked Wheat
Granulated Wheat
Graham Flour
Split Peas
Pea Meal

ALSO

Dealers in Cereals, Grain and Feed

We have just completed a thorough overhauling of the mill, installing additional power, and the entire plant is first-class in every particular.

Special facilities for supplying provincial and export trade.

Most careful and prompt attention given to orders from City Dealers and the Trade generally.

Office and Mills, No. "A," Jarvis Street, South of Esplanade
TORONTO

Telephone, Main 5794 — Cable Address, "Chico"

By Royal Letters Patent

NELSON'S
POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S
Gelatine and Liquorice
LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

All the year round
Mott's
"Diamond" and "Elite"
brands of
Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.
Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

By Royal Warrant
Millers to H. R. H. the Prince of Wales

The Name "Ogilvie"

Signifies: { The Highest Quality
The Best Value
In All Lines

Ogilvie "Royal Household Flour" Fills all the requirements of the housewife---equally good for bread or pastry.

Ogilvie Oats—Rolled Oats prepared from the finest oats in the world---Manitoba grown.

Ogilvie Wheat Marrow—Richest in digestive and assimilative properties. Made from the best western wheat.

Ogilvie "Golden Meal," Ogilvie "Pearl Barley," Ogilvie "Pearl Hominy"—The great favorites in the Canadian households, which are the final judges of excellence of the products manufactured by

OGILVIE

THE
Ogilvie Flour Mills Co.,
Limited

Montreal, - - Winnipeg

The Alexander Brown Milling & Elevator Co.

LIMITED

Merchant Millers and Grain Dealers

¶ Mills and Elevators in Ontario and Manitoba, giving us every facility for supplying the needs of Bakers, Grocers, Wholesale and Retail Feed Merchants. : :

Grain in Bulk or Bagged

CORRESPONDENCE INVITED

HEAD OFFICE : TORONTO

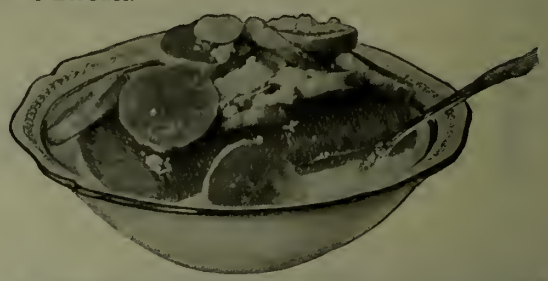
Cable Address: "CEMBAT"

HOW TO MEAT THE SITUATION

During these troublous times, when the price of meat is soaring skyward, tell your customers to make their "meat"

Shredded Wheat

Of course, you don't want to hurt the butcher around the corner—he may not be to blame for the high prices—but people who have decided to cut out meat for awhile will thank you for telling them about such a nourishing, wholesome substitute as Shredded Wheat Biscuit.



If your customers like Shredded Wheat Biscuit for breakfast they will like it for any meal in combination with sliced bananas, baked apples, stewed prunes or other fresh or preserved fruits. Two Biscuits with a little fruit will supply all the energy needed for a half day's work.

MADE IN CANADA

The Canadian Shredded Wheat Co., Limited

Niagara Falls, Ont.

The McGowan Milling Co.

Durham, Ont., Canada

MANUFACTURERS OF: "Rob Roy" Brand Rolled Oats and all kinds of Oatmeal.

DEALERS IN: All kinds of Grain, Feed, etc.

WIRE OR WRITE FOR QUOTATIONS

Cable address, "Gowan." Riverside Code

"Rob Roy" Rolled Oats have a Unique Quality that your trade will appreciate. It will pay you to place a trial order.

The Flour Market Tottering—Is Ready to Drop

Reports Indicate That Decline Will Soon be ExperiencedN Authorities Declare That a Break is Not Far Distant—Cannot Tell When it Will Happen, But Feel That it is Assured—Sharp Decline May be Experienced.

Crop reports from various quarters show a general improvement and the wheat market is suffering from bearish movements. While flour is quoted at a lower price in Montreal there has been no general decline, although it is expected at almost anv time. Export demand is below the ordinary and the entire tendency is toward a drop which under conditions previously referred to in these columns, conditions which have since improved, is expected at anv time.

Nothing has yet occurred to mar the prospect of heavy crops in Western Canada, and from the other big wheatfields of the world come similarly bright reports. A London report says the market there is dull. There is little change in price, but that is because there is little business.

MONTREAL.

Flour.—Even in the face of a very easy market the demand for flour is weak, and seems to be only for immediate requirements. Export demand is particularly light, and it looks as if a reduction would have to be made, if any material increase in business is to result. Prices are somewhat easier at present.

Winter wheat patents, bbl	5 25
Straight rollers, bb	5 00
Extra, bbl	4 60
Royal Household, bbl	5 60
Glenora, bbl	5 10
Manitoba spring wheat patents, bbl	5 60
" strong bakers, bbl	5 10
Five Roses, bbl	5 60
Harvest Queen, bbl	5 10

Oatmeal.—Nearly everyone seems to have ample supplies of rolled oats on hand, and as a result, trade is light. Last year at this time considerable export business relieved the situation, but there seems to be no redeeming feature to the present state of affairs. Prices are slightly weaker in tendency, but no changes have occurred as yet.

Fine oatmeal, bags	2 20
Standard oatmeal, bags	2 20
Granulated " "	2 20
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 65
Rolled oats, bags	2 00
" barrels	4 25

TORONTO.

Flour.—The local market is dull and slow being affected bv conditions which seem to hold generally. A decline is being looked forward to and many have expressed their convictions that it will be a sharp one. Something is needed to put new life into local trade.

Manitoba Wheat.		
1st Patent	5 40	5 60
2nd Patent	5 00	5 10
Strong bakers	4 80	4 90
Feed flour		3 15

Winter Wheat.		
Straight roller	4 20	4 30
Patents	4 60	4 80
Blended		4 80

Cereals.—Bulk rolled oats have suffered to a certain extent of late, but the package products have lost none of their trade and are expected to hold the demand that the past season built up.

Rolled oats, small lots, 90 lb. sacks	2 00
" " 25 bags to car lots	1 90
Rolled wheat, small lots, 100 lb. brls	3 00
" " 25 brls. to car lots	2 90
Standard and granulated oatmeal, 98 lb. sacks	2 20

MONTREAL FIRM IN TROUBLE.

Perron, Taschereau, Rinfret & Gencst, lawyers in Montreal, on Monday made a demand of assignment on D. Masson & Co., a Montreal house established for over half a century. Louis E. Masson has been running the business for several years. His father, who founded the firm, retired a few years ago, and died recently. The firm was onc of the oldest of the French houscs in Montrcal, and did a large busincss as commission merchants and brokers, representing large European houses. They handled an old established confectionery linc until the firm recently opened a branch in Montreal. Liabilities amount to some $224,000. Among the largest creditors are: Estate of A. Masson, $124,500; Equity Real Estate Co., $66,000; Marie Brizard & Roger, $11,063; Merchants Bank, $10,000, as well as a number of French houses for whom the firm acted as agents.

CANADIAN SALMON IN BIRMINGHAM.

W. A. McKinnon, Canadian Trade Commissioner at Birmingham, England, reports the following on the fish market there: "The direct imports of Canadian fish to Birmingham are practically nil. Salmon appears to be the only Canadian fish which reaches Birmingham, and it comes chiefly through London or Liverpool houses. Other salmon is obtained from Scotland or Norway, but this can hardly be called competition, since the Canadian article is frozen and the others fresh. No encouragement whatever is obtainable as to the prospects for the development of Canadian trade in other kinds of fish, with the sole exception of fresh salmon, supplics of which will be cagerly welcomed.

"Scotch salmon has probably the best reputation in this market, but experts statc that the bcst Canadian salmon is originally quite equal in quality, though the frozen article is considered inferior. The common impression is that frozen is a very poor substitutc for fresh fish. This opinion, even if it be considered as prejudice, must be reckoned with, so that it may be taken as a fact that Canadian frozen salmon has a chance in the markets only when fresh is not obtainable, or is selling at prohibitive prices."

There's a difference in the taste of a "Perfection" Cracker which distinguishes it from every other Soda Biscuit.

The difference begins by the better mixing of the choicest materials, and by the better baking of the biscuit in modern sanitary ovens.

The difference is protected and preserved for your customer by the package of the biscuit, which effectively retains the freshness and excludes all dust and dirt.

Replenish your stocks to-day!

The
MOONEY BISCUIT & CANDY CO., LTD.
Stratford, Can.

Cox's Gelatine

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL

Canadian Agents:
C. E Colson & Son, Montreal
D. Masson & Co. "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills,
EDINBURGH

Gross Profit of Forty Per Cent. in Confectionery

Charlottetown Merchant Tells of Advantage in Handling Such Goods as a Side Line—Why Grocery Store is the Logical Medium—Disadvantages of Over-Stocking.

There are many profitable side lines that retail grocers handle. Among these is confectionery according to a Charlottetown, P.E.I., grocer, who is quite enthusiastic over his confectionery department. He maintains the grocery store is the most logical place for it and it is one of his best paying lines.

The reason he says is this: "Every family visits the grocery almost daily because it is a necessity. Some never enter a drug store in a whole year, and therefore what chance has the druggist to compete successfully against the grocer in the sale of candy?"

Frequently, when one asks grocers why they do not sell confectionery they will say—no demand, no profit, too much loss; no room; cannot be bothered; I'm running a grocery store and not a candy shop.

"Undoubtedly a man who claims there is no money in confectionery and no demand for it is sadly mistaken," said the grocer on being asked his opinion.

"Watch a confectionery store," he said, "on a Saturday night, and if the place is properly kept you will soon see whether there is a demand or not. The demand always exists—it remains for someone to perform the sales."

Confectionery manufacturers claim that there is continual increasing demand because the retail trade is placing attractive goods before the public to create that demand.

"With regard to the 'no profit' contention, that I know to be absolutely wrong," declared the grocer.

"I have made specific calculations on a high-class stock. The gross profit ranges from 35 p.c. to 45 p.c., so that if a grocer sells 24 boxes at an average of 50 cents, in a week he is making a gross profit of about $5; if he sells twice that much he makes a profit of $10 and so on, with little extra expense and trouble.

"At that rate it would take him but a very short time to pay for an attractive show case, which would gradually increase his sales.

"In connection with the profits mentioned above I'm referring, of course, to high-class confectionery and not gross goods.

"There is too much loss in anything a grocer handles from my observations unless he stops the leaks. If in slicing ham for instance an ounce is wasted every time there will be little or no profit in that ham.

Be Careful About Over-stocking.

"So with confectionery; if a merchant overstocks in it and does not carry a good fresh stock he is likely to have a losing department on his hands. Supposing he does not keep his goods displayed attractively and tidily he is likely to lose custom; the best goods keep the longer and are not apt to turn into a loss so readily as a poorer class.

"No grocer should complain of lack of room for any paying line. All handle fancy biscuits and why not combine these with confectionery into one department. If it is handled in a scientific manner it simply insures an extra source of revenue.

"In these days of competition the modern grocer is going after profitable side-lines. If he stuck to 'groceries' pure and simple, what would he carry? He has vegetables, fruit, meats, pastry, etc., and there is no reason why he shouldn't handle confectionery, where the profits are greater.

"In the grocery there are no antiseptics to taint the flavor of the chocolates such as exists in the drug store. This should be pointed out in the advertising and on the window cards used by the grocer, because he has a splendid talking point. Customers are sure of getting the original flavor."

What is needed according to this grocer is a little attention to the show case in which the confectionery is displayed, carefulness in not overstocking, occasional displays in the windows and some well written advertisements in the newspapers from time to time.

PLAIN TALKS TO CLERKS.

If They are Not Successful Cause Lies in Themselves, Says Writer.

"Why don't you get along? Why don't your superiors welcome your good suggestions and give them the consideration to which you think they are entitled?"

These are some questions says a magazine writer which every clerk should consider.

"If you don't get along and if your suggestions are not given due consideration, you may depend upon it there is a reason for it, and you can look for the reason in yourself.

"It is not uncommon to meet people who are fairly efficient in minor positions who are of such calibre that if consulted in regard to matters of any importance are immediately unfitted for their accustomed duties, and instead of earning the salary they are drawing, think only of the importance of things they might do if given a chance and of the ingratitude of their employer for their valuable suggestions and advice.

"It is not uncommon for such people to express the opinion that there is no use in exerting themselves in the interest of their employer, as efforts beyond such as are absolutely necessary to hold their jobs are not appreciated or paid for.

"Let me tell you that that man or woman will never get along, and his suggestions will never be in demand.

"The man who gets to the top must be immune from the grouch; must always consider the duties of his own particular position as of the greatest importance, and then find time to make himself useful and valuable in other ways. If his value or ability is not immediately noticed or appreciated he keeps on trying until it is.

"How do you know that you are not being tested now to see whether you are a quitter, a four-flusher or the real thing? Because you have happened to cop out a good idea from some place where you have been formerly employed or read or heard of some little thing that might be valuable to someone else—do you expect to be brought immediately into the inner circle and have your salary advanced for 365 days in the year when you may not have another thought in your noodle worth a tinker's cent.

"If you have any such think, you'll have it alone. What every business house wants and demands are real men and women who make no bluffs but 'deliver the goods' every day in the year."

Reports of ptomaine poisoning the result of eating canned goods are somewhat fewer than in the past in the United States, a condition that has been due largely to the protective method of the canners. They engaged detectives to investigate every case which was reported to have originated from canned goods. If the facts vindicate the canners they are published in denial of the first item. It is reported of one recent case that the "canned goods" which fatally poisoned eleven persons had been "put up" by the housewife herself.

You get what you pay for in this world, no more and no less, and when you underpay you underget. The price-cutter has no bottom. Ability always commands its full worth. The man holding out for an unbreakable rate does so because he can do so—because he has made good.

HERBERT KAUFMAN.

LAKE OF THE WOODS MILLING COMPANY
KEEWATIN
UNIFORMITY & PURITY
TRADE MARK
REGISTERED

And then, brother grocer, his trade is yours

You both sell similar lines—*You* and *Your Competitor.*

Let's call these Similar Lines your *"Points of Contact."*

So that you touch him, *compare* with him at as many points as you have varying articles in stock.

Which is evident, isn't it?

If you excel *him* in 50 per cent. of your lines, and he excels *you* in 50 per cent., Your Competitor's strength is *equal* to your own, don't you see?

And there's no Particular Advantage why Mrs. Housewife should give *you* more of her "valued patronage" than she gives *him.*

But you are *Ambitious*—must excel—you want *more* than simply your share of the local trade.

Quite a legitimate way of *increasing* Your Profits, you know.

So point by point, line by line, article by article, gradually and steadily you *increase* Your Superiority in *each* until you find yourself *superior* to Your Competitor at, say, 75 Points of Contact, while before you only excelled in 50.

See how it works?

You Concentrate on ONE POINT, while he possesses *only the Desire* for GENERAL SUPERIORITY—quite a difference.

Do you honestly think the customer is blind to your Superior Merits; do you think she doesn't *compare* notes; that she doesn't *appreciate* results; that she will fail to give YOU the bulk of her trade, at least *in those lines where you do excel?*

And, Brother Grocer, if you excel at 75 points you simply *must* secure an increase therein. If you excel in 90 points, say, you enjoy an *Increasing Increase.* If you should excel in *all* respects—why, you'd become a veritable Trade Magnet, making it *almost* impossible for Competition to exist in *your* neighborhood.

* * * *

And yet that's how FIVE ROSES has grown to be the flour with the *largest sale in Canada.*

All within the last twenty-two years, Brother Grocer.

By concentrating on *one* feature after another in the making of *good* flour, point by point we have increased the General Superiority of FIVE ROSES.

In Uniformity — Strength—Purity —Adaptability — Color—Yield—in fact, every selling advantage.

Add to this the well-known LAKE OF THE WOODS policies: Courtesy, Attention, Quick Delivery, Square Dealing.

Each "Point of Contact" was taken up *separately*, strengthened, perfected.

So that when FIVE ROSES has once secured a foothold, Brother Grocer, *Competition is no longer an issue.*

Begin *your* Quality Uplift in your flour selling. Excel Your Competitor at this point by selling *FIVE ROSES flour* while he merely sells *"flour."*

The Undoubted Results will encourage you, *compel* you to adopt the Quality Policy in every single line.

Until one day you find yourself *superior at every point.*

Think, Brother Grocer, just think *what* it means to YOU.

LAKE OF THE WOODS MILLING CO., LIMITED
CANADA

Greater Quebec City!

The marvelous growth of Quebec warrants your giving it every attention. Our connection, of many years' standing, with the trade in and around Quebec, makes us valuable representatives for firms wishing to do business here.

Write us at
Once for Facts.

Alf.T. Tanguay & Co.
Commission Merchants and Brokers
18 St. James Street

We make a specialty of **Corn** an **Beans.** We also handle Teas, Coffees and Spices.

TRUMILK
IS FULL CREAMED CANADIAN MILK IN POWDER FORM

MILKSTOCK
IS FINEST SEPARATED MILK IN POWDER FORM

These products are made by the latest and most up-to-date process at our own plant in Oxford County, are free from chemicals, preservatives or adulerations, and are the most convenient form in which milk can be got. For sale by all wholesalers. For further particulars apply to the

Sole Manufacturers

Canadian Milk Products, Limited
MAIL BUILDING, TORONTO

CHINESE STARCH
Quick Sales.
Satisfaction.
Large Profit.
No Dead Stock.

Get Prices

OCEAN MILLS
MONTREAL

LEITCH ANCHOR BRAND OAK LAKE

your fortune

Your business, for a long time to come, looks good to us.

There'll be a lot of money coming to you if you buy **Anchor Brand Flour.**

Good Luck follows close in its wake. Lighten your cares and make your fortune.

Manfd. by

Leitch Brothers Flour Mills

Oak Lake, Manitoba.

T. E. CHAREST
Commission Merchant
QUEBEC

My several years' experience makes me a particularly reliable representative for a Canned Goods House. Am open to consider a good proposition in this line at once. Highest references.

DISTRIBUTORS, LIMITED
EDMONTON, ALBERTA
Manufacturers' Agents, Commission Merchants, Warehousemen.
We sell direct from the Manufacturer to the Retailer. Track connections with all Railroads.

SUCHARD'S OOOOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal
Agents.

ROLLED OATS
FLAKED WHEAT and OATMEALS
Bags or Barrels. Car or Broken Lots.
WRITE FOR QUOTATIONS.
Prompt attention to all orders.
J. W. EWEN, - Uxbridge, Ont.

CHRISTIE

A plain business talk to our partners, the Grocers of Canada, about stable profits

Have you ever figured out the source of *the only profit worth while* in the grocery business? Take your pencil and do it right now.

Transient business does *not* amount to much.

Your few score or few hundred dependable customers—*mainly your particular buyers*—make up your *paying* trade.

They are *precisely* the customers who make your good will a *valuable asset.*

These customers *insist* on the best groceries—inferior goods will not satisfy them.

If they want biscuits they *demand*

CHRISTIE BISCUITS

because it's a matter of common knowledge that Christie Biscuits are *"The Purest of all Pure Fooas."*

Now, isn't it as plain as day that the manufacturer of high-grade groceries is your best friend? His reputation works for you day after day—keeps on working for you even on Sundays and holidays.

HIGH STANDARD GOODS ARE THE ONLY SOURCE OF STABLE PROFITS IN THE GROCERY BUSINESS.

The superiority of Christie Biscuits *is* conceded—has never been seriously questioned.

You know that, your customers know it—more of them will know it. Whether your best customer wants soda biscuits, sweet or fancy biscuits, she invariably asks for *Christie's.*

The name is a guarantee of biscuit purity and perfection. And the fact remains that

"Christie Biscuits sell more than Biscuits."

CHRISTIE, BROWN & CO., LIMITED

BISCUITS

Maybell Ceylon Tea

(Orange Pekoe)

Packed in 50lb Half Chests

Your customers will appreciate the extra quality at the price, and by putting your salesmanship behind Maybell Tea, you make the profit which now goes to the Packet Tea Man.

Canada Brokerage Company

LIMITED

9 Front Street, East Toronto

Important to the Flour Buyer

Woman's curiosity leads her to desire to taste the merits and qualities of the different lines of foodstuffs manufactured. Those who have tried our brands of Flour are entirely satisfied because a good loaf of bread spells "Peace and Plenty" in most homes. We, therefore, solicit your next order for any of the following:

"OUR CHIEF"—A high-grade Manitoba Patent, for bread only.

"McLEOD'S SPECIAL"—A high-grade blend of Manitoba and Winter for household purposes.

"SUNRISE"—For pastry purposes only.

All these and other grades we manufacture are absolutely guaranteed second to none in their respective grades.

OTHER GRADES ARE—"Five Thistles," "Ravenswood," "Hercules" and "Juliet."

The McLeod Milling Co., Limited

Stratford, Ont.

The More You Eat

The More You Want

The Reputation of

Purnell's Pickles, Sauces

and

Pure Malt Vinegar

is one based on General Quality and Right Packing

CANADIAN GROCERS find them the most ready and profitable sellers of any lines imported. Are you getting your customers interested?

Your Jobber Can Sell Them.

Canadian Agents:

Charlottetown, P.E.I., Horace Haszard; St. John, N.B., C. E. McMichael; Halifax, N.S., Erb & Rankin; Montreal and Ottawa, C. S. Harding, Canada Life Building; Quebec, Cy. de Bonhomme, 131 St. Peter St. Toronto, Lind Brokerage Co., 73 Front St. E.; Hamilton, J. H. Stratton & Co.; Winnipeg, Carman, Blanchard & Wood, 141 Bannatyne Avenue E.; Vancouver, B.C., C. E. Jarvis & Co., Mercantile Bldg., cor. Cordova and Homer Sts.

GEO. KEMP., LTD.

LONDON, ENGLAND

BISCUITS

Do not miss these good selling lines

Satisfaction on all points

Repeat orders with every mail

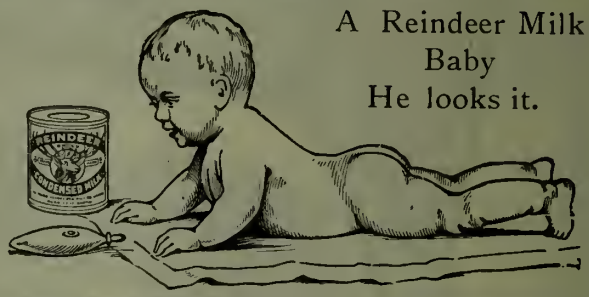
$ $ $ $ in these dainty goods

FOR QUALITY

Export Agents:

H. COLLINGS & CO.

16 Philpot Lane London, England



A Reindeer Milk Baby
He looks it.

Young Canada is Being Raised on

Reindeer Condensed Milk

The richest and best

HOW IS YOUR STOCK?

The Truro Condensed Milk Co., Limited, Truro, N.S.

We wish to tell you of a Business with—

Modern Methods
Modern Machinery
Modern Works
Modern Prices

For the past number of years we have been Manufacturing Biscuits and Candies; from small beginnings we have grown, and to-day occupy one of the largest factories in our line in Canada.

There is a reason. From the commencement, Quality has been our first consideration, and now, after years of experience and effort, we are enabled to claim for our Biscuits and Candies the leading position.

We are ever alert to the interests of our Customers. The Qualities we give forcibly illustrate the manner in which we have concentrated our efforts on the best sources of supply—sources that enable us to present values which will convey to your trade an extremely unusual degree of satisfaction.

We manufacture a range of High Grade Chocolates which are exceedingly popular, and all are money-makers.

Send along your trial orders, there is nothing that will boost your sales and profits more than a careful selection of new goods. It will put new life into your store. Make us prove it.

Write for advertising Hangers—Free for the asking.

THE MONTREAL BISCUIT CO.

Manf'rs Biscuits and Confectionery

Brewster Ave., Montreal

Montreal
Quebec

American Can Company

Hamilton
Ontario

Tin Cans of all kinds for all purposes

Fruit and Vegetable Cans,
Syrup and Oil Cans,
Baking Powder Cans,
Spice Cans, Coffee Cans,
Meat Cans, Tea Cans,
Lard Pails, Jam Pails,
Etc., Etc.

Plain Tin or Decorated Tin.

Our two factories (formerly Acme Can Co. of Montreal and Norton Manufacturing Co. of Hamilton) have been re-equipped with the latest and most modern machinery and are now prepared to turn out in large volume any and all kinds of tin containers for food products, as well as for other lines of trade.

Correspond with factory nearest you.

Redpath

is

Canada's Standard

for

Granulated Sugar

Ask your jobber for it
and refuse substitutes.

Manufactured by

The Canada Sugar Refining Co.,
Limited

MONTREAL

The Loose Leaf System for The Retail Trade

has demonstrated itself to be the most accurate and time saving device on the market; in fact, it has been truly stated that if carried out as it should be, that is to render accounts monthly or at stated periods, that it is a near approach to a cash system.

WRITE FOR A SAMPLE SHEET OF OUR NEW STATEMENT SYSTEM.

It is another step forward towards lessening the work of bookkeeping, and can be mailed without the use of an envelope.

We Manufacture Sheets to Suit Any Binder and Binders to Suit Any Sheets.

Write to any of our offices before ordering your next supply of LOOSE LEAF or COUNTER CHECK BOOKS.

LOWE-MARTIN CO., LIMITED

TORONTO Office:
Canada Permanent Bldg., 18 Toronto, St.

Head Office & Works:
OTTAWA, ONT.

WINNIPEG Office:
368 Portage Avenue

We take a pride in maintaining the highest possible quality in

"Peerless Brand"

Flaked Oats Flaked Wheat
Rolled Oats Corn Meal
Split Peas
All kinds of feed

We buy only the choicest grain; and we mill them by the most up-to-date process. We are in a position to **guarantee** satisfactory quality of all shipments.

Quotations Cheerfully Given.

PARKINSON CEREAL CO.

Thornbury, Ontario

O.K. SODAS

40 to 44 to the Pound!

Elegant, crisp sodas, uniform in quality and just what your customers will appreciate.

Are you selling this profitable line?

The Canadian Biscuit Company

LA PERADE, QUE.

Getting a Good Profit from Tobacco and Cigars

Points to Look After in Displaying and Storing These Goods to Run the Department Scientifically — Moisture Necessary in the Show Case and Storage Receptacle — A Means of Getting Men attracted to the Store.

Tobacco is a side line which is coming to be more and more important to the average grocer.

At first general stores were the only ones who deemed it advisable to handle such stocks, but now it is a common sight to see a line of cigars and tobaccos carried, even by city grocers.

In some recent investigations as to profits and general results from such trade, a Grocer representative found some things worthy of being passed on.

In the first place tobacco is one of the easiest articles to keep in proper condition, if one knows how and is prepared for it. Tobaccos and cigars, as every one knows, when exposed to the open air in this climate become dry and hard. Also the aroma is impaired and changed. To obviate this, investigation has shown that a humidor, or some article of the moisture producing kind, must be included in every cigar show case. Often this is not done and the result is a poor line of goods, no matter what price was originally paid for them. The wrappers of cigars crack and peel off, often causing the smoker much mental as well as physical discomfort, and plug tobacco of all kinds becomes so dry and hard that it is practically unsalable. There is no use trying to stock tobacco if it is not taken care of.

There are many simple contrivances put out by manufacturers to put in a show case. Almost all of them are good. In fact a simple bowl of water will do the trick. At any rate see that your tobacco show-case has water in some form or other kept in it all the time.

Watching the Surplus Stock.

Outside of the display stock is the question of storing the reserve. This is even more of a problem than the other. Much of the smoking tobacco is now put up in sealed cans or packages protected with foil and requires little attention, provided it is not in stock for more than two or three months.

With cigars it is different. None of the boxes will keep in good condition without moisture to draw on for any length of time. If you have a cool, slightly damp section of your store room, they will do nicely there. Othewise some such expedient as the following must be resorted to:

Take an old packing box and arrange a humidor of some kind. Place what cigars and plug tobaccos you wish in it and store it. Remember, too much moisture is almost as bad as too little, and care must be taken to see that only the right amount, which can readily be determined by a week's trial, is used.

Do not display or store on shelves exposed to the open air. That is the main point to be borne in mind.

As to what lines to carry, there is considerable difference of opinion. It depends largely on the class of trade you can command. Some standard plug and package tobaccos are essential. Also one or two lines of higher grade smoking tobacco—say one retailing at $1.50 per pound and one at $2. Of course, this is not an absolute necessity, but every grocer who studies his trade can soon decide if he needs the foregoing list or not.

The cigar proposition is a more difficult one. There are innumerable lines on the market, and there are smokers who will almost swear by each one of them.

If you find your original stock doesn't appeal to enough customers, have sales of them, cut the price sufficient to get rid of the balance, and try again. Often

Tell Your Customers That:

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

None equal. Insist upon McDougall's The e IS a difference.

D. McDOUGALL & CO., LTD., GLASGOW, SCOTLAND

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

TANGLEFOOT

The Original Fly Paper

For 25 years the Standard in quality

All others are imitations

JAMAICA CIGARS and CIGARETTES

"La Retreat" Brand

Made from the finest and choicest tobacco.

La Retreat Factory Co.
7 Port Royal St.
Kingston, Jamaica, B. W I.

Agent required for these Products in Canada.
Special inducement to financially responsible party.

Black Watch

The Big Black Plug Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade

by customers asking for certain brands, the lines will be indicated to the wide-awake grocer.

A Profit of 25 Per Cent.

At any rate do not be discouraged by a failure to make money out of cigars. There is a good 25 per cent. in them once you get the trade on its feet. Just try again. You will hit it in a second or third attempt, and once stablished, tobacco trade is steady and hard to lose.

Incidentally there is a point to be borne in mind here. It is about the only way you can get the men of the family into your store. The wives and daughters do nine-tenths of the household buying. Get the men coming to your store and eventually you will add their grocery trade, by a little judicious personal advertising.

One grocer interviewed simply used his tobacco trade as an ad. for his other lines, selling so close to cost it produced little or no profit, yet he considered that it paid well. At any rate there is money in a legitimate tobacco business, and outside of the tobacconist himself, the grocer is as well, or better qualified to handle these lines as men in any other line of business, such as druggists, newsdealers and others.

LOWERS PRICES SLOWLY.

A Hamilton grocer does not always jump with the market. Some time ago when eggs were about due to drop they were retailing at 27 cents a dozen. Suddenly the price dropped to 23 cents, and the general market assumed that level. This grocer stood pat for several days and although he did not really expect it the price returned to 27 cents, and held firmly to that price for a week. They then went down for keeps and this grocer followed the crowd.

"I take my time about changing prices," he said, "and make as few changes as possible. I may make a cent or two cents less, or even five cents less, to-day than I made yesterday, and I may have the same experience to-morrow, but I more than even up during the course of the year, and in the meantime I have not upset my customers by dancing around like a decapitated chicken, to my own undoing."

F. W. Porter and A. Parent have purchased the grocery business of Hatt, Morrison & Co., at Fredericton, N.B.

Chas. McGillivray, canning inspector for the Federal government, was in Montreal last week. He reports a decided improvement in sanitary conditions in our factories this year.

ROCK CITY TOBACCO CO.
LIMITED
QUEBEC and WINNIPEG
MANUFACTURERS OF
THE
MASTER MASON
Brand of
Cut Plug
Smoking Tobacco

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT?

"Tucketts Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from Imported Leaf Exclusively

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, CANADA.

7-20-4 CIGAR

YOU WILL find that a tobacco department runs itself, providing you sell good cigars, which gives the smoker value for his money. Profits which accrue are larger than you make in any straight grocery line. There is not one-half the work; not a third the risk entailed in handling perishable groceries.

Feature our 7-20-4 brand. It is a known cigar, enjoying a high reputation. A perfect weed, A1 wrapper, high-grade filler. A good seller at the right price to all smokers. The name is an easy one to remember. Educate the men of your vicinity to associate 7-20-4 cigar quality with your store.

The Sherbrooke Cigar Company

SHERBROOKE, : QUEBEC

A PURE HARD SOAP

A Soap
Your Trade
Requires

Every Month
Every Week
Every Day

Makes Child's Play of Wash Day

St. Croix Soap Mfg. Co.
Factory at
St. Stephen, N.B.

BRANCHES:
Montreal, Toronto,
Winnipeg, Vancouver,
West Indies.

A Handy
Can of
Soap
Powder

A Large
Package
for
5 Cents

Safeguarding Your Profits in Handling Fruit

Three Essentials That Must be Carefully Considered by Grocers Who Carry a Stock of Fruit — Suggestions Offered by Several Winnipeg Grocers Who Have Learned by Experience —The Necessiy of Selecting Sound Fruit in the Proper Quantity—How to Make it Pay.

By L. C. Harkness.

Do you handle fruits at a loss? Many grocers do, and are willing to admit the fact. They have a strong argument in their favor for so doing, but it would seem that the grocer who makes at least a little profit would have a stronger argument. Why should it be handled at all if there is no profit in it? Because it draws trade to the store is the only answer. There is probably no line of goods in the retail grocer's stock that attracts more custom than the fresh fruit stocks.

It is questionable, however, whether the extra quantity of other goods sold would cover the expense of handling the fresh fruits. If they are a drawing card, they are also difficult goods to care for, and require more attention than the ordinary grocery lines.

It seems absurd that anyone should be content to simply use them to increase trade in other lines without endeavouring to hit upon some system of reaping a margin on them. The chief reason why the profit is eliminated is because the turnover is not large enough.

The whole problem lies in the fact that the goods must be moved off rapidly.

Must Know Good Fruit.

The average grocer is not a fruit expert, and this he must become to some extent at least, in order to make a success of the fresh fruit line.

J. S. Charlston, a Winnipeg grocery clerk, who had experience in the fruit business in Liverpool, England, says there are three points about fruit handling to which the average grocer needs to pay close attention.

The first of these is the matter of quality. Too often the grocer buys goods that have already commenced to decay. Fruit should be studied so that the buyer cannot be deceived between the firm fresh quality, and the stuff that is partly decomposed beneath the skin. Each species of fruit will form a study by itself. Apples, pears, peaches, plums and grapes are all different, but they might all be considered in one class.

The Olympia fruit store in Winnipeg is a model in its class. There are experts in attendance who buy only the best quality, goods that will "stand up" for twenty-four hours at least. As soon as the fruit arrives it is put on sale and the quantity is limited to what can be sold each day.

Quantity to be Considered.

Quantity is the next thing to consider. It is not wise to buy more at a time than can be sold during one day. In Liverpool every morning the grocers go down to the warehouses at five o'clock and pick out the choicest fruit for the day's trade. Experience teaches them how many baskets of grapes or peaches they will turn over in that day and that only. The goods are hurriedly displayed and ticketed at a fair margin price and at night they are all sold and at a profit.

Too many grocers allow the buying price to control the quantity. It is not wise to buy at any price a quantity that cannot be moved out the same day.

Storing Over Night.

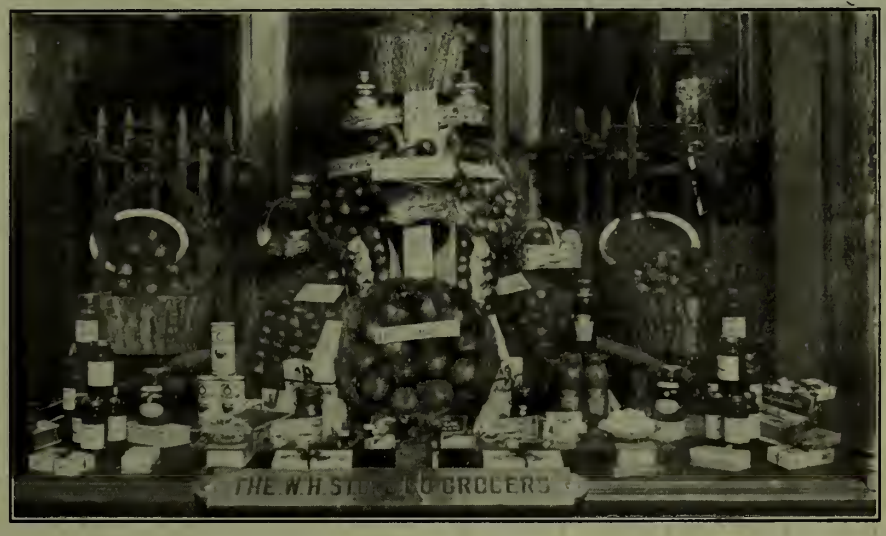
The last point has reference to the handling or storing of fresh goods, while in retailers' hands. To illustrate: A grocer buys a barrel of apples at four o'clock in the afternoon. They come in fine and fresh from the storage car, but the following night they "sweat" in the closed store, and in the morning they are shrunken.

Before another night signs of decay appear. In a much shorter time will grapes or plums deteriorate, hence greater is the concern. Now if the grocer must keep fruit over night, he should safeguard it against decay.

H. E. Weldon, of Winnipeg, believes that a grocer should have a separate room in which to store fruit, to keep it at the proper temperature. The same grocer always keeps his window neat during the fruit season, and makes a specialty of pushing off the day's fruit.

Sutherland & Co., another Winnipeg grocery firm, finds it advantageous to advertise a daily list of fruits, and even if prices are at par it brings business and makes it possible to reap handsome margins when the opportunity presents itself.

Those who are handling fresh fruits successfully claim that no grocer can afford to over-look the points of quality, quantity and storage. To attend to these features practically guarantees a profit in handling fruits.



Fruit and Confectionery Window of W. H. Stone & Co., Winnipeg.

CARING FOR VEGETABLES.

Here is some advice given by a grocer of experience on handling vegetables:—"Some vegetable stands are a sight to behold and others are a thing of beauty and profit. How's yours? The loose, dirty leaves should be plucked from lettuce and the stem part cut off close. Spinach should be sorted when laid on the stand. Asparagus should stand on a thoroughly water-soaked four-double sack or sacks. Cabbage should be trimmed. celery should be washed and the yellow leaves pulled off. Radishes should be displayed with the leaves lying down. Beets the same. Watercress should be kept in the cooler. But to make your stand effective each kind of vegetable should be laid out neatly and separately and the whole sprinkled occasionally from a small watering can kept underneath the stand. This sprinkling gives a most refreshing effect."

PINEAPPLES

We think now is the time to purchase, to fill your orders, for canning stock is sound and at its best. Send in your orders.

Mary.and and Deleware Strawberries; prices are low and quality good.

Navel, Medir. Sweets. Sorrenti Oranges, Messina Lemons, Grape Fruit, Florida Tomatoes, New Cabbage, New Potatoes, Wax and Green Beans, Cucumbers, etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

Carload Importers

Tracuzzi's

November cuts now on the market are very fine. There is nothing else on the market that even the most elastic judgment would refer to as "just as good." Other brands are just what they are.

"St. Nicholas"

and

"Home Guard"

are fine, elegant, superior.

J. J. McCABE

AGENT

32 Church Street, Toronto.

Business Now Brisk in Fruit and Vegetables

Frequent Fluctuations in Many Lines Due to Changes in Supply and Demand—Tomatoes are Maintaining a Firm Hold—Likewise Oranges, Grapefruit and Lemons — Canadian Trade Heavy This Year—Production is Plentiful — Eastern Salmon Fishing Season Opens.

Activity in the fruit market is evidenced by the reports from various centres of daily fluctuations. There is evidently an abundant supply of the vegetables and fruits now in demand, although tomatoes are not overstocked and are quite firm. Strawberries, bananas and pineapples are easier. Fancy apples and oranges are firm. Lemons are also strong with an increasing demand. Trade in fish is steady with the demand holding on.

MONTREAL.

Green Fruits.—Apples are certainly apples just at present, particularly "Spies" which are bringing from $7.50 to $10 per bbl. Russets also rule slightly higher. Other lines are pretty well exhausted.

The new lines are of fair quality and bring $1.25 per box.

Grapefruit are scarce and higher, bringing from $5.50 to $7. There is a large demand for both grapefruit and oranges. Maryland strawberries are on the market and show exceptional value at 16c. Trade is improving daily.

Apples—		
Russets	5 50	6 00
Spies, per bbl.	7 50	10 00
Bananas crated, bunch	1 65	2 00
Cranberries, bbl.		11 00
Cocoanuts, bags.		4 25
Grape fruit—		
Florida, box	5 50	7 00
Grapes, Almeria, per keg	5 00	7 50
Limes, per box		1 25
Lemons—		
Sicily bitters, box	1 75	2 25
Messinas	3 00	3 25
Oranges—		
Floridas		3 00
California navels	4 00	4 25
Porto Ricos		2 50
Mexicans		2 25
Sicily bitters, box	2 25	3 00
Jamaica, bbl	3 75	4 25
Valencias, large, per case	4 50	5 00
Pineapples—		
Floridas, case	3 75	4 25
Strawberries—		
Florida, qt.	0 15	0 18

Vegetables.—Trade in fresh vegetables is still somewhat quiet, but is improving daily. Fresh supplies are coming in freely and almost daily price fluctuations show that the market is much more active than last week. Tomatoes are selling well at higher prices. Cabbages are easier. New beets and carrots bring good prices.

Spanish onions are practically off the market.

Asparagus, doz.	1 00	7 00
Beans, green, basket	3 00	4 50
Beans, wax	2 25	2 50
Beets, bag	0 50	0 75
Beets, new, doz.		1 25
Carrots, bag		0 75
Carrots, new, doz		1 00
Cabbage, bbl	1 50	2 00
Cabbage, new, ct	2 25	2 50
Celery—		
Florida, crate	2 75	3 50
Celery, large, crt.	7 00	12 00
Cauliflowers, doz.		6 50
Cauliflowers, per basket		4 50
Cucumbers, bskt		2 50
Garlic, per lb.		0 15
Green Peppers, basket.		0 75
Lettuce—		
Montreal, doz.	0 40	1 0
Imported, box		2 00
Mushrooms, lb.		0 75
Onions—		
Egyptian, lb.		0 02½
Red, per bag		1 75
Potatoes—		
Montreal, bag	0 60	0 70
Potatoes, new, per bbl.	4 50	5 00
Parsley, dozen		1 00
Parsnips, bag		0 75
Radishes, dozen bunches	0 25	0 35
Rhubarb, doz.	0 25	0 35
Spinach, bbl.	2 00	2 25
Tomatoes—		
Floridas, crate	2 50	3 50
Cubans, crate	2 25	2 50
Turnips, bag	0 50	0 75

Fish.—The fish business is improving steadily, not only from the volume point of view, but in a broader sense. The packing and curing methods are improving, the facilities for reaching the market greater, and moreover the fish merchants have educated the people of the country to use more fish. They have looked after the interests of the consumer in this way, that the consumer can obtain a substitute for flesh and dear meats at a comparatively low price.

The feature for the week is that this marks the opening of the fishing for eastern salmon.

Reports from the fishing grounds show that there has been a tremendous run of fish during the past ten days. In fact it is almost as large as any on record.

Prices are still high and will remain so until the 1st of June, in all probability. All other lines are in good supply and prices are easy. With the exception of pickled salmon, other pickled lines have no demand.

FRESH

Shad, 'Roe,' ea.	0 60	Brook trout	0 23
Shad, 'Buck,' ea	0 40	Lake trout	0 10
Pike	0 07	Whitefish	0 12
Perch	0 05	Mullets	0 05
Steak cod	0 05	Haddock	0 05
B.C. salmon	0 18	Halibut	0 10
Gaspe salmon	0 30	Bullheads	0 10
Market cod	0 05	Carp	0 08

FROZEN

Codfish	0 04	Mackerel	0 08
Dore, winter caught, per lb	0 08	Pike	0 06
Haddock	0 04	Salmon, B.C., red,	0 10
Halibut, per lb.	0 10	Gaspe salmon, per lb.	0 18
Herring, per 100	1 00	Smelts, 10 lb. boxes	0 07
Market cod	0 04	Whitefish, large, lb.	0 09
Steak cod	0 05	Whitefish, small	0 07

SALTED AND PICKLED

Green cod, No. 1, bbl.	6 00	6 50	
Labrador herring, bbl		5 00	
" " ½ bbl		2 85	
Labrador sea trout, bbls.		11 00	
Labrador sea trout, half bbls.		6 00	
No. 1 mackerel, pail		2 00	
" " ½ bbls		9 00	
No. 1 pollock, bl		4 00	
Salmon, B.C., red, bbl		14 00	
" " pink, bbl		12 00	
" Labrador, bbl		18 00	
" " ½ bbls		9 00	
" " tros., 300 lb.		23 00	
Salt eels, per lb.		0 07	
Salt sardines, 20 lb. pls		1 00	
Scotch herring, bbl.		6 50	
" " keg		1 00	
Holland herring, bbl		5 50	
" " keg		0 75	

SMOKED

Bloaters, large, per box	1 00
Haddies	0 07
Herring, new smoked, per box	0 13
Kippered herring, per box	1 15

SHELL FISH

Shell oysters, bbl	2 00
Lobsters, live, per lb	0 15
Oysters, choice, bulk, Imp. gal	1 30
" Selects, Imp. gal	1 50
" "Sealshipt," standards, per Imp. gal	1 75
" " select, per Imp. gal	2 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Shredded cod, per box	1 80
Skinless cod, 100 lb. case	5 50

TORONTO.

Green Fruits.—The market might be called unsettled, considering the fluctuations which have been occurring and which are expected in the future. Jobbers state that their advices do not cover a long period as the market is frequently changing. Supplies are reported ample at present, resulting in easier prices for the time being. Heavy shipments of bananas are arriving and are rapidly cleared. Strawberries are easier and plentiful. Some quote them at from 13 to 15 cents; others get the figures as high as 17 cents. Oranges are firm. Navels now arriving are about the end of the crop. Valencias

are taking prominent place on the market.

Apples	1 00	5 00	Lemons, Sicily	3 00	3 50
Northern Spies, a barrel.	3 50	5 00	Oranges—		
Bananas	1 50	1 75	California navels		
Cherries, California, box..		2 75	Large	3 00	3 50
Cocoanuts, sack		4 50	Small	3 75	4 25
Grape Fruit—			Mexican	2 50	2 75
Florida	3 75	4 75	Valencia	4 50	5 00
			Pineapples, case	2 75	3 50
			Strawberries—		
			N. Carolina, q. bx	0 13	0 15

Vegetables.—Tomatoes remain firm at the price they have held for some time. The quality is good and quotations are not expected to change for some time. New potatoes are receiving good demand. Prices generally are easier with but few exceptions and the amount of business has made gains, as is shown by the daily importations.

Asparagus, per dozen	1 00	1 25	Egyptian, sack	2 50	2 75
Beets, hamper		1 50	Texas Bermudas per crate	2 25	2 50
Beans, green per hamper		3 75	Parsnips, bag	0 75	0 80
Beans, wax, per hamper		2 50	Potatoes, bag	0 45	0 55
Cabbage, case.	2 50	2 75	Bermuda, new, per barrel	5 50	6 00
Carrots, hamper		1 75	Potatoes, new, bushel		1 75
Celery, case.		5 50	Parsley, per doz bunches		0 20
Cucumbers, doz.	1 00	1 25	Radishes, hpr	0 75	1 25
Cucumbers, hpr	2 50	3 00	Peas, green, per hamper		2 25
Lettuce, per doz Boston head		1 50	Rhubarb, doz		0 25
Lettuce, Canadian, dozen	0 30	0 60	Spinach, hamper	0	0 75
Mushrooms, lb	0 50	0 60	Tomatoes, case of 6 baskets	3 00	3 0
Onions—			Turnips, bag		0 40
Green, per doz		0 30			
Spanish, small, case		1 25			

Fish.—Demand seems to be centred upon halibut, salmon trout and white fish. The supply of the former is plentiful, but the latter two are scarcer with resultant firmness.

FRESH CAUGHT FISH

Halibut	0 08	0 09	Steak cod		0 07½
Salmon trout		0 10	Perch		0 07
White fish	0 11	0 12	Haddock		0 06½

FROZEN LAKE FISH

Goldeyes		0 06	Pike		0 05
Pickerel yellow		0 08	Whitefish, frozen		0 0
			Perch, fresh caught		0 07

OCEAN FISH (FROZEN)

Herring, per 100	1 50		Salmon, pink, per lb		0 08
Mackerel, each		0 20	" red		0 09
Smelts, No. 1		0 08	" sea dressed		0 10

SMOKED, BONELESS AND PICKLED FISH.

Acadia, tablets, box		1 60	Fillets, per lb		0 11
Bloaters, per basket		0 90	Haddie, Finnan		0 07
Codfish, shredded, box		1 80	Herrings, Digby, bndle		0 60
" Bluenose, "		1 40	Herrings, Imported Loch Fyne, per kit		1 50
Cod steak, per lb		0 07	Kippers, per box		1 25
Cod, Imperial, per lb		0 05	Quail on toast, per lb		0 05½
Ciscoes, per basket		1 25			

St. Arnaud & Beauchamp is the name of a new firm in the commission business at 215 St. Nicholas Building, Montreal. L. N. St. Arnaud and C. Beauchamp are the partners.

PINEAPPLES

Now at their Best and Cheapest

STRAWBERRIES

We are receiving fresh Cars Daily. Send us your daily orders.

WHITE & CO., Limited

TORONTO and HAMILTON

FANCY

RIPE { PINEAPPLES / FLORIDA TOMATOES / BANANAS

FRESH { LETTUCE / RADISH / RHUBARB / GREEN ONIONS

Finest Oranges and Lemons

HUGH WALKER & SON

Established 1861) GUELPH, ONTARIO

White TEXAS Yellow

BERMUDA ONIONS

Send in your order for these Onions—your customer will be favorably impressed with the superior quality, and you want to have in stock Onions that will please your trade. Texas Bermuda Onions are the best on the market. If you have had them you will order more, if you have not handled them, order now from your wholesaler. The season is closing — don't delay ordering until stocks are sold out and have to say "I wish I had ordered a few cases more."

W. B. STRINGER - - - Sales Agent.

BANANAS

Our specialty the year round

Joseph Brown & Sons

31 Youville Square
Montreal

"Bluenose" Butter

IN TINS

Is a line that every grocer should carry in stock for special trade. It is unique line and a profitable one.

Prices and Particulars

SMITH & PROCTOR, Sole Packers Halifax, N.S.

I find this a GREAT SELLER

PURITY SALT

It is **pure.** The women say it is the most satisfactory salt they know of.

The Western Salt Company, Limited
MOORETOWN, ONTARIO

LOGGIE'S LOBSTERS

EVERY TIN OF OUR PRODUCTS IS GUARANTEED

Golden Crown and Golden Key

ARE OUR BRANDS

THEY are made in standard sizes to suit the trade. We are expert packers and our goods have a recognized reputation. Your querulous customer in quest of quality will have no cause to complain when you show a tin of Loggie's and tell him or her to sample it. There is satisfaction in every can.

W. S. Loggie Co., Limited
SOLE PACKERS
Chatham - - New Brunswick

Grocers Can Save Money if Wise

You Eastern Township Grocers can buy from us at same prices as in larger cities, and

WE SAVE YOU FREIGHT

How are you supplied in seed grains?

Timothy, Clovers, Oats, Barley, Wheat, Tares, Ensilage Corn, Dwarf Essex Rape, German Millet, Speltz, Peas, Yellow and Red Onion Sets, Sugar Corn

We also handle a full line of Groceries, Flour and Feed

Write for Samples and Prices

C. O. Genest & Fils
Sherbrooke, Que.

Our Ever Popular Brunswick Brand Kippered Herring

Our Famous Leader Brunswick Brand Sardines in Oil

Our Delectable Brunswick Brand Herring in Tomato Sauce

Three Winners of Connors Bros. Many

Years of experience enables us to turn out sea foods as nearly perfect as can be made. Our large and modern factories give every facility for scientific and economical packing.

Our supplies are the choice of fishermen's catches, caught in the neighborhood of our factories, which were here built for their convenience to the fishing grounds.

Our sea foods are packed under sanitary conditions, in attractive tin boxes made on the premises.

Known and appreciated all over Canada.

Our chief sellers:

¼ OIL SARDINES
¾ MUSTARD SARDINES
KIPPERED HERRING
HERRING IN TOMATO SAUCE
FINNAN HADDIES
(BOTH OVAL AND ROUND TINS
CLAMS SCALLOPS

These goods sell quickly and yield the grocer satisfactory profits.

AGENTS---Grant, Oxley & Co, Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec; Leonard Bros., Montreal; A. W. Huband, Ottawa; C. D. Carteret, Kingston; James Haywood, Toronto; Charles Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

CONNORS BROS.
LIMITED
BLACK'S HARBOR, N.B.

"EPICURE"

BRAND

LOBSTERS

are expressly packed for grocers wishing to supply their customers with the choicest of these delicious fish.

I secure the pick of the catch and deliver to you large, whole meat, delectable claws and tails, firm and tasty.

Put up in neat packages. Order immediately if you have not already done so, as pack is going to be limited.

C. H. Mitton

Lobster Packer

PORT ELGIN, N.B.

DOMINION FISH AND FRUIT COMPANY

Quebec, Que.

Proprietors of the new, modern *Dominion Cold Storage* Plant, which we open to the trade for safe and economical storage.

FRESH SALMON

We make a specialty of this line. Supplies received daily by our own boats, direct from our own fishing grounds.

Wholesale orders solicited. We handle all other kinds fish in season.

Also dealers in

Fruits and Vegetables

Fresh daily—every variety—very best at attractive prices.

Office and Warehouse—Champlain Market
Cold Storage—St. Paul St. and Bell's Lane

I. Montreuil **Jos. Simard** **J. N. Beaumont**

Sardines That Sell

are those that have a guarantee on each tin!

Concord Norwegian Sardines

are finest small autumn fish only, packed, when freshly caught, in high grade oil. Each tin is provided with an extra cover for use after it has been once opened.

The care given in selection and packing has retained the natural delicate flavor of the fish in a remarkable degree.

CCC
Norwegian Canned Goods

Order from any wholesale grocer, and don't forget the name CONCORD.

LIST OF AGENTS:

R. S. McIndoe, Toronto; A. H. Brittain & Co., Montreal; W. A. Simonds, St. John, N.B.; Watson & Truesdale, Winnipeg; Radigar & Janion, Vancouver and Victoria, B.C.

"WE ARE FISHING FOR YOUR BUSINESS"

LEONARD BROS.

20, 22, 24 and 26 Youville Square
MONTREAL

Curers, Smokers, Packers and Producers of all kinds

Fish and Oysters

Fresh Fish every day in the year
Bulk and Shell Oysters in season

Prompt Shipment
Prices Quoted on Request

Mail Orders a Specialty
Get on our Mailing List for Regular Quotations

P.O. Box 639
FIVE
LONG
DISTANCE
TELEPHONES

Phone, Wire or Mail enquiries receive prompt attention.

Branches:
MONTREAL
ST. JOHN, N.B.
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GASPE, QUE.

D. HATTON COMPANY

(ESTABLISHED 1874)

18 BONSECOURS ST., MONTREAL

LARGEST RECEIVERS AND DISTRIBUTORS OF **FISH** IN THE DOMINION

FOR SUMMER TRADE—Live Gaspe Salmon, Brook Trout, Frogs' Legs, Lobsters live or cooked; Western White Halibut.

WE SOLICIT ALL KINDS OF SEA, LAKE AND RIVER FISH.

DURING THE WARM WEATHER ORDER FROM US.

THE BEST IN THE MARKET—Pickled No. 1 Labrador Salmon, Red and Pink B.C. Salmon in Tierces, Tubs, and Half Barrels.

WE HAVE the best facilities for disposing of consignments.

WE SOLICIT shipments of Frogs' Legs, Turtles, and Fresh Water Fish.

WE MAKE daily cash returns for such shipments.

Write, wire, or telephone us.

Different Methods in Handling Different Fruits

One Who Has Had Considerable Experience Advises Hand to Mouth Buying—'Play Safe' is the Policy of the Scientific Retailer—Depreciation Results From Carrying Over Stocks From Day to Day—Peculiarities About Bananas, Pears, Lemons, Etc.

"Carrying a line of fruit presents a few obstacles which should be carefully guarded against by a grocer. If he is not careful in his method he will find his profits close to the line and will often be out of pocket."

A grocer who has been through the fruit mill and is well acquainted with it thus expressed himself. He had enjoyed (?) the feeling of being wealthy enough to throw away berries, bananas, and other fruits which he has held too long and had consigned them to the dump-pile with an extravagance befitting a millionaire.

His experience was valuable to himself and he was willing to pass it along to his fellow grocers.

"Play safe is my policy," he remarked. "By that I mean don't buy too much. Err on the right side and buy too little rather than lose all your profits by overstocking and then having to smile like a martyr as the fruit goes bad in spite of your prayers which in cases of this kind are unavailing.

"A hand to mouth system brings results every time. If you are not sure of the demand you will have to meet don't be rash. Let the wholesaler keep the stock over in his premises. You can buy fresh fruit every day and if there is any loss it is not coming out of your profits.

"It is always advisable to study carefully your summer fruit business in order that you may know how to act wisely. Endeavor to arrange your trade in such a way that you will know exactly the demands of a large number of your customers. Put it plainly to them. When they come for their first orders tell them that you have made arrangements with a large fruit dealing firm for a daily service of all lines of fruits at the existing market prices. Endeavor to secure orders for a certain number of boxes of fruit a week specifying the days on which they are to be delivered and thus in the beginning you will be able to establish a regular business which will grow if you maintain good service and handle only the best quality. This is a certain trade.

"Then comes the question of carrying a stock for irregular demand. It is a wise policy to buy your fruit twice a day if you can, selling your first supply before replenishing your fruit department. There will not only be the advantage of taking a slight risk, but customers appreciate fresh fruit which has not that bedraggled appearance, suggesting that it has been toned up several times in order to look presentable.

Keep a Fresh Stock.

"If you want to sell fruit it must be fresh and tempting. If you find your stock has not been all sold at the end of a day, and that you must hold it over, you know that in the morning it will have depreciated at least 25 p.c. That in itself is not a pleasnt fact, but it is nevertheless true. At any rate I found it so in my business. Refrigerators do not afford much protection against the deterioration of your stock so that you are handling inferior goods on the second day and customers will not appreciate that fact.

"To be perfectly sure of your quality in cherries, berries, plums, peaches, pears, green gages, etc., buy them daily or, as I said before, twice a day. You will take more interest in selling fresh fruit for it will move easily and will practically sell itself. On the other hand your stock that has been held over night will need your attention and if you meet with the discouragement of throwing various amounts onto the refuse pile your enthusiasm in handling fresh fruit will soon vanish.

On Buying Various Fruits.

"Bananas may be bought green in the summer. It will not be long until they show signs of ripening. In the winter they should be bought three or four days ahead. If they are bought green and are put away and become chilled they turn black and diminish in quality. Lemons bought green in the winter will keep from one to six months. Bought in the summer however they will keep only two or three weeks.

"A cold sandy cellar is the best place I know of to store them for they will keep better there than in a refrigerator. I found that in handling lemons it was best to buy in rather small quantities, just keeping about a week ahead of the demand. There is always a good trade in lemons during the summer months and following this plan you will have few to throw away.

"In regard to peaches they should not be fingered. When they are received in their season they should be carefully handled and if they are fingered by customers it will be found that finger prints will soon turn to a bruise. Customers have the habit of feeling the peaches to see if they are hard or soft and the next morning or soon after there will be little brown spots denoting bruises which you will be unable to account for."

CANADA'S COMPETITORS IN FISH.

"Of all the countries from which fish is imported," says A. W. Donly, Canadian Trade Commissioner, Mexico, "Canada's principal competitors are the United States and Norway. The fish coming from Spain, France, Italy and Portugal consists of special kinds, put up in oils and fancy sauces, such as the first-mentioned countries do not pack to any great extent.

"Under the first heading, the principal item is whole cod from Norway, while the imports under the second, from the United States and Norway, consist chiefly of canned salmon and sardines. In sardines, both as regards quality and price, Norway seems to have a decided advantage over all other countries.

"Canned salmon is undoubtedly the largest single item in fish imports. The kind having by far the largest sale is a cheap grade sold chiefly to the lower classes as Alaska salmon, and retails at from 18 to 20 cents, gold, per can. This costs, laid down, about 12 cents per can, leaving a profit of 50 per cent. over cost. While many Canadian packers of salmon have made inquiries in regard to this trade, few results seem to have been obtained, due apparently to a better grade of fish and better and more costly process of packing.

Reasons for Small Importations.

"The chief reason for the comparative insignificance of all fish importations into Mexico is undoubtedly the fact that the water of the gulf and the Pacific always offer an unlimited supply of the fresh article. The waters of the Gulf of Mexico teem with excellent red-snapper, sea-perch and pampano which are distributed through the different ports, by express, to all the principal centres of population in the interior. With prime fresh fish at the same or a less price than the most inferior grades of the canned article, it would indeed be surprising if the importations of the latter article should reach very considerable proportions.

"Moreover, as fresh fish pays a duty of 2.27 cents per net pound while the canned article pays 4.1 cents per legal pound, fresh salmon is brought in from the Sacramento river, practically during the whole year and retails at more or less the same price as the better grades of canned goods. The principal consumer of canned goods of all kinds, fish, meats, vegetables and fruits are mining and construction camps, which, due to their meagre means of communication with the railways, cannot count on the fresh product."

HOLBROOK'S

NOT FOR AN AGE
BUT FOR ALL TIME.

WORCESTERSHIRE

SAUCE

is Made in the Largest Sauce Factory in the World

Its Reputation Built the Factory

Sole Proprietors and Manufacturers:

HOLBROOKS LIMITED

Canadian-American Offices:

40 Scott St., Toronto, Manager, H. Gilbert Nobbs

Head Office and Works: Birmingham, England
Breweries: Stourport, Worcestershire, England
Export Offices: 64 Leadenhall Street, London, England

HOW THEY GET THE TOURIST TRADE.

Actual Methods Used to Make the Muskoka Tourist Trade Profitable.

W. Hanna & Co., general merchants of Port Carling, Ont., make a specialty of catering to the tourists and campers who throng the Muskoka Lake district every summer, and the flourishing trade they have developed must certainly have been due to the energetic and systematic manner in which they "went after" business, to use a common phrase of the day. They recognized the opportunity presented by the influx of a class who are invariably well supplied financially and are willing to pay high prices for the quality they desire. The company has been modern in its methods, which are described at some length in this article. One of the members of the firm referring to their special summer trade said :

"We endeavor to attract the tourist trade, first of all, by keeping in stock the goods which we have found, in our experience of nearly thirty years in the business, the tourist calls for ; second, by always being on the watch for new goods which we believe will 'take' with them, and third, by advertising in the guide books, transportation companies' folders, tourist association year books and other mediums likely to reach the present or prospective Muskoka tourist.

"Then each winter we send out to all the addresses we can get a neat little folder with views, etc., as a reminder of Muskoka. We also get after the trade in a practical way by running two supply steamers, one 11 ft. by 72 ft. and the other 16 ft. by 85 ft. in dimensions. The larger of these we run during the whole season of navigation and the smaller during the four summer months of June to September. On these we carry as full a stock of all lines of groceries, meats, vegetables, fruits, confectionery, bread, hardware and the most called for lines in dry goods, as the size of the boat will permit and take orders for, and deliver the next trip, anything not on board if it is procurable at all.

"The tourist season here begins about the end of May and lasts till the middle or end of October, but is mainly confined to the months of July, August and September. It is at its height during the first two weeks of August.

Carried Varied Stock.

"We stock pretty nearly everything from 'a needle to an anchor.' Some of our lines are : groceries of all kinds, both fancy and staple : provisions, meats, bread, and cakes, fruits, confectionery, drugs, stationery and fancy goods, Indian goods and souvenirs, boots and shoes, and all kinds of summer footwear : gents' furnishings, dry goods, hammocks, flags, etc.; carpets and oilcloths, furniture, stoves, tinware, hardware, paints, oils and varnishes, yacht and boatd supplies, crockery and glassware, carbide and fishing tackle. In fact anything and everything that the cottager, camper or guest is likely to require.

Wholesalers Sell to Hotels.

"In regard to wholesale houses selling direct to hotels, boarding houses, etc. There is a lot of this done up in this district. One so-called wholesale grocer sends a traveler up here every spring, who spends about two weeks calling on all hotels, boarding houses and even farmers who keep a half dozen summer boarders. Then there are some tea and coffee dealers, who, we believe, sell to some merchants, and whose travelers make a house to house canvas of the lakes, calling on everyone, whether they keep boarders or not. We think the law should be amended so that these travelers should pay a tax to the local municipality. Certainly no merchant should buy from them.

"We do not think that the hotels and boarding houses buy supplies very largely from the mail order houses, but we have no doubt that they nearly all deal personally with them."

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON
"GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

TRY LEARD'S LOBSTERS and CANNED CHICKEN
Write for Prices
W. A. LEARD
Summerside, - P.E.I.

Lemon Bros.
Owen Sound, Ont., and Sault Ste. Marie
Wholesale FRUIT, FISH and PRODUCE
Commission Merchants, and
Dealers in HIDES, WOOL and RAW FURS

Buyers of Fruit
Please note that we have a reputation for giving a square deal to all our Patrons.
Last year's business doubled the previous year. Why? Because Quality is first consideration.
Prices are right. Try us.
Send your order to-day to
The
Willett Fruit Co.
LIMITED
Wholesale Dealers In
FRUITS AND PRODUCE
St. John, N.B.

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

OATS, BARLEY, CORN, PEAS
You cannot get the best of business in Quebec without the assistance of a local strictly commission man.
I SELL TO ALL QUEBEC JOBBERS.
I HAVE THE BEST OF CONNECTIONS.
Keep in touch daily with Quebec trade. Use my services.
ELZEBERT TURGEON,
Commission, - QUEBEC
Agent: The Maple Leaf Flour Mills Co., Toronto; Gunns Limited, West Toronto.

"ROYAL"

MONEY-MAKERS FOR THE RETAIL STORE

A complete self-contained Roaster with electric motor.

Capacity 10 to 15 lbs.

Will roast 100 lbs. of coffee at a cost of only 10c. for gas and 8 cents for electricity.

Can be operated by any clerk in the store.

No complicated parts to get out of order

No. 1 "ROYAL" Coffee Roaster

OTTAWA, Canada, 11-5-09.

THE A. J. DEER CO.

GENTLEMEN:

In reply to your letter of Nov. 1st we find our Coffee Roaster a huge success, as our coffee sales are increasing every day.

Yours respectfully,

(Signed) BATE & CO.

A FINE WINDOW ATTRACTION!

Equipped with our patented steel knives which cut the coffee, thus produc a practically uniform granulation.

The Mill that CUTS the coffee.

One of the 72 styles

NORTH ADAMS, Mass., 5-11-10

THE A. J. DEER CO.

GENTLEMEN:

Enclosed find cheque for Coffee Mill. I have found it to be the best fixture I've ever installed. It works to perfection, and for appearance is a beauty. No vibration to speak of and not near the noise of a hand mill. IT IS A TRADE WINNER.

Yours truly,

(Signed) STANDARD MERC. CO.

"ROYAL" Machines Fully Guaranteed—Sold on Monthly Payment

"DEER" Meat Slicer

For slicing Boiled Ham, Bacon, Dried Beef, or any other kind of boneless meats.

SIMPLE
SANITARY
COMPACT

Also equipped with extra meat tables.

WE PAY THE FREIGHT AND DUTY

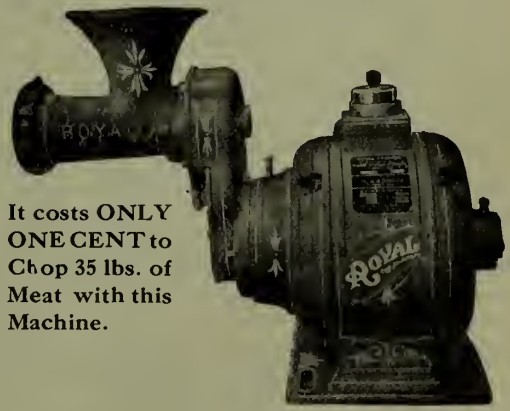
Write for free catalog of whichever machine interests you.

DO IT TO-DAY.

For your meat department!

They mean larger profits for you.

"ROYAL" Choppers are made in several sizes.



It costs ONLY ONE CENT to Chop 35 lbs. of Meat with this Machine.

The "ROYAL"

We also have a DOUBLE CUTTER ATTACHMENT (enabling you to cut your meat twice by feeding it but once), a PULLEY ATTACHMENT with which you can operate other machinery, a GRINDSTONE ATTACHMENT to sharpen your tools, and a GREEN BONE GRINDER that will enable you to sell your bones for chicken feed at from 3c. to 5c. per pound. Any of these can be quickly attached to the "ROYAL" Chopper—they are money-making features and business-getters.

WE WANT TO HELP YOU INCREASE YOUR BUSINESS. WRITE US TO-DAY

THE A. J. DEER COMPANY, 1219 West St., Hornell, N.Y., U.S.A.

Canadian Branches: Montreal, Toronto, Winnipeg, Calgary, Vancouver

Uses of Common Salt that Grocers Ought to Know

Keeps Eggs for Months and Will Prevent Milk From Souring —A Good Fire Extinguisher as Well as a Cleanser and Polisher—Freshens up Old Walnuts and will Remove Stains From Glass—Has Useful Medicinal Properties.

Common salt or sodium chloride is one of the best known articles in the modern grocery. Yet outside of a few of the ordinary uses to which it is put by the average grocer and consumer, there are hundreds of useful qualities which are not generally known.

The table and cooking uses are common knowledge and have been for centuries. But take for instance a few of the other uses. How many people know that salt enters into the composition of soap ; is used for the production of shoes and some kinds of cloth, as an antiseptic, and even as a medical preparation ? It is impossible to give a complete list in the compass of one short article.

Salt in the Grocery.

It is probable that, although it is handled by every grocer in large quantities, not many know the methods used to obtain salt. Many persons even have the idea that it is chemically made. For that matter it can readily he made, but not at a price which would put it into competition with the article obtained in the ordinary way.

Outside of rock salt, which is mined, the method is to bore for a salt well as for an oil well. When the proper stream has been found it is pumped into large iron pans, where heat is applied and the water evaporated. The size of the crystals varies directly in proportion to the amount of heat used. Quick boiling produces small crystals, and slow heat the coarser varieties.

After entering the grocery, either in barrels or packages, salt is in a position to he of use to the consumer and the grocer himself. A few of these uses will give some idea of their variety.

For instance, eggs packed tightly in salt and entirely covered by it will keep for months. Milk can he kept sweet for three to four days by simply adding a teaspoonful of salt per quart of the milk It forms a valuable test for telling a poisonous fungus from the true mushroom by the simple method of sprinkling the under side of the "umbrella" with it. If poisonous it turns yellow.

Restores Frozen Potatoes.

Supposing during the winter your vegetables become frozen. It may mean a considerable loss if they cannot he restored. Simply place them in a warm room in a solution of salt and cold water and leave overnight. Then dry them and they will be found to be as good as before. Somewhat similarly potatoes kept through the winter may be prevented from sprouting by the simple method of immersing them in a wicker basket in a saturated, boiling salt solution.

There is almost universal danger of fire in stores and a good extinguisher can be made very cheaply by dissolving 20 lbs. of common salt and 10 lbs. of sal ammoniac in 7 gallons of water. This solution placed in bottles about the store, affords a quick remedy for any ordinary fire.

Still another series of uses is found in the cleansing and polishing properties of salt. A mixture of salt and vinegar will clean brasswork beautifully and give it a fine polish. By heating the same mixture iron work can be treated in the same way. Salt and salad oil form one of the best furniture polishes, and these uses can he amplified many times by a little personal experimenting.

Rather an odd use for salt is the method of freshening up old walnuts. Place them in a solution of salt (one teaspoonful to a pint of water) and water and leave standing for twenty-four hours Dry the nuts and they will he found much improved. The same method may he used as a preservative for fresh nuts as well.

The preservation of meats and fish has been known too long and too generally to need any more than incidental mention here.

Removes Stains from Windows

In cleaning the windows of your store, the use of dampened salt will remove paint or other stains better than almost anything else. In winter if the windows are gone over outside with brine it will prevent the formation of frost for several hours. In fact as a cleanser and preservative the uses are practically without number.

The foregoing are just a few hints on the subject which should prove useful in both store and home. Salt is rather looked down upon as a necessary and cheap household article, useful only as an adjunct to other edible. Yet nothing in a grocery can be put to work in so many ways as this humble, every day article.

Over and above all the lines mentioned here are its medicinal properties, its uses in manufacturing and its uses in the home. It is even used on public roads to lay dust instead of petroleum. Taking it altogether we would have a hard time without it. Even we, ourselves need about 2-3 of an ounce every day. Our blood cannot well do without it.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

The Litster Pure Food Co., Toronto, have issued a handsome booklet which they are distributing to the consumer. It is attractively finished in colors, several of the pages containing lithograph reproduction in the original colors of packages and cans in which their goods are sold. The Litster trade mark is also prominently displayed and there are many brief talks referring to the quality and value of the various goods the company sells.

The MacGreegor Specialty Co., Toronto, Canadian distributors of Frou-Frou, is making an offer to send a free sample of this delicious filled wafer to any address in the Dominion. No article of recent years has met with such universal approval by the Canadian grocery trade, as this Dutch Wafer, now famous on both sides of the Atlantic.

The National Cash Register Co. guarantee to furnish a better cash register for less money than any other concern in the world. They do it. The merchant who desires to develop his business along scientific lines requires to purchase a National Cash Register, as the first step in that direction. He should write today for absolute proof that it will stop mistakes, stop losses, increase trade and increase profits. As a business man he will find it interesting reading. He will readily see how it is that a National Cash Register pays for itself in a short time and goes on making money for him as long as he uses it. Is your net profit what it should be on the volume of business you are doing? If not, losses are occurring in your method of handling cash sales, charge sales, money received on account, money paid out, and change. You need a National Cash Register. If you heard of a line of goods which you didn't have in your store, and on which it could be proved that over 825,000 fellow merchants were making more money than on anything else in their stores, you wouldn't lose any time investigating this line of goods. More than 825,000 merchants are using National Cash Registers. We don't ask you to pledge yourself to buy. All we ask is for you, in justice to yourself and your business, to investigate the matter and find out whether or not it will make you money National Cash Registers are sold on monthly payments. They actually save each month more than the monthly payment amounts to.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

All grocers should carry a full stock of Royal Baking Powder.

It gives the greatest satisfaction to customers and pays the grocer a greater profit, pound for pound, than any other baking powder he sells

Crest Brand Olives

For quality and style of pack these are the best goods offered to the Canadian trade to-day.

Your customers want the best. Quality wins and keeps the trade that is worth having. It will pay you to stock this line.

Your jobber can supply you. If not, write us direct. Price lists and full information on request.

Canada Spice and Grocery Co., Limited

LONDON, ONTARIO

BRANDS

"BANNER" & "PRINCESS"

CONDENSED MILK

are prepared from the purest and richest country milk, with no addition but that of pure sugar.

St. George Evaporated Cream

(Unsweetened)

The most sanitary conditions are observed in the canning and handling of the milk. The reputation of these brands as genuine satisfaction-givers is unsurpassed.

Lines that mean much in profit and reputation to every grocer who handles them.

J. MALCOLM & SON

ST. GEORGE, ONT.

Are You Carrying The

Empress Brand?

Coffees, Spices, Flavoring Extracts, Pure Jams and Jellies

WE WANT YOU to do so.
IT WILL PAY YOU to do so.
YOU WILL do so if you try them once.

WRITE US

Empress Manufacturing Co.

Limited

VANCOUVER, B.C.

Brooms of Quality

WE make them
YOU should sell them.

YOUR
customers will appreciate them
OURS DO

and keep our factory going on
FULL TIME

A postal will bring you information.

Walter Woods & Co.

Hamilton and Winnipeg

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

The West Indies

If you have anything to ship to the West Indies we will handle it promptly and get you the top price.

If you are a manufacturer and wish to place your goods on the West Indian markets our travellers will do it for you.

If you want information of any kind about the West Indies do not hesitate to write us for it.

T. Geddes Grant

Port of Spain - Trinidad

O·K

ENGLAND'S LEADING FRUIT SAUCE

25 years' reputation, and the only sauce backed up by a purity guarantee of

1000 GUINEAS

Sells at 15 cents and 25 cent

BE WARY OF IMITATIONS

SAUCE

George Mason & Co., Limited

Sole Manufacturers - - - LONDON, ENG.

Sole Canadian Agents

S. T. NISHIMURA & CO.

MONTREAL

SUB-AGENTS:—

Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—H. D. Marshall
London, Ont.—Wm. G. Coles & Co.
Quebec, Que.—A. Francois Turcotte
Kingston, Ont.—James Craig

BOYD & CO.

(formerly Watson, Boyd & Co.)

Port of Spain,

TRINIDAD, B.W.I.

Are prepared to receive and handle to best advantage all classes of Canadian Produce, including Hay, Oats, Fish, Flour, etc., etc.

Correspondence Invited. **All Codes Used.**

Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

Winnipeg Office

R. B. Colwell

BROKER HALIFAX, N.S.

REPRESENTING LEADING MANUFACTURERS, SUCH AS

E. D. Smith Lowneys Toblers

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

Representing Morris Packing Co.

Pork and Lard—Finest Quality

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON, Western Canada

I WILL GET BEHIND AND PUSH

one good staple line. No "dead ones" or "maybes" considered. I only want one, so write me to-day.

G. WALLACE WEESE

Manufacturers' Representative

30-32 Main St. East HAMILTON,

"Face to Face Business" Canada

BUCHANAN & AHERN

Wholesale Commission Merchants and Importers

QUEBEC, P.Q.

Groceries, Provisions, Sugars, Molasses, Dried Fruit and Nuts, Grain, Mill Feed, Fish, Fish Oil, Etc.

Correspondence solicited. P.O. Box 29

Live Representation !

Do not neglect the Eastern Townships. Am open for another good agency. Know the trade. Have three travelers.

E. H. BOWEN, SHERBROOKE, QUE.

Manufacturers' Agent and Broker.

S. Robitaille & Co.

Sherbrooke - - - Quebec

Manufacturers' Agents and Grocery Brokers

We are open for a few more first class lines in Confectionery and Groceries.

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines

Consignment of genuine Fraser River Sockeye Salmon. Ask for prices.

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

Trade Established 12 Years.

Domestic and Foreign Agencies Solicited.

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

77 York Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

ON SPOT

Spanish and French Shelled Peanuts. Two and three Crown Shelled Almonds. Whole, Halves and Broken Shelled Walnuts. Shelled Filberts.

Quotations gladly furnished.

Lind Brokerage Company

73 Front St. E., Toronto

OUT FOR MORE BUSINESS

THE HARRY HORNE CO.

Grocery Brokers and Manufacturers' Agents.

309-311 King St. West, - - Toronto

We are open to represent a leading Manufacturer of Groceries or Grocery Sundries, for Toronto district. Will give special attention to a good line. Reference Traders Bank. We solicit your correspondence.

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

Prout, Simpson & Co.

Wholesale Produce Merchants

We are open to act as Selling Agents and Distributors for few suitable lines.

References—Standard Bank, Winnipeg

Splendid Trackage Warehouse. Low Insurance Rates.

WINNIPEG - - MAN.

H. B. BORBRIDGE

Wholesale and Retail Grocery Broker

OTTAWA

A Rich Field That Will Bring You Returns

A Suggestive Talk to Manufacturers

A manufacturer not represented in the Eastern Townships is neglecting an important field. Here live a majority of the English residents of Quebec Province, and a large percentage of thrifty French-Canadians.

All classes are in good circumstances, and live well, as prosperous people do. They buy for cash or on short credit, and, consequently, are not averse to giving new brands a trial.

If You have a brand you want introduced—provided it is of quality to hold its own, in fair competition, afterwards—ask us if we cannot place it for you.

Fifteen years' experience in the grocery business here, strong, personal connection with the trade, and a thorough knowledge of conditions make us the logical sponsors for any manufacturer desiring his share of profitable Eastern Townships business.

We Will Gladly Advise You of the
Possibilities of Your Goods Here.

S. ROBITAILLE & CO. - - Sherbrooke, Que.

BROKERS AND COMMISSION MERCHANTS

NEWFOUNDLAND

BRITAIN'S oldest colony was never in a more prosperous condition than at present. Are you getting your share of her trade? If not, why not let us help you? We are in close touch with the buyer, and if your lines have not been introduced on this market we would like to take the matter up with you.

WE HAVE THE CONNECTIONS AND FACILITIES FOR HANDLING YOUR GOODS

T. A. MACNAB & COMPANY

Manufacturers' Agents and Commission Merchants
Importers and Exporters

Cable Address: "Macnab," St. John's
Office and Sample Rooms:
Cabot Buildings

St. John's, Newfoundland

Codes used: A.B.C. 4th & 5th Eds. and private.
Warehouse: Tessier's Wharf

A MONEY MAKER FOR YOU

PACKARD'S MON-AMI WATER-PROOF BOOT POLISH

IT GIVES YOU 104% PROFIT

Mon-Ami

gives the quickest, brightest most lasting and waterproof SHINE to all leathers.

List Price, $9.00 per gross.

Discount in 1 gross lots, 25%. Less quantities, list price.

Terms 5% 30 days.

Mon-Ami

But three months old ;
yet
sold by almost the entire grocery trade of Canada.

Are you in line ?

If not—get busy !

MON-AMI is only one of our complete line of Boot and Shoe Polishes.
Write us for complete price list.

EVERY PACKAGE GUARANTEED

L. H. Packard & Co., Limited Packard Building, **Montreal**

Manufacturers of High Grade Boot and Shoe Polishes
Also Makers of the Famous Rapid Metal Polishes

Gossages' Magical Soap

The Best, The Sweetest and The Cheapest Free Lathering Soap in the Market.

GUARANTEED GENUINE

William Gossage & Sons, Ltd., Widnes, Eng.

GOODWILLIE'S PURE FRUITS IN GLASS

Are in a class by themselves, simply because special attention is given to every step in preparing them. Only choicest fruits from the famed Niagara Fruit Belt are used. The latest and most scientific methods of fruit packing are called into use, and the strictest cleanliness is observed.

RESULT---A superior product. Obtainable in every centre where there is a wholesaler.

Agents:

Rose & Laflamme, Limited MONTREAL TORONTO

Old England's Healthful Drink

The most healthful drink of Old England is KOP'S ALE, brewed from fine Kentish Hops. It is in big demand in all parts of the world, and particularly in the Daughter States.

Kop's Ale or Kop's Stout

will be found the best for luncheon or dinner, and are refreshing and stimulating at any time. They have a fine, bitter taste, but are entirely free from anything of an injurious nature. THEY ARE ABSOLUTELY NON-INTOXICATING. Good for all the year round trade. Let us correspond with you and send you Analytical report with other information.

CANADIAN AGENTS:—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldg., Montreal. Royal Stores, St. John's, Nfld. The Turner Co., 106 Front St. E., Toronto.

KOP'S BREWERIES, London, S.W., England

POULTON & NOEL, Ltd.

English Preserved Provision Manufacturers

LONDON, ENGLAND

OX TONGUES
POTTED MEATS
GALANTINES
ETC., ETC.

IN GLASSES AND TINS

PRICE LIST MAY BE HAD ON APPLICATION TO US OR

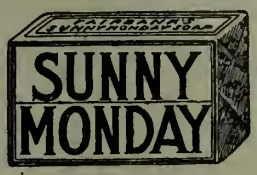
ROSE & LAFLAMME, Limited, Agents for Quebec and Ontario

MONTREAL TORONTO

SUNNY MONDAY

LAUNDRY SOAP

"Contains No Resin"



You are taking no risk when you recommend Sunny Monday Soap.

Sunny Monday Soap is as absolutely pure as soap can be made, only the highest class of materials enters into the manufacture of it, and best of all it contains **no resin.**

Sunny Monday Soap gives the grocer a good profit, and a satisfied customer.

THE N. K. FAIRBANK COMPANY

MONTREAL, CANADA

The "All-night-soak" Eliminated

By no means least among the reasons for the great popularity of **MINUTE TAPIOCA** are the speed and ease with which it is cooked. It requires no soaking. Fifteen minutes cooking of **MINUTE TAPIOCA** produces a pudding that in taste, nutriment and good appearance would tickle the palate of a Prince.

Tell your women customers about the tastiness, convenience and nice appearance of **MINUTE TAPIOCA**. Recommend it as an ideal Summer Dessert—*then watch your sales mount up.*

ASK YOUR JOBBER FOR MINUTE TAPIOCA

Minute Tapioca Co. - Orange, Mass.

To the Trade:—

We are working overtime filling out orders for Pork and Beans. Sales are increasing daily, and we are continually receiving repeat orders. We credit our increased business not alone to advertising, but to the quality of the goods and low prices.

Insist on the "Kitchener Brand"

Put up in 1, 2, and 3lb. sanitary cans, plain or Tomato Sauce.

We are also packers of full lines of Fruits and Vegetables.

Write us direct for prices.

The Oshawa Canning Co., Limited
OSHAWA, : ONT.

Strength — Purity

Your Guarantee
for profit lies in
"COW BRAND"
Baking Soda

because of its popularity with the housewife!

Order from your jobber

Church & Dwight
Manufacturers MONTREAL

Uniformity — Reliability

GET AFTER IT HARD

The trade of grocers in Ottawa and vicinity is well worth cultivating. Put in a stock here. It is the only way to properly take care of this district.

WE WILL CARRY YOUR GOODS AT REASONABLE RATES. A1 Railway connections. Advantageous insurance rates. Every accommodation.

WRITE THE MATTER OVER WITH US

The Dominion Warehousing Co.
J. R. Routh, Manager **52 Nicholas St., OTTAWA**

Forbes & Nadeau

MONTREAL

Commission Brokers and Dealers in Canned Fruits, Vegetables and Fish

DISTRIBUTORS FOR:

BEE BRAND SPECIALTIES.

JOHN STEPHEN'S SONS & CO., LTD. (Gloucester, Eng.), High Class Pickles and Candied Peels.

T. A. LYTLE & CO. (Toronto), Pickles and Table Delicacies.

JOHN CONRADSEN (Stavanger, Norway), Sardines.

J. D. BELLON & CO. (Marseilles, France), Castile Soaps.

JOSE TODOLI (Gandia, Spain), Valencia Raisins.

TELLEZ & CO. (Valencia, Spain), Shelled Almonds, Raisins and Onions.

PAUL AUGIER (Aix-en-Provence), Vermicelli and other Pastes.

Prices and particulars on application.

ESTABLISHED 1887

CARMAN BROKERAGE CO.

Wholesale Grocery Brokers and Commission Merchants

CARLOAD IMPORTERS AND DISTRIBUTORS OF FRUIT AND VEGETABLES

REPRESENTING

J. H. WETHEY, Ltd., St. Catharines	Mince Meat
J. MACKAY CO., Ltd., Bowmanville	Cereals
D. VAN DER HULL, Holland	Herring
LEONARD BROS., St. John, N.B.	Fish
PURNELL & PANTER, Ltd., London, Eng.	Pickles, etc.
DIXIE PEANUT CO., Petersburg	Peanuts
KENT FARMERS' PRODUCE CO., Blenheim	Beans

We are in close touch with all Western cities and can handle a few more good agencies.

TRADE MARK KEYSTONE BRAND REGISTERED

Any Broom bearing the Keystone trade-mark can be relied upon to give satisfaction, and you can place it in the hands of a customer with an assurance that there will be no complaint about its wearing qualities. If, however, you desire to handle the very best that can be produced, select the

"Klondike" and "Jubilee"

Manufactured by

Stevens-Hepner Co., Limited

Port Elgin, Ontario, Canada

WE AIM TO PUT WINDSOR SALT

in every kitchen, on every table, in every roll of butter and every pound of cheese in Canada.

Already we have almost succeeded, and the unequalled quality of Windsor Table, Butter and Cheese Salt, is steadily winning still more friends.

No grocer's stock is complete without "Windsor" Salt.

The Canadian Salt Co.

Limited

WINDSOR :: :: ONTARIO

EVERY CAN

GUARANTEED

St. Charles

Evaporated Cream

BETTER PROFITS
MORE SALES
SATISFIED CUSTOMERS

With a Good Stock of St. Charles

St. Charles Condensing Co.

Royal Salad Dressing

Grocers say "People no longer consider ROYAL SALAD DRESSING a luxury, it's a necessity."

No table relish is so sure to please.

It attracts the kind of trade that buy the best.

Made in Canada by

The Horton-Cato Mfg. Co.

Windsor, :: :: Ontario

One of

The Little Things That Counts

and counts for a great deal, is

SNAP

the magic hand cleaner. For chasing all kinds of dirt, paint, grease or tar from soiled hands it is unequalled, and has over and over again proved a marvellous trade puller to many stores.

Are you handling it?

Write to-day.

SNAP CO.
LIMITED
MONTREAL, QUE.

The Wash Day Wonder Worker

Everything that goes towards saving labor on Wash Day is welcomed by the busy housewife, and

WONDERFUL SOAP

has no equal in the effective and rapid cleaning of soiled clothes.

Its attractive labelling and packing assists in effecting a rapid sale, while its sterling qualities are your guarantee of repeat orders.

Ask us about our sales-helping proposition. It cannot fail to benefit both yourself and us.

The Guelph Soap Co.

Guelph, Ontario

Toronto Agents:—MacGreegor Specialty Company

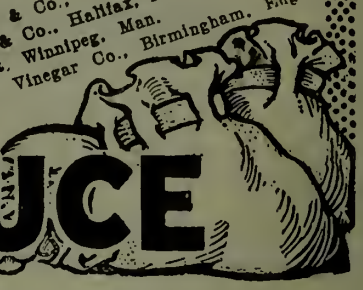
It grows—and grows—and grows—does the demand for H.P. SAUCE

Be ready to meet it—be progressive—be wide awake. If you don't supply H.P. "*the other fellow*" will; probably he'll soon be supplying a good many other things too, for a customer who wants H.P. means to have it, and when she's had H.P. once she's more than ever certain to to take care she gets it again.

The moral is very simple—and very sound.

W. G. Patrick & Co., Toronto and Montreal.
R. B. Seeton & Co., Halifax, N. S.
W. H. Escott, Winnipeg, Man.
The Midland Vinegar Co., Birmingham, Eng.

H.P. SAUCE



"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

MADE IN CANADA

SUPERFINE LINEN RECORD

For all Commercial Purposes, Blank Books, Loose Leaf Sheets and Letter Heads.

Superfine Linen Record will give you perfect satisfaction.

Envelopes to Match.

Send for our new sample book.

THE ROLLAND PAPER COMPANY, LIMITED
MONTREAL, P.Q.

DOME LEAD

There is no better stove polish to be had in the world than

James Dome Black Lead

Pays both Jobber and Retailer a Good Profit.

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR

LONDON, ENGLAND

Commands a Preference over all others.

IS THE BEST

Made from the finest malted barley.

AGENTS

W. S. Clawson & Co., South Wharf, St. John, N.B.
W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto. R. Robertson & Co., 912-913 Dominion Trust Bldg., Vancouver, B.C.
J. W. Snowdon, 413 St. Paul St., Montreal

We are open to do business on easy consignment terms

Write our Agents for Particulars

FOREST CITY BAKING POWDER

THE STANDARD FOR 25 YEARS

6 oz. tins, 75c. doz.
12 oz. " $1.25 "
16 oz. " $1.50 "

Manufactured By

GORMAN ECKERT & CO., Limited

London & Winnipeg

ASEPTO

SOAP POWDER

"The Enemy of Dirt"

There's mighty good business ahead for every grocer who features ASEPTO SOAP POWDER, because it stands unrivalled for every kind of house cleaning.

It is very economical to use, and leaves a splendid profit for the retailer.

Try a case, if you are not now handling it. You'll be surprised how it sells.

Asepto Manufacturing Co.

ST. JOHN, N.B.

Agents: Rose & Laflamme, Ltd., Montreal

What's the use of your tongue, Mr. Grocer?

AURORA

yourself, and then to tell your customers how good it is! The best that money can buy.

W. H. GILLARD & CO.

Why! For just two things, First to try it on

COFFEE

Retails at 40c. and leaves you a real good profit. Don't miss this chance.

HAMILTON, Branch: Sault Ste. Marie

There is Money in Pushing

Royal Metal Polishes

Royal Metal Polishes and Pastes are made in Canada, by Canadians for Canadians. We pay NO DUTY—as makers of foreign goods sold in Canada must—but put the same money into quality—and profits for you dealers—our distributors. That's why we say Royal Polishes and Pastes, which can be used for every practical purpose,

Give greatest satisfaction to the user and yield most profit to the dealer.

The Royal Polishes Company, Montreal

TELEPHONE 321
P.O. BOX 671

ESTABLISHED
1898

NORTHWEST JOBBING and COMMISSION CO., Limited

GENERAL COMMISSION and BROKERAGE AGENTS

LETHBRIDGE, ALTA.

Wholesalers and Importers of

Groceries, Provisions, Fresh Frult, Grain Bags

BUYERS and SHIPPERS of GRAIN, MILL-STUFFS and HAY.

Mail Orders Given Speolal Attention.

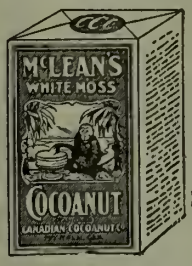
McLEAN'S WHITE MOSS COCOANUT

Prepared by the pioneers in the Canadian shredded cocoanut business. It is dependable. The quality does not follow the ups and downs of the market, but is UNIFORM, with a tendency to greater perfection.

Feature McLEAN'S for satisfaction.

Some specialties for Bakers and Confectioners:

Extracts	Colorings
Shelled Nuts	Glace Fruits
Fruit Pulps	Icing Powders
Egg Powders	Ice Cream Improver
Essential Oils	Marshmallow Powders



It will pay you to write us when you need these goods

The Canadian Cocoanut Co.

Montreal

PURE SPICES

In these days of adulterated spices you run every risk when buying unless you stock a brand known and recognized as ABSOLUTELY PURE.

PEERLESS BRAND

Spices have stood the test for 69 years.

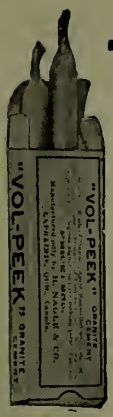
PACKERS ALSO OF

'Gold Standard" Java and Mocha Coffees

Your Mail Order will Receive Special Attention

W. H. SCHWARTZ & SONS

HALIFAX, N.S.



"Vol-Peek"

Granite Cement
Mends Holes in Everything

Here is a line easily handled, in demand every day and salable at a VERY attractive profit.

Unsurpassed for mending holes in Graniteware, Tin, Agate, Iron, Brass, Aluminum, Enamelware, etc.

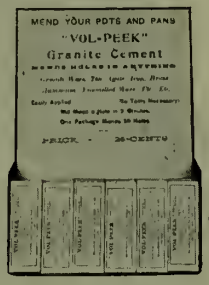
One package will mend 50 holes. No tools necessary.

Supplied to you in nice counter display easels as illustrated on right.

Secure Prices

H. Nagle & Co.

Montreal, Quebec



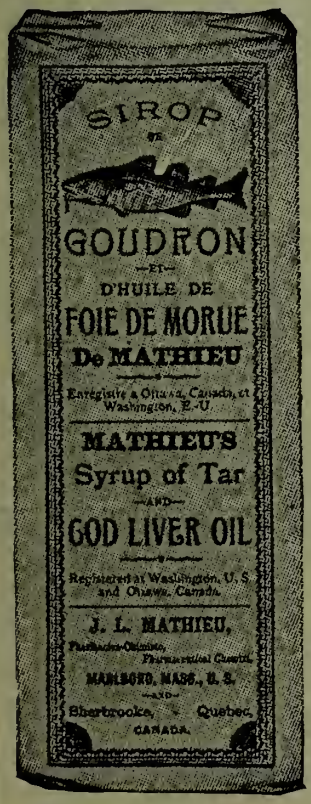
Are you selling Reliance Breakfast Food Reliance Baking Powder and Reliance Extracts?

The price of all other wheat foods has been advanced, but we are selling Reliance to dealers at the old price which enables them to retail at fifteen cents per package and make a good profit.

WRITE US FOR OUR SPECIAL COMBINATION OFFER

International Stock Co., Ltd.

Toronto, Canada



MATHIEU'S SYRUP

of Tar and Cod Liver Oil

has a more certain sale than most remedies. It is largely advertised, so that every one is familiar with the name.

It has been so successful in effecting cures that every user is a publisher of its excellent qualities.

Its sales have increased wonderfully everywhere. It is a sure seller.

MATHIEU'S NERVINE POWDERS

are needed wherever colds are attended with pains and fever.

See that you are well supplied with both, as the season of Colds is now on.

J. L. MATHIEU CO., Props.
SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

Do You Use

Redpath

Extra Granulated and other grades of Refined Sugar? They represent perfection in Sugar Refining.

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

HAMILTON STORAGE

Most Centrally Located. Fireproof Warerooms for Merchandise.

BONDED OR FREE

Separate Rooms for Furniture. Insurance Arranged at Lowest Rates.

LIBERAL LOANS

Quickly and Confidentially Advanced on Goods in Store.

GENERAL CARTAGE AGENTS

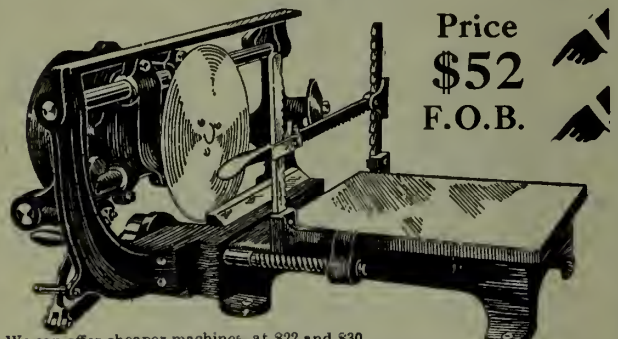
Distributing from Cars a Specialty.

THOS. MYLES' SONS, LIMITED

Main and Hughson Sts., Hamilton, Ont.

A 'SIMPLEX' Bacon Slicer will save you money

It cuts perfectly	Roll or side, the 'Simplex' cuts both 'clean as a whistle'—equal to the highest-priced machine on the market.
Safe and Simple	No difficult mechanism, nothing to go wrong, a lad can use the 'Simplex' without the slightest risk of accident.
Compact yet Business-like	The 'Simplex' doesn't fill up your counter, it is beautifully compact, very smart to look at, and very easy to clean.
	Money cheerfully returned if not as represented.



Price $52 F.O.B.

We can offer cheaper machines at $22 and $30 F. O. B.—good useful machines and really practical. Send to—

E. Morris & Co. King's Lynn, Eng.

Buy the Best

Merchants who insist always upon the best goods will handle—

QUEEN QUALITY PICKLES

10 and 20-oz. bottles
Sweet, Mixed and Chow
Bulk Pickles in Pails
English Chow Chow in pails

Pure Tomato Catsup, bottled or in bulk
Perry's English Sauce, Worceste Sauce, bottled or in bulk

Write us for quotations

Taylor & Pringle Co., Limited

Owen Sound, Ontario

GURD'S CALEDONIA WATER

"HAS WON ITS SPURS"

It is a select table water, a mild and safe aperient.
Nature, to begin with, has produced in it a good article—every virtue of which has been brought out by expert bottling.
The result is that for PURITY, APPEARANCE, TASTE and EFFICACY it is unexcelled.
GURD'S CALEDONIA, like GURD'S Ginger Ale, is now secure in popular estimation.

"THE BEST"

Charles Gurd & Co., Limited - - - Montreal

"SINCERE"
SOAP POLISH

Have You Heard—

about these attractive lines now on the market and creating such a favorable impression?

Sincere Soap Polish—positively will not scratch any metal. Has an unlimited number of uses in the home as a polisher, cleanser, scourer. Retails at 10 cents.

Sincere Hand Cleaner—Neatest package on the market. Has no superior. A sure and steady seller. Retails at 10 cents, showing good margin of profit to the retailer.

Freight prepaid on 5-case lots to any point in Ontario or Quebec.
Agents wanted in unrepresented districts.

The National Brokerage Co.
Distributors
724-726 Notre Dame St. E. - Montreal

"SINCERE"
HAND CLEANER

Ice Castle Brand Lobsters

He Never Goes Wrong

Order at once we are just about sold up.

The grocer who orders these goods is ever sure that he will be giving his customers absolutely the best values on the maket.

Ice Castle Brand Kippered Herring

J. W. WINDSOR, - - MONTREAL

PACKER OF THE LARGEST VARIETY OF CANNED GOODS IN CANADA.

AGENTS—Jas. Craig, Windsor; A. E. Richards, Toronto and Hamilton; Geo. H. Gillespie, London, Ont. W. H. Escott, Winnipeg; Dominion Brokerage Co., Edmonton.

Classified Advertising

ADDING MACHINE.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

AGENTS WANTED.

A LEADING SCOTCH HOUSE manufacturing a high grade line of Jams, Jellies, Marmalade, Peels and Confectionery, is open to appoint agents for the Provinces of Ontario, Quebec, New Brunswick and Nova Scotia. Liberal terms. Apply, with particulars and references, to "Scot," c/o THE CANADIAN GROCER, 88 Fleet St., E.C., London, England. (24)

SCOTCH WHISKY HOUSE of resources and knowledge, dealing also in wines, require representation in Montreal, Toronto, Ottawa, Winnipeg, Regina, Edmonton, Calgary, Vancouver and Victoria. Full and intelligent support guaranteed. Managing Director leaving Liverpool on 20th May for journey across to Pacific. Address "Scotsman," c/o THE CANADIAN GROCER, 701 Eastern Townships Bank Building, Montreal. (22p)

WANTED—Grocers to sell Nation'a Custard Powder. Retail 5 cents per packet. ½ and 1-lb. patent measure tins. Gives big profit. Satisfies customers. Increases sales. Wholesale Agents:—Green & Co., Toronto; W. H. Escott, Winnipeg; W. H. Malkin Co., Vancouver. (34)

AGENCIES WANTED.

A FIRM OF COMMISSION AGENTS in Jamaica are desirous of representing Canadian firms manufacturing groceries, biscuits, condensed milk, etc. Can influence large turnover in these lines. Highest references given. Box 343, CANADIAN GROCER, Toronto. (tf)

ENGLISH MARKET—A London firm having a well organized staff of capable travellers calling upon the wholesale grocers, oil and colormen, corn chandlers, etc. are prepared to take up the Agency for any first class Dominion House anxious to increase, or open up their English trade. Highest references. Reply "T.L.A.S." Room 21, 6 St. Sacrament Street, Montreal. (21p)

MALE HELP WANTED.

WANTED—At once, first-class catsup maker. Give references and full particulars. Box 64, Hamilton, Ont. (tf)

BUSINESS CHANCES.

CASH Grocery Business, clean stock, reasonable rent, living rooms connected. Good reasons for selling. John Whiting, 531 Richmond Street, London, Ont. (21p)

FOR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover $20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

COUNTER CHECK BOOKS.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

FOR SALE—Automatic Computing Scale. S. H. Fagan, Windsor, Ont. (29)

FOR SALE—The biggest little grocery business in Windsor, Ont. Address Box 348, CANADIAN GROCER, Toronto. (22p)

FOR SALE in the city of Windsor, Ontario, large corner grocery store. Good business reasons for selling. Address 23 Pitt St. West, Windsor, Ont. (23p)

MISCELLANEOUS.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

ATTRACTIVE fixtures sell your goods. Walker Bin Fixtures and Show Cases prove invaluable in economising store space, and by compelling custom, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. Walker Binland Store Fixture Company, Ltd., Berlin, Ont.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

DON'T use poor business stationery. Get your printer or stationer to furnish you with "Banker's Bond." Letterheads, envelopes, writing tablets, etc. Goods perfect, price moderate. Satisfaction accompanies the added prestige which follows the use of good stationery. W. J. Gage & Co., Limited, Paper Makers, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

FOR FILING PAPERS, LETTERS and Vouchers, fastening bulky envelopes or backing statements, the ACME No. 2 Binder is indispensable in every store. Penetrates the thickest paper and perforates and binds in one operation. For sale by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Company, Ltd., 36 King St. West, Toronto.

MISCELLANEOUS.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

PROFESSIONAL MEN, business men, merchants, church workers, find innumerable uses for the Fulton Sign and Price Marker. The Fulton Rubber Type Company, of Elizabeth, N.J., are makers of Ink Pads, Daters and business outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU don't buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge Street, Toronto.

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

REPRESENTATIVES WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

Cane's "New Idea" Butter Tubs

These are the kind of Butter Tubs your customers want. Show them how the specially-treated wood keeps the butter absolutely free from contamination and retains its freshness unimpaired.

YOU SHOULD HANDLE THEM

because they return you a fair profit and never fail to give entire satisfaction.

Ask your jobber for Cane's "New Idea" Butter Tubs, and when buying any kind of Woodenware remember Cane's is the best line made

The Wm. Cane & Sons Co., Limited, - Newmarket, Ont.

BATGER'S

Lime Juice Cordial

and

Lemon Squash

Fine summer drinks, delicate in flavor, and ready to serve.

Require addition of nothing except water.

Unexcelled for picnics, camping, yachting, etc.

Are excellent lines to push, as the profits are large.

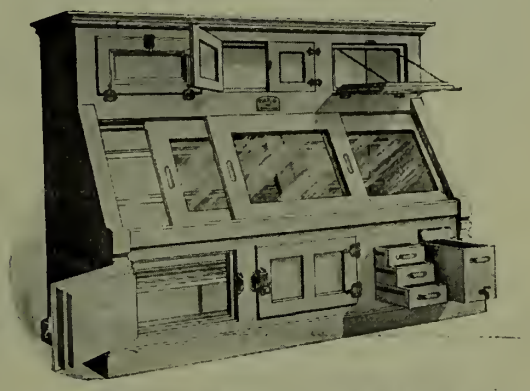
AGENTS:

Rose & Laflamme, Limited

MONTREAL : TORONTO

Aubin's Patent Refrigerators

GROCERS should not be without one



Perfect Dry Air Circulation System

Highest Testimonials from Leading Grocers in Canada

Made in 10 styles

Silver Medal, Quebec Exhibition

Diplomas—Ottawa, Montreal and Toronto

WRITE FOR CATALOGUE

C. P. FABIEN, *Proprietor and Manufacturer*

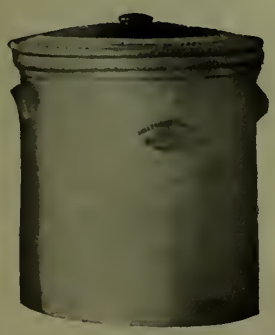
OFFICE AND FACTORY

31 to 51 St. Cunegonde St.
MONTREAL, CANADA

SAMPLE ROOMS

1351 Notre Dame St. West

Branches at Ottawa, Quebec, Winnipeg and Windsor, N.S.



Butter Pots, Churns, Jugs, Flower Pots, Vases

Belleville Pottery Co.

Belleville - Ontario

Fire Bricks,
Fire Clay,
Fire Sand,
Rockware,
Earthen
Flower Pots.

Cut of 100 Customer Size, without hood removed, showing alphabetical arrangement of books.

THE KEITH FIRE-PROOF SYSTEM

SAVES

TIME, TROUBLE

MONEY and BRAIN ENERGY

Cut of 100 Customer Size, showing hood locked to cabinet.

The charge is fully completed while the order is taken and the account is posted up to the minute in this simple manner. No loss of time posting accounts nor in going to register after "past account."

Each account is in a separate book. This book is numbered from 1--50 in duplicate or triplicate, and as a result of this numbering feature all such trouble and sources of loss as forgotten charges, mixed accounts, bringing forward of "wrong past accounts," and even thefts, are avoided. No loose-slip system can give you this protection—ask us why.

It relieves your mind of looking after details and of the strain of trying to recall different articles that have left the store without being charged. In short, it does your bookkeeping almost automatically and gives you time to employ yourself in a more pleasant and profitable way than in the mere juggling of figures.

If you think you would like to know more about the Keith Book System, drop us a line. Full information sent free.

THE SIMPLE ACCOUNT SALESBOOK CO.

Sole Manufacturers. Also Manufacturers of Counter Pads for Store Use

1926-1950 DEPOT STREET, FREMONT, OHIO, U.S.A.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

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W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - - -	$1,400,000.00
ASSETS - - - - - - - - -	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

HOTEL DIRECTORY

HALIFAX HOTEL
HALIFAX, N. S.

THE GRAND UNION
The most popular hotel in
OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

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We make a specialty of

Maple Flavor

For Manufacturers of Extracts Syrups, Biscuits and Confectionery

STUART BROTHERS

Distillers Essential Oils, Etc.

NIAGARA FALLS - - - - CANADA

The Largest and Oldest Barley Manufacturers in Canada

LET US QUOTE YOU PRICES ON

Pot and Pearl Barley
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THE HODGSON GUM CO.
898 St. Lawrence St. MONTREAL
Makers of High Class Gums at Popular Prices. Write for Samples and Quotations.
We make special brands to order.

CIE FRANCAISE des PATES ALIMENTAIRES
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Provisions, Canned Goods, Biscuits, Confectionery, Teas and General Groceries

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The New Flavor

MAPLEINE

Better Than Maple

The Crescent Mfg. Co.
Seattle, Wash.

Order from your jobber, or

Frederick E. Robson & Co
26 Front St. E., TORONTO

MAPLE SYRUP!

Small's Maple Leaf Brand
is the Standard the world over.
CANADA MAPLE EXCHANGE
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It dries them up **Common Sense**
KILLS { *Roaches and Bed-Bugs* / *Rats and Mice*
All Dealers and 381 Queen St. W., Toronto, Ont.
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

W. S. Silcock

Commission Merchant

GROCERS' and CONFECTIONERS' SPECIALTIES

33 St. Nicholas Street
MONTREAL

Correspondence Solicited

THE Beverage for ALL Weathers

Epps's Cocoa

A Cup of "Epps's" at breakfast **Warms** and **Sustains** you for hours. As a supper beverage it is perfect.

Grateful ***Comforting***

Special Agents: C. E. COLSON & SON, Montreal
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WILSON'S FLY PADS

PAY RETAIL GROCERS A LARGER PROFIT THAN ANY OTHER WELL ADVERTISED ARTICLE.

Stock and feature the original brand of quality,

White Dove

and you will win and hold more trade and better.

W. P. Downey
MONTREAL

FEATHERS WANTED
Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance
WRITE TO
P. POULIN & CO.
39 Bonsecours Market, - Montreal
WE SELL FEATHERS TOO

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ***ESTABLISHED 1871***

QUOTATIONS FOR PROPRIETARY ARTICLES

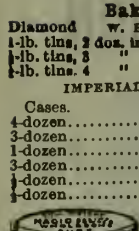
Baking Powder

Diamond W. H. GILLARD & CO.

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-dozen	10c.	$0 85
3-dozen	6-oz.	1 75
1-dozen	12-oz.	3 50
3-dozen	12-oz.	3 40
½-dozen	2½-lb.	10 50
¼-dozen	5-lb.	19 80



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 dozen	5c.	$0 50
4 "	4-oz	0 75
4 "	6 "	1 00
4 "	8 "	1 30
4 "	12 "	1 80
2 "	12 "	1 85
4 "	16 "	2 25
2 "	16 "	2 30
1 "	2½-lb	5 00
1 "	5-lb	9 50
2 "	6-oz }	Per case
1 "	12 " }	$6 00
1 "	18 " }	

ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

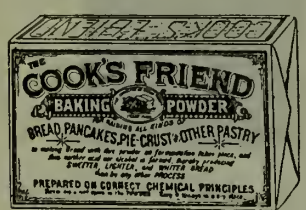
CANADIAN CANNERS, LIMITED

	Per doz		Per doz
Aylmer Jams		Peach	1 80
Strawberry	1 90	Pear	1 70
Raspberry	1 90	Jellies	
Black currant	1 80	Red currant	2 40
Red currant	1 80	Black currant	2 40
Raspberry & red currant	1 80	Crabapple	1 70
Raspberry and gooseberry	1 80	Plum	1 70
Damson plum, stoneless	1 70	Grape	1 70
Greengage plum, stoneless	1 70	Marmalade	
Gooseberry	1 80	Scotch	1 40
Pure Preserves—Bulk		Orange Jelly	1 75
5's & 7's per lb.	14's & 30's per lb.	Green Fig	2 25
Strawberry 0 11	0 10½	Lemon	1 80
Black currant 0 11	0 10½	Pineapple	2 25
Raspberry 0 11	0 10½	Ginger	2 25
Other varieties 0 09	0 08½		

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—1-lb. tins, 3-doz. in case, $2 doz.; ½-lb. tins, $1.25 doz.; ¼-lb. tins, 80c doz.



	Per doz		
Cartoons—		No. 12, 4-oz.,	6 dz 0 70
No. 1, 1-lb.,	4 doz 2 40	No. 12, 4-oz.,	3 dz. 0 75
No. 1, 1-lb.,	2 doz 2 50	In Tin Boxes—	
No. 2, 5-oz.,	6 doz 0 80	No. 13, 1-lb.,	2 dz. 3 00
No. 2, 5-oz.,	3 doz 0 85	No. 14, 8-oz.,	3 dz 1 75
No. 3, 2½-oz.,	4 dz 0 45	No. 15, 4-oz.,	4 dz. 1 10
No. 10, 12-oz.,	4 dz 2 10	No. 16, 2½-lbs.	7 25
No. 10, 12-oz.,	2 dz 2 20	No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER

	Dozen
6 oz. tins	0 75
12 oz. tins	1 25
16 oz. tins	1 50

Cereals

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food 2 doz. in case, per case $3.00.

The King's Food, 2-doz. in case, per case $4.80

White Swan Barley Crisps, per doz. $1.

White Swan Self-rising Buckwheat Flour, per doz. $1.

White Swan Self-rising Pancake Flour, per doz. $1.

White Swan Wheat Kernels, per doz. $1 40

White Swan Flaked Rice, per doz. $1 00

White Swan Flaked Peas, per doz. $1 00

Blue

Keen's Oxford, per lb	0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½-gross box	2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED

Cocoa—	
Perfection, 1-lb. tins, per doz	$4 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Soluble, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22

Special quotations or Cocoa in bbls. kegs, etc.

	Per lb.
Unsweetened Chocolate—	
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 38
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0
Queen's Dessert, 5's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Ioings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen 0 90

	Per lb.
Confections—	
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c oakes, per box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz 0 90

Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, ½ and ¼ lb. cakes, 35c. lb.; Breakfast cocoa, 1-5, ½, ¼, 1 and 5 lb. tins, 41c. lb.; German sweet chocolate, ½ and ¼ lb. cakes, 6-lb. bxs., 26c. lb.; Caracas sweet chocolate, ½ and ¼ lb. cakes, 6-lb. bxs., 32c lb.; Auto sweet chocolate, ½ lb. cakes, 3 and 6 lb. bxs., 32c. lb.; Vanilla sweet chocolate, ½-lb. cakes, 6 lb. tins, 44c. lb.; Soluble cocoa (hot or cold soda), 1 lb. tins, 38c. lb.; Cracked cocoa, ½ lb. pkgs., 6 lb. bags, 32c. lb.; Caracas tablets, 100 bdls., tied 5s, per box $3.00. The above quotations are f.o.b. Montreal.

Cocoanut

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases.	Per lb
1-lb. packages	0 26
½-lb. packages	0 27
¼-lb. packages	0 28
1 and ½ lb. packages, assorted	0 26½
½ and ¼ lb. packages, assorted	0 27½
½ lb. packages, assorted, in 5 lb. boxes.	0 28
¼ lb. packages, assorted, in 5 lb. boxes.	0 29
¼ lb. packages, assorted, 5,10,15 lb. cas.	0 30

Bulk—

In 15 lb. tins, 15 lb. pails and 10, 25 and 50 lb. boxes.	Palls.	Tins.	Bbls.
White moss, fine strip	0 12	0 21	0 17
Best Shredded	0 18	....	0 1
Special Shred	0 17	....	0 16
Ribbon	0 19	.. .	0 15
Macaroon	0 17	....	0 17
Desiccated	16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 3-oz., 4 oz., 8-oz., 1lb.	0 25

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 50	1 15
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in amp-proof bags and tins.

Club House	$0 32	Ambrosia	0 25
Nectar	0 30	Plantation	0 22
Empress	0 28	Fancy Bourbon	0 20
Duchess	0 26	Bourbon	0 18
Crushed Java and Mocha, whole			0 19
" " ground			0 17½
Golden Rio			0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb	
Mo-Ja, ½-lb. tins 30c. lb.	
Mo-Ja, 1-lb. tins 28c. lb.	
Mo-Ja, 2-lb. tins 28c. lb.	

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4

Presentation, with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy litho-graphed canisters	0 30

Cheese.—Imperial

Large size jars, doz.. 8 25

Medium size jars, per doz. 4 50

Small size jars, per doz. 2 40

Individual size jars per doz. 1 00

Imperial holder—

Large size, doz. 18 00

Med. size, doz. 17 00

Small size, doz. 12 00

Roquefort—

Large size, doz. 2 40

Small size, doz. 1 40

Canada Cream Cheese—

In cartons, each 1 dozen	0 96
Large blocks, dozen	2 35
Medium blocks, dozen	1 40

	W.S.P.	Ret. P.
Ground or bean,	1s 0 32	0 50
"	½s 0 33	0 50
"	1s 0 29	0 40
"	½s 0 30	0 40
"	1s 0 23	0 30
"	½s 0 23	0 30

Packed in 30s and 50-lb. cases. Terms—Net 30 days prepaid.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 38 in box, "	1 [illegible]
" " 10c cakes, 36 in box "	2 [illegible]
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 [illegible]
" " No. 2, " "	0 [illegible]
Maple Buds, 5-lb. boxes, lb	[illegible]
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95 dozen
Medium, cases 2 dozen	1 80 "
Large, cases 1 dozen	2 75 "
Tumblers, cases 2 dozen	1 35 "
25-lb. pails	0 15 lb.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montrea

$2, $3, $5, $10, $15 and $20.

All same price one size or asserted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Infants' Food

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " "	1 75
3½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application

CRESCENT MFG. CO.

	Per doz
2 oz. bottles (reta at 50c.)	4 20
4 oz. bottles (retail at 90c.)	6 80
8 oz. bottles (retail at $1.50)	12 50
18 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	14 50

Milk Powder

CANADIAN MILK PRODUCTS, LTD., TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. $2 20

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
5 and 7 lb. tin pails, 8 and 8 pails in crate, per lb	0 07
7 wood pails, 8 pails in crate, per lb	0 07
30-lb. wood pails, per lb	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
7 wood pails, 8 pails in crate, per lb	0 07
30-lb. wood pails	0 06½

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds, per dozen. $1.20. Chicken soup, $1.20 per dozen. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. $1.40. Tomato Ketchup—Bottles (10c. size only) doz. $1.40. Tabasco-Ketchup—Bottles (10c size only) doz. $1.40 Chili Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (new) doz. $1.40; No. 30 jars, doz. $1.40.

W. CLARK'S SPECIALTIES

Chateau Brand Baked Pork and Beans, with tomato sauce or plain individual, 50 cts.; No. 1, 90c.; No. 2, $1.25; No. 3, $1.75 dozen. Ox Tongues (In glass Brand), No. 1, $10; No. 2, $12 dz.

USE THE FREE PHONES

Prompt Service

Do you want to order goods with least labor to you? *Then phone us.*

Do you want quick shipment? *Then order of us.*

Think it over. Try it. *If not satisfactory, don't use it again.*

GEO. E. BRISTOL & CO.

Wholesale Grocers

HAMILTON - - ONTARIO

OCEAN MILLS
Montreal

Chinese starch, 48 1-lb., per case $4.00; Ocean Baking Powder, 48 3-oz., $1.40; 48 4-oz., $1.80; 60 8-oz., $4.50; 36 1-lb. pkg., $4; 10 1-lb. tins, $5; loose 25 lbs., $1.75; Ocean blancmange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-ounce, $7.20

Ocean corn starch, 48 1-lb. $3.60.

Jam

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

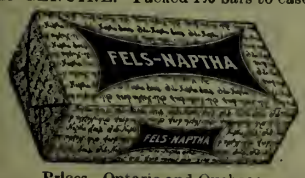
Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.

Soap

The GENUINE. Packed 100 bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95

Fly Pads.

WILSON'S FLY PADS

In boxes of 50, 10c.; packets, $3 per box; or three boxes for $2.80; 5 boxes $2.75.

List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

WHITE SWAN SPICE AND CEREALS, LTD

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 13½
½-bbls.	0 13¾
Tubs, 60 lbs.	0 13¾
20-lb. Pails.	2 73
20-lb. tins	2 63
Cases 3-lb.	0 14½
" 5-lb.	0 14
" 10-lb.	0 13⅝

F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12½
Tubs	0 12¾
20-lb. pails.	0 13
20-lb. tins.	0 12½
10-lb. "	0 14
5-lb. "	0 13⅝
3-lb. "	0 13½
1-lb. cartons	13¾

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 49
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED LYE

	Per case
1 case of 4 doz	$3 50
3 cases of 4 doz	3 40
5 cases or more	3 35

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 dozen case, per doz. $1; 16-oz. glass jars, 2 doz. in case, per doz. $1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 7½c.; pint sealers (24 oz.), 1 doz. in case, per dozen $2.25.

SHIRRIFF BRAND

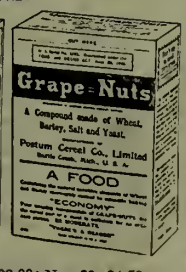
"Imperial Scotch"—

1-lb. glass, doz.	1 55
2-lb. "	2 80
4-lb. tins, "	4 65
7-lb. "	7 35

"Shredded"—

1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

Cereals.



Grape Nuts—No. 22, $3.00; No. 23, $4.50.
Post Toasties—No. T3, $2.85.

ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream, family size, per case	$3 50
Baby size, per case	2.00
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

OOLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen	0 45 dozen
Medium, cases 2 dozen	0 90 "
Large, cases 1 dozen	1 35 "

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda

COW BRAND

Case of 1-lb. containing 60 packages, per box, $3 00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

		Per case
No. 1, cases 60 1-lb. packages		$2 60
No. 2, " 120 ½-lb.	"	2 60
No. 3, " 30 1-lb. and 60 ½-lb.	"	2 60
No. 5 Magic soda—cases 100 - 10-oz. pkgs.		
1 case		3 65
½ case		2 55

ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Soap and Washing Powders

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	$10 20
Maypole soap, black, per gross	15 30
riole soap, per gross	10 20
loriola soap, per gross	12 00
traw hat polish, per gross	18 20

3 doz. to box..... $3 60

6 doz. to box .. $7 20

30 days.

1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lot

Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	Per lb
No. 1 white or blue, 4-lb. carton	$0 07
No. 1 white or blue, 2-lb. carton	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada white gloss, 1-lb. pkgs	0 06½
Benson's enamel, per box	1 50 to 3 00
Culinary Starch—	
Benson & Co's. Prepared Corn	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue	0

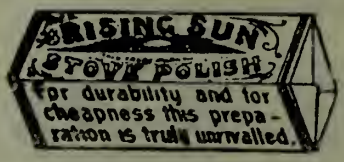
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lb	0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. canisters, cases of 24 lb	0 07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 35 lb.	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish

	Per gross
Rising Sun, No. 1 cakes, ⅛ & ¼ grs. bxs.	$8 50
Rising Sun, No. 3 cakes, gross boxes	4 50
No. 5 Sun Paste, ¼ gross boxes	5 40
No. 10 Sun Paste, ¼ gross boxes	9 00



JAMES DOME BLACK LEAD

6a size, gross, $2.40. 2a size, gross, $2.50

Boot Polish

PACKARD'S BOOT AND SHOE POLISHES

Mon-Ami, $9 gross; Black "O," $9 gross; Large Combination, $20 per gross; Pony Combination, $10; French Glycerine, $9; Ladies' Special, $20; Pat. Lea. Cream $20 per gross.

Syrup

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03¾ per lb.
Half-barrels, 350 lbs.	0 03¾ "
¼-barrels, 175 lbs.	0 03¾ "
Pails 25 lbs.	1 30 each
" 38½ lbs.	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 [illegible]
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas

THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

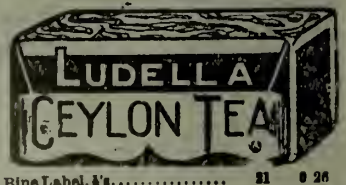
GEO. E. BRISTOL & CO., Hamilton, Ont.

EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c.	1s, 20c.; ½s, 21c.
30c.	1s and ½s, 23c.
40c.	1s and ½s, 28c.
50c.	1s and ½s, 35c.
75c.	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



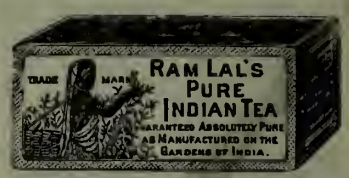
Blue Label, ½'s	$1	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 23	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	0 27	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2 50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.

MELAGAMA TEA.

MINTO BROS., 45 Front St. East

Black, green, mixed—⅛s, wholesale 70c., retail $1; ¼s, 55c. and 80c.; ⅛s, 44c. and 60c.; 1 lbs and ½s, 40c. and 60c.; ¼s, 38c. and 50c.; 1 lbs. and ½s, 35c. and 50c.; 1 lb., ½s, 30c. and 40c.; ¼s, 32c. and 40c.; ½s, 25c. and 30c.; 1 lbs., 24c. and 30c. We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
Black Label, ½-lb., retail at 25c.	0 21
Blue Label, retail at 30c.	0 24
Green Label, retail at 40c.	0 30
Red Label, retail at 50c.	0 35
Brown Label, retail at 60c.	0 42
Gold Label, retail at 80c.	0 55

Pure Gold Jelly Powder } 90 cents per doz.
Pure Gold Salad Dressing Powder }
Discounts on application.

THOMAS WOOD & CO., LTD.

Montreal and Boston.

Wood's Primrose, per pound wholesale 40c., retail 60c.; Golden Rod, 35c. and 50c; Fleur-de-Lis, 30c. and 40c. Packed in ½-lb. tins. All grades—either black, green or mixed.

GILLETT'S CREAM TARTAR

	Per doz
¼-lb. paper pkgs., 4 doz. in case	$0 90
½-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ¼-lb. paper pkgs. / 2 doz. ½-lb. paper pkgs. } assorted	$7 20
	Per doz
½-lb. cans with screw covers, 4 doz. in case	$2 00
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ½ doz. in case	0 30
10-lb. wooden boxes	0 27½
25-lb. wooden palls	0 27½
100-lb. kegs	0 25½
360-lb. barrels	0 25

THE QUAKER OATS CO.

Winnipeg prices—Quaker oats, 36's (or 2-18's) $3. case; Quaker oats, 20's, (with premium) 4.10; Quaker Best Y. Cornmeal, 24's, 2.40; Puffed rice, 36's, 2.90; Puffed wheat, 36's, 2.90; Quaker Toasted Corn Flakes, 36's, (11 case lots, 1 case free, delivered) 2.90; 5½ case lots, ½ case free, delivered); Banner oats, 20's (with premium) 4.10; Saxon oats, 20's, (with premium) 4.10; Pettijohn breakfast food, 18's, 2.25 Apitezo biscuits, 24's, 3.50; Saxon wheat food 24's, 3.25; Cracked wheat, 24's, 3.50; Hominy 24's, 2.40; Puffed rice, brls., 25 lbs. each, 22c lb

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 6 2-5s	46
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s, plug or bar.	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	59

Veterinary Remedies

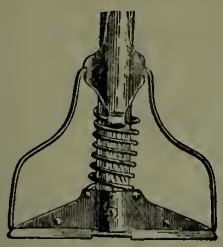
W. F. YOUNG

Absorbine, per dozen	$18 00
Absorbine Jr., per dozen	9 00

Yeast

Royal Yeast, 3 doz. 5 cent pkgs.	$1 15
Gillett's Cream Yeast, 3 doz. in case.	1 15

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.



The Best Mop Stick is the Best

We manufacture the ORIGINAL BEST (Cummings' Style) priced to retail at 15 cents, and seven other styles of COMMON MOP STICKS, SELF-WRINGING MOPS, MOP CLOTHS, etc., etc.

Order through your jobber.
Send for Illustrated Catalogue.

Tarbox Bros., Toronto, Ont.

White Mop Wringer

always proves a splendid seller, because it does all we claim for it.

It never disappoints. Wrings drier and easier than any other device.

Each one sold is YOUR advertisement, creating more sales.

Watch for TRADE MARK below ; it stands for excellence.

Write for Details. Made in Canada.

White Mop Wringer Co.,
FULTONVILLE, : N.Y.

TEA LEAD

Best Incorrodible

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London.
A.B.C. Codes used 4th and 5th Editions.

LIMEHOUSE, LONDON, E., ENG.

Canadian Agents — ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

BUY

Star Brand

Cotton Clothes Lines

—AND—

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.

SOLD BY ALL JOBBERS

½-lb. tins—3 doz. in case.

QUEBEC CITY

We solicit correspondence from firms desirous of doing business in this centre. Excellent connection with wholesale trade. Experience in Sugars, Molasses, Dried Fruits and Nuts, Fish, Fish Oils, Mill Feed, Grain, Provisions and General Groceries. A1 representation assured.

Highest References

BUCHANAN & AHERN
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Merchants and Importers
G. S. BUCHANAN G. S. AHERN

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

Slow Collection Cured

Our business is to collect overdue accounts owing to our clients. No need to bother yourself with slow collections—send them to us. For the year we've been in business we've made collections to the entire satisfaction of a large number of clients.

WE KNOW HOW!

The Beardwood Agency

313 New York Life Building - MONTREAL

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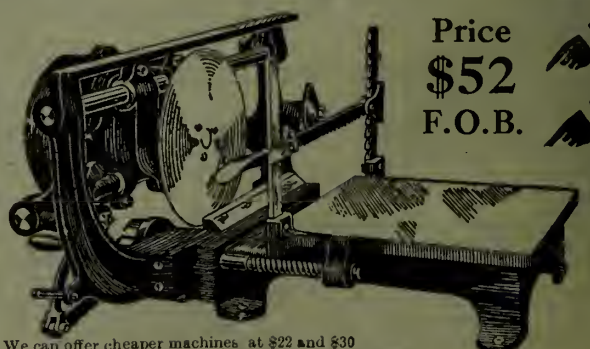

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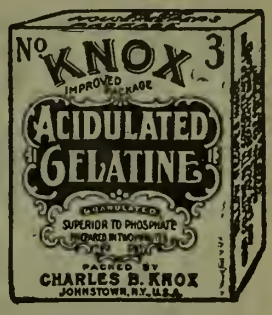

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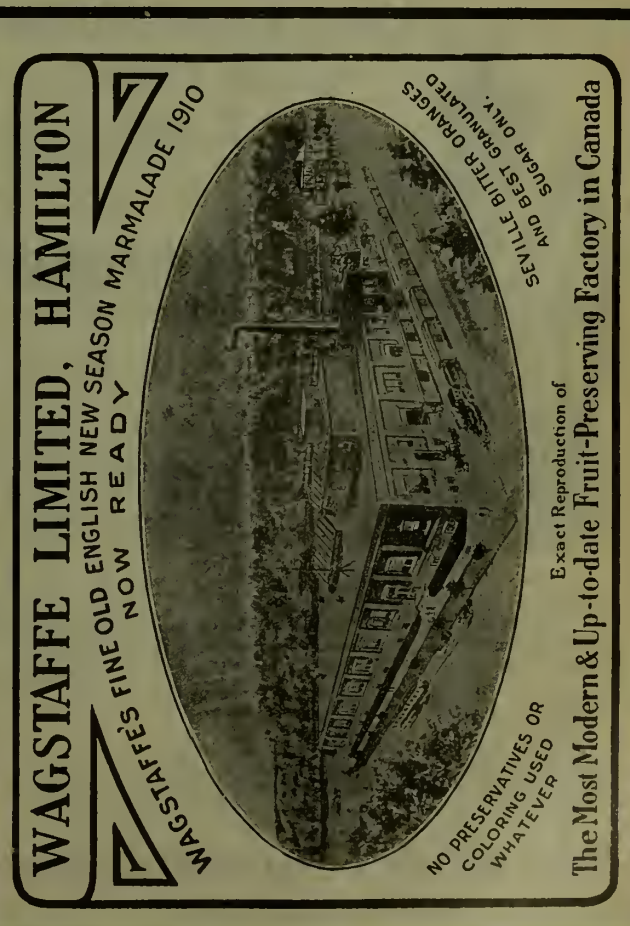
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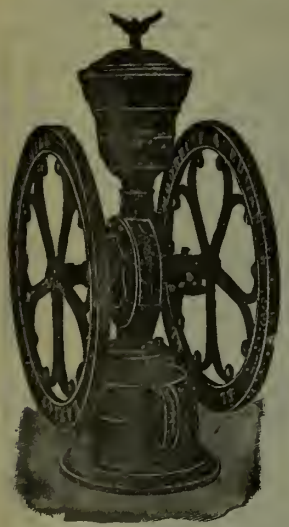

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MANUFACTURERS OF

Jams, Jellies, Pickles, Sauces and Flavoring Extracts

We manufacture a full line of these and are able to supply you quickly and cheaply.

OUR PRICES ARE RIGHT
WE WANT YOUR BUSINESS

Before replenishing your stock get our prices.

Empress Manufacturing Co.

Limited

VANCOUVER, B.C.

IS THE LAST PACKAGE WHERE THE NET PROFIT IS

¶ Did you ever stop to figure out just where and when you get the clear and clean profit on a case of goods?

¶ Deducting the usual business operating expenses. isn't it always mainly in the last can or bottle?

¶ Hence, if the last package or two "goes bad" or "fails to move," your profit is gone—possibly a loss is made.

HEINZ "57 VARIETIES"

are profitable stock, because guaranteed pure, guaranteed to please and advertised.

¶ You don't have to talk an hour to sell a can of Heinz Baked Beans, or a bottle of Heinz Pickles.

¶ Why not insure your profits by selling the kind of goods "backed to the finish" by their makers?

H. J. HEINZ COMPANY

Members of American Association for the Promotion of Purity in Food Products

Balaklava Brand

You can't eat soup with a fork and you can't put up high class pork and beans unless you pack the best pork and the choicest beans in a modern factory.

Our beans are the pick of the Canadian crop—really choice. And our pork is specially selected, corn-fed stock.

Our factory is modern, equipped in the most up-to-date fashion.

In consequence, when you order Balaklava Brand you secure something much above the average in quality.

The Eastern Canning Co.

PORT CANADA, : N.B.

JANADIAN AGENTS—C. A. Chouillou & Cie., Montreal; Green & Co., John Street, Toronto; D. O. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; Nicholson & Bain, Winnipeg, Western Agents; Martin & Robertson, Vancouver, B. C.

The United States Circuit Court, on May 16, 1910, at Chicago, Ill, issued

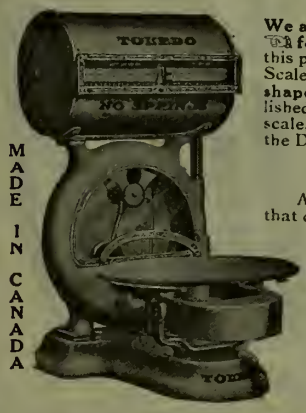
AN INJUNCTION

against the

MONEYWEIGHT SCALE COMPANY

and all its Agents and Salesmen, ordering them to stop selling Dayton Fan-shaped Scales, which the Court declared to infringe our patent. This is our scale which they imitated and infringed.

MADE IN CANADA



MADE IN CANADA

We also own the foundation patent on Platform Cylinder Scales like this. We claim this patent is also infringed by the Moneyweight Scale Company by its sale of **Dayton Barrel-shaped Platform Scales,** and having now established our exclusive right to the fan-shaped scale, we shall now proceed with suit against the Dayton Barrel-shaped Scale.

WARNING

All users of such scales are hereby notified that our attorneys will bring such suits in the United States Courts against the Makers, Sellers or Users of such Scales as may be necessary to protect us against the infringement of said patent. **Do not involve yourself in costly litigation.**

TOLEDO COMPUTING SCALE CO.

Makers of Honest Scales

TOLEDO, OHIO

White Mop Wringer

always proves a splendid seller, because it does all we claim for it.

It never disappoints. Wrings drier and easier than any other device.

Each one sold is YOUR advertisement, creating more sales.

Watch for TRADE-MARK below ; it stands for excellence.

Write for Details. Made in Canada

White Mop Wringer Co.,

FULTONVILLE, : N.Y.

YOUR PROFITS

in the handling of your perishables, such as butter, eggs, etc., are secured if you are using an

ARCTIC Refrigerator

The 'Arctic' is the 'last word' in scientific refrigerator construction, and is moreover a handsome ornament to any store.

Arctic Refrigerators for All Purposes.

JOHN HILLOCK & CO

Queen and George Sts., TORONTO

Agents for Western Provinces: Ryan Bros., 147 Bannatyne Ave., Winnipeg

To Northern Ontario Merchants

WE are well situated to supply your requirements from our warehouses at North Bay and Sudbury, and can save you the freight you would have to pay when buying in the older parts of the province. We can also promise YOU the promptest delivery.

GET IN TOUCH WITH US NOW. TIME IS MONEY.

A. J. YOUNG, Limited
WHOLESALE GROCERS AND PROVISION MERCHANTS
NORTH BAY and SUDBURY

JELLIES and Sterling BRAND FLAVOURING EXTRACTS

are noted for their purity and fullness of strength, and they retain, in a remarkable degree, the natural flavour of the fruit. A line to handle with profit and satisfaction.

Send for prices.

The T. A. Lytle Company, Ltd.
Sterling Road, TORONTO

Redpath

Extra Granulated and other grades of Refined Sugar represent perfection in Sugar refining and are the result of experience and modern machinery.

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

In Constant Demand!

There's a regular enquiry the year around for

SHIRRIFF'S
Flavoring Essences

because they combine purity and strength and are distinguished by their natural fruit flavor.

We make a large number of different Extracts, each guaranteed true to label and of full strength. See to your stocks! This is the line to handle if you would hope to cater for the best class trade.

Order from your Jobber or write us direct

Imperial Extract Co.
8-10-12 Matilda St. - TORONTO

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR

LONDON, ENGLAND

Commands a Preference over all others.

IS THE BEST

Made from the finest malted barley

AGENTS

W. S. Clawson & Co., South Wharf, St. John, N.B. W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto. R. Robertson & Co., 912-913 Dominion Trust Bldg., Vancouver, B.C.
J. W. Snowdon, 413 St. Paul St., Montreal

We are open to do business on easy consignment terms *Write our Agents for Particulars*

FOREST CITY BAKING POWDER

THE STANDARD FOR 25 YEARS

6 oz. tins, 75c. doz.
12 oz. " $1.25 "
16 oz. " $1.50 "

Manufactured By
GORMAN ECKERT & CO., Limited
London & Winnipeg

ASEPTO

SOAP POWDER

" The enemy of dirt "

Housecleaning of every kind is done in half the time and with half the labor if "Asepto" has been called in to the housewife's aid.

It is very economical to use, and its effective cleansing properties are a guarantee of 'repeats.'

See to your own profits by featuring ' Asepto.'

ASEPTO MFG. CO.
ST. JOHN, N.B.

Agents— ROSE & LAFLAMME, Ltd. Montreal

Repeat Orders is the story of all Grocers who handle

Canada First Evaporated Cream

There is nothing to equal it as a pure, healthful substitute for fresh cow's milk. Every can guaranteed absolutely pure and thoroughly sterilized. Order from your wholesaler.

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

Tartan BRAND

CANNED GOODS ARE GETTING SCARCE

—And advancing in price. We have a full assortment of finest quality. Get in your orders while they last.

Five free phones at your service. **NO. 596** for Out-of-Town Buyers.

BALFOUR, SMYE & CO., WHOLESALE GROCERS . . **HAMILTON**

St. Lawrence

GRANULATED and GOLDEN YELLOWS

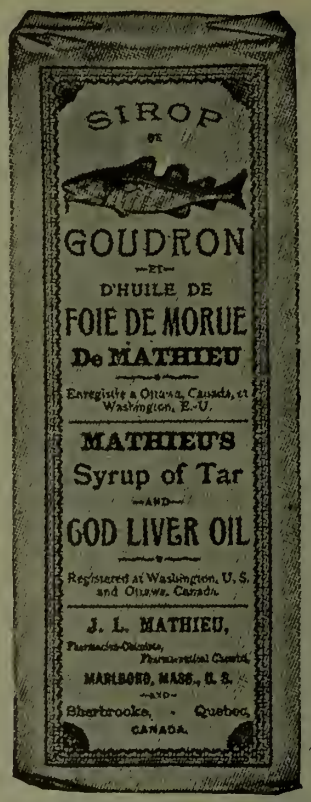
Made only from Pure Cane Sugar

The Trade will appreciate the advantage of our machine sewn bags if they will follow these instructions in opening them :—

Cut off the shortest chain close to the side of the bag, and pull out the single thread.

This is a quick operation and leaves the bag in perfect condition.

The St. Lawrence Sugar Refining Co., Ltd.,
Montreal



A COLD CURE EVERY Dealer Can Recommend

To be able to recommend an article because of its success in the past makes selling easy.

MATHIEU'S SYRUP of Tar and Cod Liver Oil

has been a wonderful success.
The testimonials received by the proprietors tell of marvellous cures.
Thousands of households are never without it.
Its sales have multiplied in every community where it is sold.
Dealers never find it a slow seller.
During the Fall and Winter seasons large sales are assured.
Keep a good supply on hand and when ordering order also

MATHIEU'S NERVINE POWDERS

which are necessary to reduce fever and remove pains in connection with colds.

J. L. MATHIEU CO., Props.
SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

McLean's

We originated the line of shredded cocoanut now so popular in Canada. The quality has ever been maintained.

THE CANADIAN COCOANUT COMPANY
MONTREAL

QUALITY

When anyone wants a high-class household refrigerator they always buy the Ham & Nott make. Our grocer refrigerators are made on the same principle. That means the best.

Sold by leading hardware dealers, or write to us.

HAM & NOTT CO.
Limited
BRANTFORD CANADA

Royal Salad Dressing

Grocers say "People no longer consider ROYAL SALAD DRESSING a luxury, it's a necessity."

No table relish is so sure to please.

It attracts the kind of trade that buy the best.

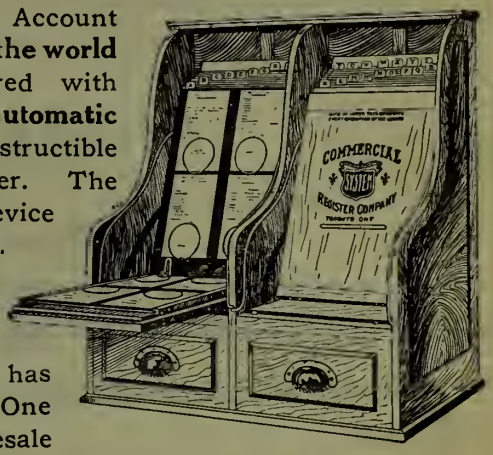
Made in Canada by

The Horton-Cato Mfg. Co.

Windsor, :: :: Ontario

THE COMMERCIAL

Is the **only** Account Register **in the world** manufactured with the **patent automatic** and indestructible sheet holder. The cleverest device of the age. Also the patented "locked" slip-holder has no equal. One large wholesale firm says: "The New Commercial is pre-eminent, and if every customer of ours had one he would be able to discount his bills." The Commercial cuts out bookkeeping, collects your accounts, pleases your customers and increases your trade. Thousands in use in Canada and the United States. Send postal for catalogue and testimonials of Canadian Merchants that you know.



Fits any Safe.

COMMERCIAL REGISTER CO.

178-180 Victoria Street - - Toronto, Ont.

Good Condition

Is indispensable if your biscuit trade is going to be a live business. Carr's biscuits, whose unexcelled quality is well known, reach you in a crisp, fresh condition, because they are packed right.

These are the kind to handle.

Carr & Co., Carlisle, Eng.

Order from Agents—Wm. H. Dunn, Montreal & Toronto; Hamblin & Brereton, Winnipeg; L. T. Mewburn & Co., Ltd., Calgary; Standard Brokerage Co., Ltd., Vancouver, B.C.; T.A. McNab & Co., St. John's, Newfoundland.

THEY ARE CANADA'S BEST

A SEASONABLE SELLER

ROSE & LAFLAMME, Limited

Montreal and Toronto

THERE'S PLEASURE and PROFIT

in handling a line of satisfaction-givers like Richards Soaps.

They are honestly made and are guaranteed pure. Here's the full line of

RICHARDS PURE SOAPS

Quick Naptha Soap Snowflake Soap Chips Ammonia Powder
100% Pure Lye Toilet Soaps

Agent for Toronto and Hamilton: MR. HUTCHINSON, Omand Mfg. Co., 76 Colborne St., Toronto

THE
"Eureka" Patented System

of Refrigeration is an absolute guarantee against DAMPNESS and FOUL AIR; goods will keep fresh longer in the

"EUREKA" Refrigerator

than in anything else made.

Used by leading merchants throughout the Dominion. No GROCER or BUTCHER should be without one. Economy assured and satisfaction guaranteed.

Write for Catalogue.

Eureka Refrigerator Co., Ltd.
56 Noble Street (Near Queen St. Subway)
TORONTO

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.,
Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.
Niagara Falls, - - Ontario

To the Manufacturer or Wholesaler——

If it were possible to employ a traveller who could call on 7,000 of the best dealers all through Canada every week, what salary would you figure he'd be worth—even supposing he did nothing more than go in and shake hands with these dealers, under such circumstances they'd be glad to see him.

Would he be worth $200, $300 or $500 per week? Many a house would pretty nearly let him fix his own salary.

Equip an advertisement in the Canadian Grocer with a verbal handshake for every dealer in Canada, and a frank, brief, pointed talk about your goods and you add a traveller to your staff who will make 7.000 calls a week for you at a salary of $4 to $8 a week—less than you would pay a first-class stenographer.

Of course this traveller won't displace any of your regular salesmen, but he will help them to sell more goods and open up more new accounts.

CENTURY SALT

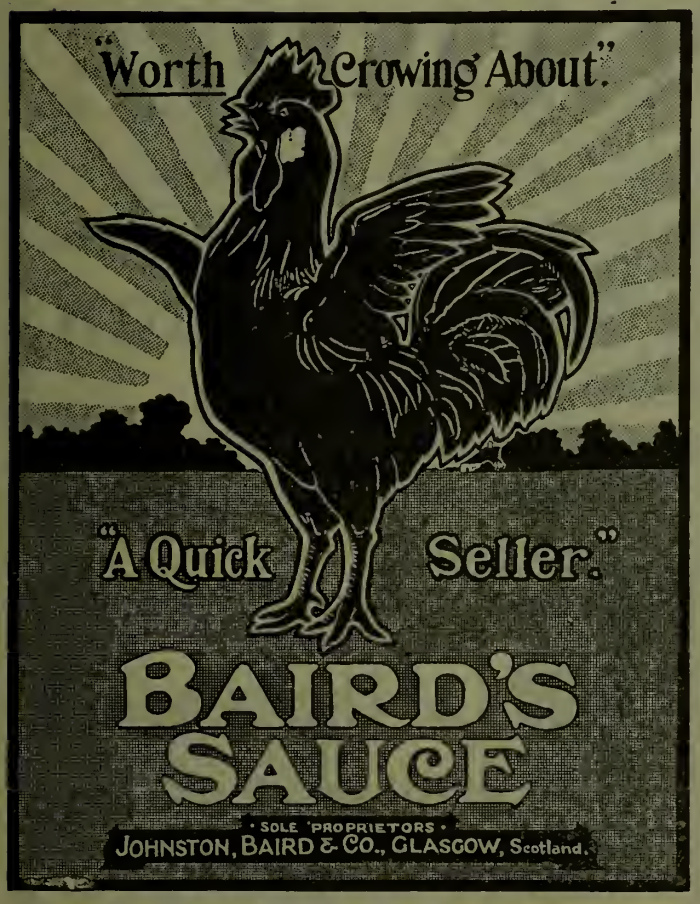
The new well-advertised Salt.

The Dominion Salt Company, Limited, Sarnia, have acquired the plant formerly operated by the Empire Salt Company, Limited, and will sell and advertise their products under the brand "CENTURY SALT," including Table, Dairy, ordinary Fine and Coarse Salt, etc. If you haven't got revised Price List—get it soon—and send in your order, it will be taken care of quickly and well. We'd like to hear from you to-morrow.

Dominion Salt Co., Limited

Manufacturers and Shippers

Sarnia - Ontario



Agents:—Geo. Stanway & Co., Toronto; W. L. McKenzie & Co., Winnipeg; R. Robertson & Co.; Vancouver and Victoria.

GINGERBREAD

BRAND

MOLASSES

A Molasses that increases your sales.

THREE reasons for it:

No. 1—A Strong Baker
No. 2—Body
No. 3—Flavor

Packed in tins—2's, 3's, 5's, 10's and 20's; pails—1's, 2's, 3's, 5's gals. and in barrels and halves.

A trial order from your wholesaler will convince you that Gingerbread Brand is

THE BEST THERE IS

Be convinced now.

The Dominion Molasses Co., Limited

HALIFAX - NOVA SCOTIA

You'll Hit the Bull's Eye

on the "Popular Taste" Target if you are selling

AURORA COFFEE!

The distinctive quality, aroma and flavor of "AURORA" Coffee have made it a prime public favorite, and its retailing price of **40c.** leaves you a "well-worth-while" profit. See to your stocks.

W. H. GILLARD & CO., Hamilton, Ont.

BRANCH—SAULT STE. MARIE

Your best advertisement lies in pleasing your customers. Very easily done if you sell them

"NUGGET"

(Waterproof) POLISHES

ON SALE ALL OVER THE WORLD

THE NUGGET POLISH CO., LIMITED

TORONTO :: :: :: HALIFAX

"KANDY KID"

A Dainty Popcorn Confection

The more your customers eat, the more they'll want.

A Seller and a Repeater

MADE ONLY BY

Clyde Fuller & Bro.

WINDSOR : : ONTARIO.

Tea Lead,

Best Incorrodible

"Pride of the Island"

Manufactured by BRAND

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C. Codes used 4th and 5th Editions. LONDON, E., ENG.

Canadian Agents ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

Spices, and How to Know Them

By W. M. GIBBS

The only book on the subject—just published. The merchant or salesman, who knows all about spices, can command the spice trade in his territory. To get this information, he should read this work, dealing with PREPARATION, USE and ADULTERATION OF SPICES—a chapter devoted to each spice.

14 Colored Plates. 176 Pages. 100 Illustrations.
Price $3.50, Postpaid.

MACLEAN PUBLISHING COMPANY
(Technical Book Department)
111-117 University Ave. - Toronto, Canada

Cane's "New Idea" Butter Tubs

These are the kind of Butter Tubs your customers want. Show them how the specially-treated wood keeps the butter absolutely free from contamination and retains its freshness unimpaired.

YOU SHOULD HANDLE THEM

because they return you a fair profit and never fail to give entire satisfaction.

Ask your jobber for Cane's "New Idea" Butter Tubs, and when buying any kind of Woodenware remember Cane's is the best line made

The Wm. Cane & Sons Co., Limited, - Newmarket, Ont.

Stock and feature the original brand of quality,

White Dove

and you will win and hold more trade and better.

W. P. Downey
MONTREAL

It dries them up ***Common Sense***
KILLS { *Roaches and Bed-Bugs*
Rats and Mice

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

When writing advertisers kindly mention having seen the advertisement in this paper.

Now is the Time

to place your orders for

Cold Spring Lemonade Powder

After the success of last season you can rest assured of the ready sale of this summer essential.

The season for Picnics and Camping Parties is now on.

Put up in artistic and attractive ½ lb. and ¼ lb. tins.

We will be pleased to send prices and samples on application.

S. H. EWING & SONS
MONTREAL and TORONTO

The Right Way

Fels-Naptha soap pays the grocer a good steady profit, and always gives satisfaction. In keeping well stocked with reliable goods of this character, you are improving your own business by pleasing your customers.

Pansy
BRAND
Chocolates

Here is the name chosen from among several hundred submitted in the

MONTREAL BISCUIT COMPANY'S NAME COMPETITION

The Winner is:

MISS ISABEL DICKSON, Toronto,
who has been forwarded the prize.

PANSY is a name we think consumer and dealer alike will find suitable---as we do---because it is easy to remember, and possesses an individuality all its own.

PANSY Brand will be extensively advertised, and wherever you see it mentioned you will think of our chocolates---their high grade and uniform quality.

Permit us to avail ourselves of this opportunity of thanking our many friends all over Canada for their interest in this Competition. Replies have been received by the hundred from Halifax to Victoria.

Of course, our famous "Chocolate Bordo" will retain its identity, but it will be classed under the PANSY brand with all our line.

For highest quality in chocolates in future look for PANSY brand, and ever be certain that you get what you ask for. Our reputation of over 25 years as manufacturers of biscuits and confectionery will ever be your safeguard.

The Montreal Biscuit Company

Manufacturing Confectioners, MONTREAL

In Fergus

The Peddler Controls One-fifth of the Tea Trade

Our representative recently left a ⅛ lb. package of "SALADA" at every house in Fergus. Careful enquiry shows that the peddler sells 21.99% of all the tea used. The grocers of Fergus are losing the sale of 1,320 lbs. of tea each year, to say nothing of the business done in the surrounding country where the peddler ALONE supplies the farmer with tea.

This condition exists in a greater or less degree throughout Ontario. The trade have got to wake up to this evil and fight it hard. The peddler is an ever-present active persuader, and unless a strong united effort is made by the grocery trade, the trouble will steadily increase.

You can never win back the peddler's trade by Selling Bulk Tea. You can only do it by educating your customers to use a tea the peddler cannot buy. With your co-operation we can help you regain the trade you are losing. We have proved this time and again. Our share is to give high quality and value in "SALADA." Yours to keep a well assorted stock of "SALADA" on hand—to keep it well to the front and recommend it to your customers. It will mean increasing business for you and will turn many a dollar of profit into your pocket that the peddler now gets.

The "Salada" Tea Co., - Toronto and Montreal

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Failed in Spite of Years of Experience as a Clerk

The Biography of a Young Retail Grocer Who Was Forced Out of Business by Lack of Personality and of Knowledge of His Trade—An Actual Uncolored Instance—Effect of Development of Careless Methods Such as Wrong Change and Short Weight.

By A. H. Harvey.

"I do not like thee, Dr. Fell.
The reason why I cannot tell."

I recall an old quotation that runs somewhat after the above manner and which serves to explain the downfall of a young man who should never have entered the grocery business. The relation of these lines to the story about to follow may not seem particularly clear but they will be understood when you recall individuals whom you met and of whom you exclaim, "I never did like that fellow anyway. The first time I spoke to him I formed an unfavorable impression of him and it still clings to me."

This is an actual case, the young man in question living in a flourishing Canadian town where he entered the grocery arena as a clerk, later branching into business for himself and finally winding up his business but a few weeks ago after a rather inglorious career as a grocer.

He doubtless obtained the idea that he was destined to be a success from the fact that his apprenticeship was served with one of the leading grocers in the town. That was about twelve years ago, perhaps a little more or a little less.

The grocer, himself, was uniformly liked both by farmers and city people alike, among both of whom he had a large following. He was as the lumberman says, "As square as a die and as white as they make them." His disposition and his integrity and fairness, his thoughtfulness showing itself in little things were the very evident reasons for the splendid success he was accomplishing.

He took as a clerk, the young man referred to. The latter began by taking orders and in that capacity nothing much could be said against him.

Not an Outstanding Figure.

At the same time there did not seem to be anything that might be mentioned in his favor. He was decidedly neutral. You felt that if you were never to see him again you would not even miss him. Thus, he continued until he was elevated from the route work and became a regular clerk. Whatever might have been said against him he could not have been charged with laziness.

He worked well but there was still that repelling something which turned aside your confidence. I even heard rumors touching his honesty but as to that I have nothing to say. Customers gave their orders to him, because the proprietor could not serve everybody himself. They would have been willing to wait but it was business after all and they were content to put off the pleasure for another occasion, being content with a nod and a remark about the weather or about the health of some member of the customer's family. It is scarcely necessary to mention that they were receiving goods of best quality and a fine service.

In to Business For Himself.

The grocer who had risen from the ranks himself and could thank his efforts alone for the success he had won, burned the midnight oil when he should have been resting. Like other good grocers he had his worries, some of them being particularly annoying. He was stricken with pneumonia and died. The business passed into other hands and although the clerk remained in the old store for some time, not long after he went into business for himself in the suburbs of the city.

To all appearances he was doing fairly well, so it was said, but even the most charitable had their doubts. To begin with the locality itself had never possessed the reputation of being a good grocery centre, and nobody expected this young man to make things hum. Right at the start therefore he displayed lack of judgment in selecting a site. And no one was disappointed. Then he moved up town. He had a small trade, mostly transient, but it was hoped that he would succeed.

That young man had several good grocery ideas. On store arrangement, neatness, taste in window decorating and other general notions he was as well adapted to the business as anyone might expect, but—. Well, it is said by some that personality has nothing to do with success in the grocery business, but that is one of the great reasons to which I attribute his failure. True, he did not have the best location in the town, but his second store was nevertheless a good locality. I know other men in more obscure and inconvenient positions who are making good, but I do not intend to try to explain why they are succeeding in contrast to the other man. I was simply deeply convinced that personality goes a long way to establish a successful grocery business.

Did Not Study Trade Matters.

But apart from a lack of personality there were other inefficiencies in his general business make-up. He was not a close studier of the conditions under which he was working.

Some men think—or act as if they thought — their businesses only of secondary importance to the general happenings of the day as told in the daily or weekly newspaper and the contents of the latest novels and periodicals.

While business men should keep abreast of the current happenings in order to be able to talk intelligently with their fellow citizens whom they meet on the street yet their businesses demand their first attention and it is from the papers and books which are devoted solely to their trades that the necessary information is derived.

This young grocer was not a close studier of his trade paper. He was therefore not acquainted with the weaknesses of his fellow men which had caused their failures; he was not acquainted with market conditions and bought many goods at the wrong time; he did not profit from the practical methods other Canadian grocers found successful.

Then again, he had not the faculty of holding customers, due principally to carelessness. I know of one occasion when a customer received her change 10 cents short. She discovered it when she arrived home and that simple little error meant the loss of some $300 in business every year. It is quite probable that similar instances occurred in short weight causing losses of two or three other customers who were buying at the rate of $300 a year.

Another weakness was that intimate friends and relations were given preferences over others. This worked towards his downfall because the latter class lost confidence in him.

Lost Custom Through Errors.

Neither was he prompt in meeting his payments. So much was this the case that mercantile agencies refused to rate him. This begot other careless habits, such as promising goods which were scarcely ever secured on time; making errors in delivering and in sending out accounts.

He had practically only two business assets—he was not afraid of work and he was neat. But this was so much overbalanced by his other deficiencies that the tide of failure could not be stemmed.

His business life was about four years.

This is an actual case; there is no guessing about it, and now the ex-clerk and the more recent ex-grocer is looking for a position again behind the counter in the same capacity as five years ago.

Newspaper Space Must Be Used Judiciously

Winnipeg Retailer Gives His Ideas on Profitable Advertising —One of the Weapons to Meet Competition of Catalogue Houses—Medium to Attract Attention of Farmers — Holding Confidence of the People.

By A. E. White, Sec.-Treas. The W. H. Stone Co.

Next in importance to the silently eloquent advertising of which a clean, well kept stock, adequate, systematic store service, and well satisfied customers are productive, comes the newspaper as a valuable advertising medium.

Not only does the merchant in the large trade centre, find printer's ink a valuable auxiliary, but his brother tradesman in the small town or village may also derive many benefits from space used judiciously in his local daily or weekly paper.

While, for a number of reasons, the average retail grocer in a city or town is not in a position to carry out an elaborate advertising programme such as the large departmental store evidently finds so successful, yet experience shows that even a limited space, attractively set up, holding a good position in the best dailies, and containing good, live logical advertising matter is a sure trade getter. Take for example, an attractive list of seasonable goods, priced as reasonably as is consistent with a fair profit, and headed off with a few well chosen, pithy remarks as to the quality of the goods, and the desirability of purchasing them at the particular time they are being offered. Have this copy inserted in the two Friday issues of one or more of the best city dailies, and the effect upon the Saturday cash sales is frequently surprising, and the direct returns often far outweigh the expense, apart from the indirect benefit derived from bringing one's firm name and business before the public.

Then, too, it frequently happens that at certain times of the year the city grocer finds it difficult to obtain a sufficient quantity of some lines of farm produce with which to supply his trade. By a short, clearly worded ad. in one or two of the best read weeklies, he soon gets in touch with the farmer or country merchant, who very possibly is seeking a market for the articles required.

Weapon Against Catalogue House.

Stating briefly the position of the country merchant, his local paper used regularly, at comparatively small expense should be one of his strongest weapons in checking the inroads of the large city mail order houses. Rates being so much lower in the small centres, he can use space more freely, enlarging on the quality of his stock, his ability to meet outside competition, and the advantages derived by the community in patronizing the home merchant, thus fighting his competitors, the catalogue houses, with their own weapons.

At times also, he could use the city mediums to advantage in finding a market for surplus produce.

In order that both city and country merchants obtain the best results from their newspaper advertising, it is necessary to gain and then hold the confidence of the ad. reading public, and this can only be done by representing the goods to be exactly as the customer will find them when she comes to the store to purchase.

Things That Shouldn't Be

Bright, Up-to-date Grocers Employ Only Delivers Who are Reliable; Otherwise they Would Lose Custom.

Actual Instances Where Price Tickets Made Sales

An Observant Grocery Clerk Refers to Their Value and How They Can be Made Effective Silent Salesmen—Gives His Own Experience When He Went to Purchase a Pair of Boots—Valuable When Special Prices are Offered.

By a Clerk.

Have you ever seen price cards that you still remember? I recollect passing a cigar store a few weeks ago and instead of the window being packed with pipes, pouches, cigarettes, etc., there was simply one brand of cigars displayed and only a moderate quantity of them. A price card bore the words, "To-day's Special—Four for a Quarter." That was all, but it was a striking and yet an extremely simple display.

You can recall other articles which by the same method were indelibly impressed upon your memory. Grocers should aim at the same idea to get the best results. The little ticket bearing the price of an article plays an important part in every store. It is actually a silent salesman. Place a case of strawberries in a conspicuous place and they will undoubtedly attract attention. But place a price card on them—"13 cents, two for 25c"—and at once the customer knows all the facts about them, and without a clerk's assistance will, if she wants them, buy a box or two as the case may be. Articles in show cases might be treated in the same way. The price and show cards are lubricators to business. They make things run more easily.

People are queer beings anyway, and some women particularly. One may be passing out of a store glancing carelessly on this side and that, as 99 out of every 100 of them do, and if a clerk called her atention to a crock of sweet pickles she would generally reply that she did not need any. But if she came along to them and found the price marked on them—18c a quart—it is even money that she would stop to investigate. It is a sure thing that she would help herself to a tiny cucumber if there were no glass top to the vessel, and it would be almost an unusual happening if she did not call a clerk and buy a pint or quart.

I have seen them do it often and have come to the conclusion that it was due to some form of suggestion that is common to men and women alike. Whatever be the explanation, there is no doubt that the little price card talks more loudly than the proprietor of the store suspects.

Don't Overdo It.

There is a strong possibility of getting too many cards. Good taste should be exercised in deciding their size, and a neat style of lettering should be used. It will be noticed that the big department stores use price cards almost wherever possible.

It will also be noticed that there is no conglomerating effect due to a multiplicity of tickets in such stores. The articles must predominate. Customers must be attracted by the goods. Let the price card supply the information. Therefore, in general cases the price ticket should be of secondary importance.

When the grocer desires to sell attention to the price, however, he makes the figures stand out like the dates on circus posters. I know a grocer who about every month helps along some article that may not be selling fast. To begin with, he prepares a large signboard, which he puts outside the door. No matter what the article may be, the price figures are large enough to be read a block away. The passerby, however, in the first glance learns the article that is being boosted. Here and there inside the store are a few signs—it is a fairly large store—of this nature, "Ask about to-day's bargain in sugar," or whatever the article may be. In another place is a sign, "21 lbs. granulated sugar, $1." He leaves nothing unturned to impress customers with the idea that there is a sugar bargain sale offered that day and the method has always proved successful.

This is, however, a special case. It is arranged for a particular occasion. The busy store has its price cards all the year round and the arranging of them depends upon the grocer himself or a competent clerk.

Something Was Lacking.

A boot and shoe store that I have seen never puts a price in its window. There is always a display of quality goods, but not one price card.

While I have often been tempted to try their goods that window seemed to have a chilly effect. It was, at least, not inviting. Just exactly what the explanation was I cannot tell, but while I admired the goods I was not drawn in. Another store has only its prices marked, but one price prevails and it is stamped on the bottom of every boot. They have a wide reputation and can probably afford to maintain the one price. At any rate, I liked the idea and this latter store received my trade.

PICNIC MAY GO TO GRIMSBY.

Hamilton, Ont., June 2.—A large representation of the Retail Grocers' Association visited Grimsby Park, Ont., recently with a view to considering its qualities as the scene of the annual picnic held under the auspices of the grocers of the Ambitious City. The delegation numbering over fifty were met by a band and civic representatives, including Mayor Mitchell, who, with the park officials and others, expressed the hope that the deputation would be favorably impressed by the natural beauty of the park. Jno. O. Carpenter acted as chairman at the meeting, at which the grocers talked over the question. Addresses were given by the chairman, Ex-Ald. Jno. Forth, Adam Ballantine, and the original "Bay" Hill, whose platform eloquence has never been questioned and who received a wider fame on this occasion. After the speechmaking a baseball outfit captained by Charles Peebles, beat out Adam Ballantine's big leaguers to the tune of 9-8. The party returned to Grimsby village, where they were entertained at luncheon. The next item on the itinerary was a visit to the residence of E. D. Smith at Winona. The visitors demanded a speech from Mr. Smith, who responded, receiving three hearty cheers.

The outside appearance of your store counts a great deal either for or against you. It is up to you which way it scores.

During the past week The MacLean Publishing Co. has removed the main offices from 10 Front St. East, Toronto, to its new building at 111-127 University Avenue. The operation of transferring The Canadian Grocer and eleven other publications from one building to another, along with the plant necessary to set up, print, bind and mail them was an undertaking of considerable size. Unfortunately The Grocer's Spring Number was scheduled to come out just at a time when everything was upset In consequence it was somewhat late. Those of our readers and advertisers who understood the circumstances have been very patient. We trust this explanation will set us right with the others We did not prepare them for the delay because we were sanguine enough to believe that it would be possible, by extra effort, to get the Special out on time. And we might have succeeded but for two holidays occurring the week previous to issue. We are now fairly well settled in our new premises and hope that, after this week, there will be no further delays.

We cordially invite our friend in the trade to call and see us at our new address.

Practical Methods Used in Retail Grocery Stores

Halifax Advocate of Selling Eggs by Weight—Merchant Says He Loses No Business By Closing Early—How One Grocer Brightens Up Monday's Trade—Method for Attracting Farmers to The Store — How Show Cards Sold Dried Fruits.

Selling Eggs by Weight.

Halifax, N.S., June 1.—One of the local merchants is an ardent suporter of the "sell eggs by weight" idea, claiming that the general custom of selling them by the dozen is unfair to customers who get the small sized eggs.

He things that this should be the same as in England where Canadian eggs have to weigh 15 lbs. to every 10 doz.—½ lbs. to the dozen. The general run of eggs in Canada would not weigh more than 15 lbs. to 160 eggs or 13 1-3 dozen.

Consumers complain when eggs are too small, but if they were buying a standard dozen according to weight this would be eliminated.

No Business Lost.

Toronto, June 2.—Most grocers of today are objecting strongly to their long hours. It is usually their own faults. There is no reason why they should not have regular hours, the same as other merchants. The dry goods merchant has educated his customers to shop in reasonable hours, so why not the grocer do the same? In fact, it will be only a matter of time before the grocers and all other merchants will have their regular hours, and it might just as well be now as in years to come.

While discussing this question with a number of grocers recently, all were found to be in favor of closing early every evening except Saturday, but few care to take the first step, and none are already doing it. Canfield Bros., 395 Brock Avenue, now close every evening at 7.00, except Saturday, and also Wednesday afternoon, and they say it has not hurt their business in the least. Mr. Canfield cannot see any reason why all the grocers do not close early each evening and the Wednesday afternoon holiday continued the year round.

The grocers need not be afraid of losing their trade, he says. It is just a matter of educating the customer to trade in reasonable hours. Customers are human and don't thank you for keeping open half the night. If all were to join hands and say, "We're going to have shorter hours," such would be the case.

Tourist Trade Around Kingston.

Kingston, Ont., June 2.—The tourist season begins around here about the middle of May, and is at its height in July and August. The finest goods produced are on the shelves of the local grocers to suit the demand.

"The wholesale houses here, with few exceptions," says one retailer, "are strictly wholesale, but there are a few black sheep who are always poking their heads through the fence and nibbling at the poor retailer's fodder. Poor deluded creatures, they are only giving themselves commercial indigestion by such petty manoeuvres with the supply hotels, boats and boarding houses. They are not supported by the better class of retail stores.

"The mail order houses do get a little trade, but the retailers are meeting them in quality and price, and the trade is falling off to a large extent."

Kingston is specially built by nature as a place where tourists find genuine hospitality, rest and pleasure, but her merchants do not make the effort they should to get the tourist trade.

To Catch Eye of the Farmer.

Peterboro, Ont., June 2.—Graham & Co., grocers, have placed business cards on the steamers plying between this city and Rice Lake, with a view to catering to the farmers' trade. The cards announce that fresh butter and newly-laid eggs will be taken in exchange for provisions, etc., and it also calls attention to the choice line of goods that the store carries. The cards are conspicuously posted in the cabins and are noticed not only by the farmers but by everyone who travels on the boats, and the store's name is thus kept before the public.

This store also showed its aggressiveness recently by appropriately decorating one of its windows upon the occasion of the death of King Edward and also on Victoria Day.

A Believer in Specials.

Winnepeg, Man., June 2.—A firm believer in specials as an aid or a stepping stone to more business is a local grocer, whose experience has proved to him the efficacy of this plan. Specials, he says, are leaders.

"As one word leads to another before the fight, so one article leads to one or twenty on your sale slip. It is not a difficult matter to pick out your special. It should be popular—something which is in every day use. Let the public know that you are going to run this special and your plans should materialize as expected.

"When you secure the new purchasers the rest remains with you," said the grocer with a sort of a nod which was more impressive than a volume.

"The customers should not even get the suspicion that they have landed into the net like a salmon. The amount of business the special brings depends upon the ability of the proprietor and clerks to display and to sell."

Brightens up Blue Monday.

Toronto, June 2.—In order to increase his business as much as possible, D. McLean, grocer, corner of McCaul and Baldwin Streets, goes out of his own district for orders.

Every Monday afternoon he takes a trip out to the Parkdale section—a couple of miles distant or more—where he has worked up a good trade. He always makes a personal call and secures orders in the single afternoon up to $50 and more. He also has a connection with residents in still another section of the city, where he formerly ran a grocery store. These he attends to by telephone.

Show Cards Sold Dried Fruits.

Philadelphia, Pa., June 1.—A Philadelphia retailer, J. S. Pomeroy, struck a novel idea recently in boosting his dried fruit sales. He offered the public the following advice on a show card in the store window—"For a Spring Tonic, Try Dried Fruit." He states the merits of certain fruits in the following manner:—

Unpared Peaches—Of greater spring value than the pared, because of certain tonic properites in the skin. 13c lb.; 2 lbs. 25c.

Pared peaches, for those whose palates rebel at peach skins. 25c lb.

Apricots are said to be the most refreshing of the acid fruits. We offer a superior grow. Apricots at 16c and 20c a lb.

It is educational work of this kind that has made Philadelphia the best eastern U. S. market for dried fruits.

Criticizes Wholesalers' Methods.

Bracebridge, Ont., June 2.—The advent of warm weather is making our grocers warm up to the fact that the tourist season will soon be upon them once more and that they must not be caught napping.

"One thing that should be done," said one merchant, "and done at once, is the forming of a union to try to put down the evil which is becoming alarmingly great—the raiding of our hunting and fishing grounds by so-called wholesalers. It cannot be entirely stopped but unity among us could handle traffic in such a manner that would benefit us considerably. This revenue more or less cut off hurts our merchants and our town."

Odds and Ends for Busy Men

Think out some new way of getting your goods before the public. That is one of the elementary principles of merchandizing. Once you have got an ideas other will follow.

The members of the Montreal Retail Grocers' Association are preparing for a trip through the Maritime Provinces this year. They have an annual outing, and as variation this route has been suggested. About 100 of Montreal's business men are expected to compose the party.

Get away from the idea that nuts are to be bought only for the Christmas or winter season and then stored away in a remote room upstairs. They are good for every day in the year. People have been allowed to get the idea that nuts were only to be used at one particular season and it is the duty of the grocers to educate them away from that idea.

An authority on the situation states that the crop of pecans in Texas is the poorest in many years.

An advice from Washington states that the issue of trading stamps by merchants was declared unlawful by the District of Columbia Court of Appeals in a dividend decision rendered last week. It is understood that the trading stamp companies will appeal to the Supreme Court of the United States.

Don't stop with only a window display. Having carefully and regularly attended to that, carry out the same policy in the interior. It will not only give the interior a pleasing and businesslike appearance, but it will sell the goods.

The potato was first heard of in Spain about the year 1550, being introduced from Peru. It found favor in Italy, Belgium and other countries before being introduced into Ireland. It was not until the middle of the 17th century that it became a popular dietary article in Europe and North America.

The Buffalo Cold Storage Co. was fined $200 for selling two carloads of eggs which were unfit for use.

"Present-day prices are high in some cases because the consumer can afford to pay them," says one price investigator.

Ten manufacturers and shippers were recently fined for adulterating and misbranding food products. The articles included maple syrup, vinegar, lemon flavor, honey, molasses, coffee, etc. All the cases occurred in the United States.

Some grocers work eight hours a day, others ten, while some stay with the ship for twelve, and a few have been known to work eighteen. Why is it?

The Fishing Co. of British Columbia, a new English syndicate, has commenced operation with a paid-up capital of $1,500,000.

British Columbia packers have made arrangements for a catch of between 500,000 and 600,000 cases of salmon this year. Fifty-six canneries will be in operation, 22 of which are along the Fraser river.

Frank E. Gorrell, secretary of the National Canners' Association of the U. S., points out the necessity of educating consumers to the fact that canned goods are clean and healthy. He was impressed by a letter he received from a member of the association, who had talked over the question with a grocery clerk: "The writer passing through Gimbel Brothers' grocery department this week noticed that they had several counters filled with different kinds of canned goods, such as corn, peas and tomatoes, offering them at very reasonable prices, from 5 to 6 cents per can. He happened to meet their canned goods stock clerk, and inquired if the low prices were moving the goods very fast. He said they were to some extent, but not as much as they should. I inquired the reason. He answered, you would be surprised at the number of people who condemn canned goods, saying they are not clean, and are packed with preservatives. Others say tomatoes cause cancer, so from the above you can see the necessity of disabusing their minds on these different objections."

The proprietors of one of Philadelphia's largest grocery stores announced in an advertisement over their own signature that they recently sold four tons of raisins in three days. This, it is said, has been due to the recent publicity campaign extending over two weeks. The demand for raisins had dropped to a low ebb, as is usually the case at this time of the year. It was suggested that some effort should be made to stimulate the trade, and as an opener, Raisin Day was celebrated. Newspapers, stores, hotels, and in many other ways, attention was called to California's product. Recipes for various methods of using raisins were published and the result of this generous and general campaign is exemplified by the recent statements which Philadelphia grocers have made. At any rate, the demand for raisins in that city is abnormal and it is believed that even after the campaign has ended the people will eat this fruit as they never did before.

Grocers of Fairfield, Iowa, are selling bananas by the pound. No longer are the largest cut from the bunch for the favored and the culls sold at shorter prices. They are retailed at seven cents a pound.

A great increase has been noticed in the consumption of peanuts in Germany. This is due to the fact that they are being substituted by bakers for almonds and walnuts in the making of cakes, etc.

Don't be a haphazard grocer. No one should have to be told that carelessness is not a part of the foundation of a successful business.

A. G. and J. W. Snowdon, Montreal, are receiving the condolences of their friends in the death of their father, who had been ill for some months.

Interior View of The Barnsdale Trading Co.'s Store, Stratford, Ont.

Price Protection Up at Retailers' Convention

California Case Cited in Which Manufacturers' Limited Price System was Upheld by Supreme Court Judge—Placed His Terms on the Outside of His Olive Oil Boxes—A Big Question in the United States.

The maintenance of the retail selling price and the relation therein of the retailer to the manufacturer was one of the leading questions at the recent National Association of Retail Grocers at Springfield, Ill.

An example was dealt with in the decision of the Supreme Court of California in the recent case of Grogan vs. Chaffee, a price-cutting retail grocer, of Pasedena, Cal. Grogan is the manufacturer of Purity olive oil in Los Angeles, and placed on the outside of the case wherein the goods were sold to the effect that:

"The goods contained in this case are sold on the condition which is made a part of the consideration of the sale, that the purchaser, if he retails them, will maintain our fixed minimum retail selling price on these goods, and if he wholesales them, he will sell them subject to the same conditions. The acceptance of these goods is sufficient acknowledgement that the purchaser (wholesale or retail) understands and agrees to comply with this condition, etc., etc."

Chaffee sold below the contract price and was cut off by the manufacturer, but he still continued to procure them through a wholesale grocery house. Two lower courts refused to uphold the contention of the plaintiff Grogan, and the matter was brought to the Supreme Court.

Was Within His Rights.

Justice Sloss wrote a lengthy decision covering all the points at the issue of the case, a few of which were:

"We have here no question of an attempted monopoly. A monopoly exists where all, or so nearly all, of an article of the trade of commerce within the hands of one man or set of men as to practically bring the handling or production of the commodity or thing within such control to the exclusion of competition of free traffic therein."

"The contract here relied on does not relate to any olive oil except that manufactured by plaintiff. There is no suggestion that this comprises all, or any large proportion of the olive oil manufactured or sold in the market, supplied by plaintiff."

"The producer was, in the first instance, under no obligation to sell his oil, and when he did sell it, had the right to exact, as a part of the consideration for the sale, a promise by the purchaser that he would not sell it at less than a stipulated price. There is nothing either unreasonable or unlawful in the effort by a manufacturer to maintain a standard price for his goods. It is simply a means of securing the legitimate benefits of the reputation which his products may have attained."

"The tendency of the modern decisions has been to view with greater liberality contracts claimed to be in restraint of trade."

"As the owner of property has the right to withhold it from sale, he can also, at the time of its sale, impose conditions upon its use without violating any rule of public policy."

"A sale or delivery by A to B on the condition that B shall not sell below a certain price is not a combination of "capital," skill or acts between A and B. A has sole control of the subject of the agreement and may, as has been pointed out, sell or refuse to sell."

This has apparently settled, say the retailers, the legality of "Protected Prices" as far as California is concerned.

The retailers claim that this establishes beyond doubt the legal right of any manufacturer to protect the retail selling price on his products in California by placing the sticker on the case, as a proper legal notice.

In other lines besides the retail grocery line, retailers found that the protected price plan was growing in favor and observed the success of the Gillette safety razor, which is sold under an absolute contract that it must be retailed at the given price. The Eastman kodak films, Waterman's fountain pens and other firms are successful in maintaining the retail selling price on their goods.

OLD RATE ON OYSTERS.

Railway Commissioners Order Express Companies to Cut off the 20 Cents Again.

Toronto, June 3.—A few months ago the express companies increased the rate on oysters from Providence to Toronto from $1.50 to $1.70. This matter was placed before the Board of Railway Commissioners and on Wednesday they decided that the old rate must be restored.

In arguing against the reduction the Canadian Express Company claimed that it would result in making the rate from Buffalo to Toronto 50 cents instead of 70 cents, as at present, as the Adams Express Company would still receive $1 for carrying oysters from Providence to Buffalo. The Canadian Express Company would receive only ten cents out of the $1.50.

The Dominion Express Company had been willing to continue at the $1.50 rate, but the Canadian Express Company, it was stated, had insisted on increasing it to $1.70. The latter did not handle oysters, but controlled the Buffalo-Toronto express rate, as it was the only express company with the mileage.

Chief Commissioner Mabee stated that it was understood that there should be no increase in any rate while the new classification was being made. The old tariff should stand in the meantime.

The board yesterday decided to reduce the time for which express companies are liable for the safety of money parcels after notice of the arrival of the money has been mailed to the persons to whom it is shipped. Heretofore the time has been forty-eight hours, but the board ordered that twenty-four hours shall be the limit in future.

SYRUP AMALGAMATION.

Ramsays Limited, is the name of the new firm which is taking over as going concerns the two Montreal houses, the Imperial Syrup Company, and Sugars & Canners. Incorporation has been secured, with authorized capitalization of $500,000. Incorporators are: G. H. Ramsay, C. A. McMillan, E. L. Jackson, F. J. Koch and W. L. Chipchase. The factory of the Imperial Syrup Company will be sold, that the operations of the company may be carried on in the larger premises of Sugars & Canners, which factory will be further enlarged. Those who have been actively identified with the management of the two companies amalgamating will be connected with the new firm.

WANT HIGHER FEE CHARGED.

Complaints have been heard from several Guelph, Ont., grocers about the Yoshida Art Company of Toronto, who opened a temporary store on Wyndham street and have conducted for the past few weeks auction sales every afternoon and evening, flooding the city with chinaware, most of which is claimed to be of the cheaper imitation variety. The city charged the Japanese who conducted the sale a high license fee, but it is felt by some that this is not enough, as the regular merchants of the city, who pay their taxes year in and year out, should not be subjected to the trespasses of transient traders of this sort.

The Canadian Grocer

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PINEAPPLE SEASON ON.

Retail grocers stand to make some money just now in pineapples. The pines are rather cheap, in fact cheaper than many expected they would be.

This is the pineapple season and great deal of preserving is done at this time. Grocers, therefore, have everything in their favor and should get busy to meet the demand while it lasts.

Judicious use of advertising space and of the display window will accelerate this demand, particularly if prices are named in both cases. Many grocers advertise whole cases at attractive prices and sell considerable quantities of the pines as a result.

HOME-GROWN STRAWBERRIES.

From reports received from the Niagara fruit district, home grown strawberries will be coming on the market in about two weeks time or probably less than that.

The blossoms are healthy and green berries have begun to form in abundance. The probability of a good crop is excellent on account of the many spring rains and the almost entire absense of frost during the growing season.

On account of the cool weather, however, the season will be almost as late as last year in spite of the genial March climate and the early passing of the snow.

TRADE WITH OUR NEW SISTER.

Now that the British colonies in South Africa have formed a confederation similar to that consummated by the British Colonies in North America forty-three years ago, it is not too much to hope that between these two "Dominions beyond the Seas," a trade and commerce of important and lasting proportions may develop.

There is no sound reason why such should not be. They are buyers of that which we are sellers of and vice versa. Lack of enterprise is the only thing that can prevent it.

The nucleus of a great trade has already been laid and particularly that appertaining to our exports to South Africa, we selling last year $1,679,733 worth of merchandise and in return buying from them $901,190 worth.

Our chief article of export to South Africa is wheat flour, of which we send approximately a million dollars' worth. Agricultural implements, iron, steel and metals came in for $135,786; paper $125,646; wood and manufactures of, $115,566; automobiles and other vehicles, $52,056; fruits, $22,689; cotton and manufactures of, $9,809; leather and manufactures of, $4,967; condensed milk $12,715; provisions, $34,924.

Sugar makes up the largest part of our imports from South Africa, the quantity received last year being 33,817,292 lbs., valued at $859,230, which, by the way was the first sugar we imported from that part of the British Empire since 1906. Without sugar our imports are small indeed. In 1907 and 1908, during which we imported no sugar from South Africa, the total amount of our imports was $28,222 and $32,193 respectively.

Next to sugar our chief article of import from South Africa is wool, of which we bring in a little over $20,000 worth. Hides and skins and breadstuffs come next at $8,680 and $7,109 respectively.

Three years ago Canada subsidized to the amount of $146,000 annually a line of steamers between Canada and South Africa. The service is monthly and sails from St. John and Halifax in the winter and from Montreal in the summer. So far the subsidy cannot be said to have any appreciable effect on the total volume of trade between the two countries.

But subsidies alone will not develop trade. They only provide the transportation. The development of trade depends upon the ability and enterprise of the business men engaged in it. There are indications that these factors are at work.

ALBERTA'S CROPS PROMISING

The Alberta Department of Agriculture has issued a crop bulletin which reports the Province's crops in a satisfactory condition. The total acreage under crop is placed at 1,582,973 acres, an increase of 27 per cent. over 1909.

The dry weather and bad winter hit the winter wheat somewhat, and the department estimates that 30 per cent. of the area sown is a loss. Most of this has been resown to other crops.

The spring wheat area is 488,183 acres, an increase of 51 per cent. The oats acreage is 762,460, an increase of ten per cent. Barley shows an increase of 36 per cent., with an area of 147,150.

TO CO-OPERATE IN EGGS.

Scientific handling of the egg business is the campaign now being followed up by many of the prominent dealers among the farmers. The promoters of the campaign propose to have the country divided into sections. In each section there will be a central board where eggs will be registered and offered according to grade.

It is hoped that this method will do away with one of the main defects in the present day method—the selling of mixed lots as selects or No. 1's. At present it means a careful examination by the wholesaler if he is to furnish a strict grade of eggs. The project has so far met with a good reception by all concerned, and it seems a certainty that it will be given a thorough trial.

TO PREVENT FIRE LOSS.

An eastern manufacturing house takes a wise precaution to ensure immunity from fire loss, which carelessness may cause.

Prominently hung about the office and factory are placards bearing the words. "No Smoking after One O'clock." The manager experimented with a view to learning how long after being thrown in different dangerous places a cigar or cigarette stub caused a flame.

It was demonstrated that not more than five hours elapsed in most cases ere a healthy young flame developed. By forbidding smoking after one o'clock a policy of reasonable tolerance, yet absolute safety, in this matter was inaugurated.

THE RIGHT WAY ABOUT IT.

The best way to meet outside competition is to give quality, service, and price equal to, if not better than the catalogue house.

This is what the retail grocers of Kingston, Ont., are doing, as will be seen from a despatch in this issue from that city.

One retailer there says that the trade with outside houses is dwindling on this account. If grocers watch the mail order houses and give the same or better service, quality and price, they are bound to get the business—providing of course, they make these facts known through adequate advertising.

MAIL ORDER HOUSE ADS. ON SCHOOL BOOKS

When about a year ago, the government gave the T. Eaton Co. the contract to print the public school readers, general indignation was expressed in trade circles throughout the province. The government might have been excused at the time on the plea that they were ignorant of the harm they were doing. After flaunting T. Eaton's name on the cover of every public school reader for the last year and the mailing of advertising matter with every package of books, the government can certainly not plead ignorance as an excuse for the present action.

The retailer, both in town and country has trouble enough, as it is, to keep up the fight against the departmental stores without having his government assist them by introducing their advertising into every home where their are school children. The Whitney administration has now made this fight more difficult than ever by extending the privilege of school book advertising to the Robt. Simpson Co., who have the contract for printing the new arithmetic.

The T. Eaton Co. and the Robert Simpson Co. cannot afford to produce these books at the low price they do, and on every book they send out there is a loss. This loss is charged by them against their advertising account and the publicity they get from the school books is compensation for their loss. In order that this publicity may profit them their sales must be increased and when the sales of the departmental store is increased the retail merchant suffers.

It is because of this increased business gained by the advertising on the books that Eatons and Simpsons can afford to print them so cheaply. The retail merchant is the man from whose pocket the department store takes its increased profits, therefore, the retail merchant is the man who is really paying for Ontario's cheap school books.

The Robert Simpson Co. have no printing plant of their own, and this fact makes it all the more apparent that their bid for the arithmetic was only an attempt, unfortunately successful, to get their firm name imprinted on one at least of the public school text books.

The Holland Linen Paper Co., which have the contract for the grammars, are in reality the W. J. Gage Co. The object of this firm in taking the contract at such a ridiculously low price was to endeavor to keep the school book trade in regular trade channels, both wholesale and retail, instead of having them distributed by the department stores.

In order that they may in some measure be recompensed for the loss incurred by taking this contract, Gages are going to publish the grammar under the name of The Holland Linen Paper Co. and in this manner introduce into the homes of Ontario their special brand note paper, "Holland Linen." The advertising of this product will partly meet the loss on the contract.

Evidently this course of the W. J. Gage Co. was suggested to them by the T. Eaton Co., when the latter signed a contract which in itself meant financial loss, and the Gage company are to be congratulated on such a clever move.

How far is this scheme going to go? After awhile we will again likely hear of some pill or patent medicine maker contracting for the printing of a Bible or a hymn-book in order to make advertising capital from it. Everybody will no doubt remember hearing of the Christmas morning church congregation which sang from the hymn book:

Hark the Herald Angels sing
Beecham's pills are just the thing;
Peace on earth and mercy mild
Two for man and one for child.

This gives one an idea how far such a thing can be carried and on the face of it appears ridiculous.

"THE TWO MERCHANTS."

"Uncle" Walt Mason presents some good sense in his quaint philosophy in one of his recent poems on "The Two Merchants." This is how it reads:

One merchant said to his toiling clerk: "I'm greatly pleased with the way you work. The chap who tends to his duties right is bound to win the worldly fight, and you're bound to get to the top some day; meanwhile I guess I'll advance your pay." O glad was the heart of the heart of the clerklet then, and he buckled down to his work again, and he made things hum in the blamed old store, as things had never been hummed before. In t'other storeroom, across the street, the clerks were working with frozen feet; the merchant carried a scowl all day, and groaned as he gave them their meagre pay; he never praised them when hard they wrought, but kicked and scolded and made them hot; and so they soldiered and fooled away the passing hours of each golden day. There's something wrong if you lay the blame on the men who help you to play the game, when things go crooked and trade is bum; your men would help you to make things hum, if they'd been treated in proper shape—been given posies instead of crape.

Uncle Walt has hit the nail on the head. The merchant who is appreciative of his clerk's work generally gets the best results from him. No employer who is continually complaining and grumbling, works in the most congenial atmosphere and if the conditions do not tend to aggressiveness the clerks will not be aggressive.

The above poem bears a good deal of real good common sense.

A WORD TO THE WISE.

Low rents in the country, and excellent transportation facilities, encourage a growing number of families to summer away from the cities.

Many spend two or three months in regions remote from good grocery stores. Yet their requirements must be filled, and the housewife frequently meets with difficulty in securing the necessities of life.

Progressive city grocers hold the trade of such families by a little extra work which is much appreciated by those who cause it. It may cost a little more to do business in "long-distance" fashion, but, then, better prices are obtainable. When a family finds it impossible to continue relations with their regular purveyor, the nearest local man is sought. If he is attentive, and wide-awake, he can do a nice business, selling numerous higher-priced lines not salable at other seasons.

A word at this time is opportune, and sufficient for the wise.

GET RID OF CANNED GOODS.

Grocers are once again urged to get rid of their canned fruits and bottled preserves before the fresh strawberries, Canadian grown, get a foothold on the market.

Now is the time to sell these goods in order to clear out old stocks before the new arrive. Some may argue that canned goods are good holdings. This, no doubt, is true, but nevertheless the future is uncertain. Sell canned and preserved fruits now and turnover the stock. This can be accomplished through judicious newspaper advertising and window displays.

If retailers would constantly remember that there is no law compelling the sale of goods at cost, and that goods are almost always better than their listed equivalent in money, there would be fewer failures.

A good many merchants who might use their time to better advantage are sitting around croaking about what mail order competition, high cost of living and parcels post are likely to do to them.

If your store sign stands flat against the front of the store it will scarcely be visible to a person coming from either direction. Have a sign that sticks out.

Suggestion of Fresh Goods Sells Canned Variety

Halifax Retailer Uses His Salesmanship in Season of Expensive Fresh Vegetables and Fruits to Sell the Canned — The Former Suggest the Desire and the Latter Fills it on Account of Comparative Cheapness—How Advantage is Taken of This to Increase Sales.

Halifax, N.S., June 9.—Can you sell canned goods during the season of the fresh stocks of fruits and vegetables? In other words, when peas, corn, tomatoes, strawberries, etc., are coming in what is the condition of your trade in canned goods?

This idea was suggested by a Halifax retailer, who asserts that he does a most satisfactory business when the new fruits and vegetables are coming into their own best season. There is a period just before Canadian crops are put on the market during which imported stocks are offered to the public, and at rather high price, owing to the distance they are brought, and the cost entailed thereby. This is the season when this particular retailer puts new life into his canned goods sales.

Another Instance of Suggestion.

"I have a few customers," he said, "who can afford to pay for the fresh vegetables, even at the high prices charged for the imported goods. But the great majority of my customers can only feel their mouths water as far as enjoying them goes. Of course, they really could buy them, but they state their means do not warrant the expenditure. They really call it an extravagance. However, that did not prevent them asking the price of these new goods and as they started to turn away, I would suggest the canned article.

"It surprised me, the way this little system worked. Now tomatoes were in the same boat. I knew the financial condition of the most of my customers, and when some of them asked about tomatoes and peas, string beans, etc., I knew that it would not be wise on their part to buy these delicacies until the home article, at least, was received. So, I mentioned the canned goods and this method has put a big hole in my stock.

Sells Canned Fruits Also.

"I consider that selling canned goods during this season calls out only common sense and the use of a little salesmanship. I do not confine the sales to vegetables. The fruits may be even better sellers. Home stocks are well exhausted about the time the blue birds return. Strawberries are coming from the south to tempt the pockets of everybody, and you catch the people without the goods at home. They're between the devil and the deep sea, an empty larder at home, and high prices on the new goods. So that's where you throw out your lines baited with canned and bottled fruit, and—well that's all. I do not know how my brother grocers have found this to work, but it certainly gave me unexpected satisfaction.

Fresh Stock Carried.

"Of course, there is a reason when the home goods come in. It lasts about four weeks, when the new peas, corn, etc., are in general demand. They are plentiful as a rule, and are cheap. Besides they are fresh, and you have to handle them. But otherwise the season helps canned goods. At least that is my experience, and I believe that others can do the same.

"Sometimes I asked customers, whom I knew would not buy the fresh peas, if they cared for a quart or two. They would ask how I was selling them, and when I told them the price they would invariably reply, 'Oh! That's too dear for me. I will have to wait until our own farmers have their stocks ready.'

"Just about that time I would suggest the canned variety, and while, of course, I did not make a sale every time, still the results were so gratifying that there was not the least touch of discouragement. I played tomatoes in the same way, pointing out some of the imported stock, talking up tomatoes all the time, of course, and at the last moment springing the canned variety. Strawberries, corn, and in fact nealy every line of canned goods I had on my shelves suffered more or less of a depletion by this method. I do not think it requires a genius to carry out this plan, but you do want to create the impression or suggest the idea that you are taking this method to sell the canned goods. Oh! No. You want to sell the imported stock and as your customers seem disappointed you remind them of the canned goods.

A Profitable Scheme.

"After all it is no big idea. I dare say every grocer is following the same plan. It is not an underhand method, it is business pure and simple, and if worked properly will bring about good results in actual money."

SUGGESTS SCHEME FOR COLLECTING SMALL DEBTS.

Editor Canadian Grocer,—I have repeatedly seen articles in your valuable trade paper deploring the inadequate protection the average trader enjoys in regard to small debts up to $5, and the almost impossibility of recovering such small debts. Now, sirs, I am a collector and it has often surprised me that retailers, who are backed by their association and who ought to be able to get almost any measure through the House of Parliament, seem to be content to bewail the injustice they are suffering, but are never looking for a remedy.

Now, supposing a court were to be installed in every city, town, and village, called the Adjusters' Court, the adjuster to be a J. P. and a lawyer. I would have the procedure as follows :

On receipt of a duly attested complaint a citation should be served on debtor to appear before the adjuster, non-compliance to be punished with a fine or preferably with a sentence for contempt of court.

The service of the citation to be undertaken by constable of ordinary police force.

All costs to be advanced by creditor and paid back by debtor on finding of adjuster in the former's favor.

If debtor fails to comply with finding of the Adjuster, the usual committment for contempt to follow, unless good and satisfactory reason is shown by debtor, when readjustment may follow.

Where an employer dismisses an employe for being called before the court, I would make employer liable for the payment of the debt, holding that such an action is defeating the object of the court.

The costs of the actions should range from 10c to $1, according to amount in question.

This, sir, is just the rough outline of a scheme and I should like to see the matter properly discussed in your valuable paper. I may state that I do not consider my proposed measure as anything else but a suggestion and I hope that after proper and exhaustive discussion we may find a good workable measure that will be a benefit to the small trader.

E. ASKUNAS,

Secretary and Collector R.M.A.
Chatham Branch.

Chatham, Ont., June 1, 1910.

The Moving of Ontario's Frontier Northward

What is Being Done in the North of This Province and What the Future Will Bring Forth— An Experimental Farm up There—Interest Displayed by the Government.

Much has been said and written about the wonderful work of development which has been going on in Canada's western provinces and it would be hard to say too much in this regard.

But while the eyes of most Canadians have been directed westward, rapid progress has been made in opening up the vast area of 16,000,000 acres of virgin soil in "New Ontario," lying beyond the height of land a hundred odd miles north of the C. P. R. main line. The rich discoveries of silver at Cobalt and gold at Porcupine have attracted world wide attention and something has been heard of the possibilities of coal mining and of farming in the "clay belt," but the majority of Canadians have confined their investigations of the new northland to the investment of more or less of their surplus funds in the shares of companies, some of which were organized to mine the public and others to develop rich discoveries of mineral in the Cobalt district.

A party of 130 editors spent four days recently in journeying over and studying the possibilities of the country. The party, after passing over the Ontario Government railway, the T. & N. O., as far as Cochrane, journeyed westward 35 miles to the Metagami river, a mighty stream 600 feet across, flowing north into Hudson's Bay, on the first passenger train to pass over that section of the Grand Trunk Pacific Railway. Both roads were found to be well constructed, the ballasting on the transcontinental line being of an exceptionally high order.

Importance of Northern Districts.

Up to eight or ten years ago North Bay (230 miles north of Toronto) was on the northern frontier of Ontario, but pioneer farmers led the railway into the country and mineral was discovered. Then Cobalt and Haileybury, the former the mining camp, and the latter the residential town five miles away (connected by electric and steam railways), with a combined population of well over 10,000 people, sprung into existence, and for the time being overshadowed the farming industry, the chief centre of which so far is New Liskeard, with a population of about 3,500, and lying ten miles north of Cobalt and five from Haileybury.

Doubt is expressed by some as to the future of the mining industry, upon the success of which the future of Cobalt as a business centre and Haileybury as a residential town depends, but there is no present indication of mining activity abating for many years to come. On the contrary, plans are being made for manufacturing industries in which the low grade ores in the dumps at the different mines will be worked over for arsenic and for metal for silver table knives. New Liskeard, with its farming resources, its lumber and flour mills, therefore has a rich present and a bright future, even though for the time being outstripped in business turnover and building activity by its sister towns.

The electric line which is bringing so many Cobalters to Haileybury will, it is expected, soon be extended to New Liskeard, both towns being on Lake Temiskaming, across which lies Ville Marie in Quebec Province. Sixty-seven miles above Englehart is Matheson, the outfitting point for Porcupine Lakes. At Monteith, four miles below Mileage 222, the Ontario Government have established an experimental farm.

Cochrane is 480 miles north of Toronto and 180 miles south of James Bay. It is the junction point of the T. & N. O. and the Grand Trunk Pacific and is destined to be a big city, as it is only a few years before traffic will be heavy on the line from Winnipeg to Quebec and from Toronto to James Bay. The route to Winnipeg from Toronto, via Cochrane and the G. T. P. will, it is said, be 130 miles shorter than from Toronto to Winnipeg via the C. P. R. short line through Sudbury. Cochrane is on almost a straight line with Winnipeg and much of the intervening country is like that surrounding Cochrane, a fine clay soil covered with from three to four feet of rich deposit of decaying vegetation. The land is covered with a thick forest of young trees which will be faily easy to clear, as has been proven at New Liskeard, Monteith and other places along the line.

Ontario's Hope.

The hope of Ontario is in its northland. With its development, breadth will be given to the narrow line of populated country along the United States boundary line. With its million of acres peopled, the resources of the province will be vastly increased and a tremendous market provided for the manufacturing industries of Old Ontario. Pioneer work will be far more rapid in New than it was in Old Ontario, but under any circumstances pioneering a new country is hard work. The province, in grasping its opportunities, therefore, has responsibilities which it cannot shirk. Schools must be provided (the one at Cochrane was built by private generosity), roads must be built and other assistance given to aid in the opening up of the country.

The Ontario Government has already done much in the way of railway construction, etc., but with its revenues increasing from the northern heritage, it can afford, for many years to come, to reinvest in the north country all the revenues derived from the exploitation of the forests and mines of its New Ontario storehouse.

ADVOCATES EARLY DELIVERY.

Editor Canadian Grocer,—The grocers of this town have agreed among themselves to start the Saturday night delivery again for the summer months only. Still I think this would have been better left as it was. This Saturday night work is all bosh. Nothing in it at all only hard work for the clerks and delivery boys. I don't really think God gave us the seventh day of rest with the clause added—Work till midnight the night before for the sake of a few shekels. In some countries eight hours a day is a day's work, and ten hours a day is recognized nearly the world over, but from seven o'clock in the morning till midnight is nothing but slavery, and should not be allowed.

MODERNITE.

Bracebridge, Ont., June 2, 1910.

TRADE NOTES.

Two schooners arrived last week at St. John, N.B., from Barbadoes with a total of 1093 puncheons, 273 hogsheads and 432 barrels of molasses.

James Graham, until recently employed by Walter Paul, has opened his own store at 4451 St. Catherine St. West, Montreal. Although only in business two weeks he says that trade is already promising. Mr. Graham is a firm believer in the value of the trade newspaper.

At a meeting of the creditors of H. W. deForest, Ltd., St. John, N.B., held last week, Henry W. Howell made an offer to the creditors of 28 cents on the dollar, which offer was accepted by all the creditors present, subject to the approval of the assignee and the inspectors. It was stipulated by Mr. Howell that he would make the payment within 60 days. Arrangements are being made whereby J. Harvey Brown will be associated with Mr. Howell in the business and they will put out Mr. Brown's Sunbean blend as well as Union blend.

Salesmen---The Ambassadors of Modern Commerce

Work Becoming a Profession—The Qualifications Needed—Push, Determination and Energy — Attention to Personal Appearance.

By H. Wellington Wood.

The writer, after more than twenty-seven years of actual experience in selling and training travelers, both in the United States and Europe, wishes to express his humble opinion that the position of the commercial traveler has far exceeded the title of avocation and he can justly lay claim to his position being a profession, and a careful analysis and study will prove his claim. The writer wishes to dedicate to the United Commercial Travelers of America a new twentieth century title for their profession, namely, "Ambassadors of Commerce."

For the commercial traveler, in order to justify his claims, must have the art of expression; must be able to mix in society; he must be all things to all men; he must take the initiative; be fully conversant and familiar with the quality and prices of his goods; ever ready for the unexpected; fully satisfied that the sun rises and sets in the firm and goods he represents; never be afraid of giving more than he is paid for; ever mindful of studying carefully the individuality and personality of the firm he represents, and then endeavor, so far as it is possible, to put into practice and carry out to the letter, their instructions and wishes; be happy and content in his position; be optimistic and shun pessimistic companions; avoid conversation that will not admit the presence of ladies; be guarded in his remarks; slow to criticise, magnanimous in praise—for the one will build up and the other destroy; study methods of speech.

Has Become Broad Minded.

Charity has become his stock in trade; he believes that every man has a right to his own views and respects him because of his regard at the ballot-box, sought for at the church, revered, loved and honored by his family; his cordial greeting and genial manner make him a favorite with all with whom he comes in contact.

The twentieth century commercial traveler has won his way to success and achievement by fully realizing, before entering, that every door through which he must pass has painted on it in large letters: "Push! Determination! Perseverance! Energy!" and that these four essentials are necessary for his success. He has learned by experience that silence is golden but that speech, delivered with heaps of enthusiasm, well seasoned with plenty of good common sense, mixed well with plenty of tact and diplomacy, will bring forth the coveted order, and the size will be determined by the warmth and quality of the talk.

His Personal Appearance.

The weather, with all its seasons and varied changes, has no effect upon him; he realizes that it is important never to tell all he knows, that just as soon as a customer reaches his limitations he ceases to be interesting; he is careful about his apparel; is commented upon as being immaculate; is careful with his appointments; is dependable and regards an engagement as a sacred trust—such is the commercial traveler of the century through which we are so rapidly and surely passing. He must be the very embodiment of all that is attractive, honorable and fair, and, by all means, guard with all diligence the confidence reposed in him by his customers, for which he has toiled unceasingly days and nights, in many cases years, to obtain. He never changes an order without the consent of his customer; he makes good every promise.

RAISED RATES ON CANNED GOODS.

Protest Against Railways Which are Said to Discriminate.

London, Ont., June 2.—The freight on canned goods to London was one of the questions brought up at the Board of Trade meeting last Friday, when T. B. Escott, wholesale grocer, alleged discrimination by the railways against the Royal City.

He reported that on April 1 the railroads raised the freight on canned goods coming into the city. He understood that it was to this city only.

This, he said, gave other cities a great advantage over London in regard to competition. He thought that a committee ought to be appointed to deal with the matter and bring it before the railway commission, and see if the railroads could not be compelled to go back to the old rates.

The increase in rates from the different canning towns per hundred weight is as follows: Brighton, 2c; Colborne, 2c; Delhi, 3c; Dunnville, 5c; Picton, 3c; Niagara-on-the Lake, 1c; Port Hope, 2c; St. Catharines, 1c; St. Davids, 1c; Simcoe, 3c; Strathroy, 1c; Trenton, 3c; Windsor, 1c.

Mr. Escott also brought up the notice sent to all shippers by the railroads to the effect that no goods would be received after two o'clock in the afternoon.

If this rule is not put into effect in other cities it will mean that they will have great advantages over London.

He said that the freight agents stated that they would not force the rule till other cities were put in line.

By this rule London shippers were thrown some 24 hours behind, as the noon mail does not arrive in time to get the goods ready for shipping by two o'clock.

This matter was also referred to the railroad committee to deal with.

EFFECTS OF JEALOUSY.

Traveler Refers to Petty Grievances Merchants Have Against Each Other.

Editor Canadian Grocer — As one moves among the merchants from town to town and from day to day he hears of the evil effects of the mail order trade in the stores, town and country, but the jealousy and bitter rivalry which exist among the merchants is doing themselves and their towns more injury than all other competition combined. Unless they adopt more up to date methods they must only blame themselves if their businesses go down until the trade is entirely lost. Instead of being united in supporting the interests of the town, and in trying to secure the trade that naturally belongs to them, they rather see it go to the large cities than to their competitors in their own town.

In many cases nine-tenths of the merchants have mournful stories to tell about the difficulties they are laboring under, but very few are willing to move out of their demoralized conditions and use proper means to improve the situation.

While it is admitted by the farmers and general buying public, that they need the local stores, and are willing to support them, many of the merchants have allowed their jealousy to run to such an extent that they are scarcely in condition to talk courteously to travelers and even to some of their customers.

GROCERY TRAVELER.

Ottawa, Ont., June 2, 1910.

TRADE NOTES.

T. Elliott, Bleury St, Montreal, is insolvent.

R. F. Cream, Quebec, was in Montreal last week.

L. W. Soucy, 892 Notre Dame St. West, Montreal, has sold his grocery business to Mr. Bousquet.

W. C. Christmas, Montreal, is in Ontario this week, and will make Toronto Hamilton and Newmarket.

Grabber of Illegitimate Discounts Criticized

Vice-President of Wholesalers' Association Arraigns Those of of His Confreres Who are in the Habit of Doing This—Convention Favors Uniformity Between State and Federal Food Laws Want Strict Weight and Measure Law.

Louisville, Ky., June 1.—The acceptance of discounts by wholesale grocers from manufacturers and producers not entitled to grant them was severely criticized by F. R. Drake, vice-president of the National Wholesale Grocers' Association of the U:S., which was in convention here last week.

He cautioned them against any impression that the manufacturer is legitimate game to brab a discount from just because it can be done sometimes. He added: "Be good sports, you fellows—don't be pikers."

One of the most important reports considered was that of the committee on pure food legistation. Among the things which the wholesale grocers favor are the uniformity between state and national pure food laws; addition of a national weight clause, passage by states of a strict weight and measure law, investigation by legislative committees of the cost of high living and the question of cold storage, passage of acts providing for uniform bills of lading, uniform warehouse receipts and uniform negotiable instruments. The association has ordered the dating of food proddcts.

Buying on Discount Plan.

Fred R. Drake, chairman of the purchase discount committee, made a report in which he said:

"In September we began our campaign by endeavoring to have bean growers and handlers of the Pacific Coast change the terms on which they sold their goods from a net arrival basis to a discount basis and in this effort we have been more or less successful by having the most prominent and influential growers and handlers of beans on the Pacific Coast accede to our request.

Following up the success of the Pacific Coast, we approached the Michigan Bean Jobbers' Association in January with the idea of having them change their terms from a net arrival basis to a discount basis. While the result of the vote taken was unfavorable to our request, we are advised that the argument of reasoning presented by our committee and the information sent to each member of the Michigan Bean Jobbers' Association, has made a lasting impression upon its members, and are in earnest hope that at their next annual meeting we may meet with more favorable consideration than was the case this past year.

"We took this matter up with the representative bean dealers in New York state without any better success, but feel that the foundations are laid which will eventually result in the growers and handlers of beans of Michigan and New York state modernizing their methods of doing business to more nearly correspond with the terms of the wholesale grocery trade of the United States.

"Your committee visited Milwaukee, Wisconsin, in an effort to have the largest and most representative handlers of dried peas conform their product, which is now sold upon a net arrival basis, to a discount basis and had hopes of success which were afterward doomed to failure, but which we believe by persistent effort can be brought to a successful conclusion on this article.

"During the year we have addressed communications to the largest packers of canned meats with the idea of having them have their terms conform to the terms of the wholesale grocery trade of the United States, and while we have not been successful during this present year, we advise that agitation be continued. We hoped also to report to you success in having obtained a cash discount on cheese but have been disappointed both by the difficulty in reaching any large organizations of cheese manufacturers and also by the great pressure of other matters affecting the members of our committee."

Getting Manufacturers' Ear.

The committee on manufacturers reported in part as follows:

"We find it is not the desire of the wholesale grocer to dictate to or demand anything from the manufacturers. However, we find a disposition on the part of the manufacturer to listen more to the jobber, and if we can succeed in convincing him, and he in turn gain confidence in us, our pathway in commercial life will not be so tough."

The report of the Publicity Committee was presented as follows:

"Your committee is unanimous in the belief that our report should be of a recommendatory nature only. We wish to very flatly and as forcefully as possible tell the wholesale grocers in this, their annual convention, that in many directions we are being grossly misrepresented. It comes to us that many of our legislators actually entertain the false impression that the wholesale grocer is an absolutely unnecessary factor in the chain of distribution.

"We feel that we are justified in believing that a large section of the public holds the unfortunate opinion that an association of merchants must, necessarily, be a price maintenance organization and that the activities of such bodies are always inimical to the general welfare. The National Wholesale Grocers' Association is probably now the most important of all of these trade organizations, and we believe that we can do no better than to take up for serious discussion ways and means to dispel these prevailing fallacies from the public mind.

No Time for Boosting Prices.

"The public ought to know that there are good associations and because there are some associations whose activities may have transgressed the law and been wholly selfish and misguided is no reason for the conclusion that the National Wholesale Grocers' Association is other than helpful to the public and conscientious in all of its actions and is in no way responsible for the acts or omissions of any other organization in the country.

"The National Wholesale Grocers' Association has all it can do twenty.four hours each day without meddling with prices or resorting to any secret or open action in restraint of trade, without making any 'gentlemen's agreements;' in short, their work for uniformity of enforcement and demonstration of food laws, of just and uniform bill of lading laws, negotiable instrument laws and statutes upon all commercial subjects, their fight on short weights, discriminatory trade practices, secret rebates, the subsidizing of salesmen and a hundred other activities of a wholly legitimate nature occupy their entire time.

"They realize that their power to benefit themselves and their neighbors in the trade along these just lines would be sorely crippled or utterly lost the moment they became greedy or selfish and endeavored to restrain trade in any way or to combine, orally or in writing, secretly or openly, for the maintenance of prices, the boycotting of rivals or the direct or indirect prejudices of any other factor in the trade."

TRADE NOTES.

Since the grocery store and business of the later Peter Anderson, Guelph, Ont., was taken over by Hood Bros., there has been another change in the firm. L. Hood, who with his brother. W. Hood, formerly of Benson Bros., purchased the business from the late Mr. Anderson, has retired and his place has been taken by Archie Benallick, who was head clerk under the late Mr. Anderson.

Engaging the Services of a Lawyer by the Year

Is it Advisable to do This For a Nominal Sum or to Take Chances on Not Being Mixed up in Litigation?—Much Depends on Extent of the Business and the Side Issues—How it Might Sometimes Prove Profitable.

By a Vancouver Retailer.

To what extent does a grocer require the advice and services of a lawyer?

It is not a case of looking for trouble. Grocers are, as a rule, exemplary citizens, and among the most law-abiding. But, the average man actively engaged in business meets with questions and difficulties for the solution of which a lawyer is really required. At least, if he is not, it might be a saving of money to obtain his advice. The question is does the average grocer require legal assistance?

The grocer himself should be able to answer this question for his own satisfaction, but in so doing he should not be influenced by too great a caution to avoid additional expense. Admitting that grocers call in lawyers when difficulties are presented the question arises, is it best to engage them for particular cases, or is it more advisable to employ them by the year?

There are two old saying that apply to this situation. One is "Penny wise, and pound foolish," and the other, "An ounce of prevention is better than a pound of cure."

Grocers are like the rest of the human species. They do not wish to lose any more money than is absolutely necessary, but if a legal point arises they cannot, generally speaking, see into the future. It is to provide this foresight that the lawyer may be of assistance. So many points arise that it is hardly worth mentioning them. There are written contracts, insurance matters, accidents perhaps, credit questions pertaining to his customers or his own relations with wholesalers; it may be in regard to real estate transfers or damage claims, all of which it may be preferable to have a lawyer's assurance if it is only to be on the safe side.

Paying Annual Sum.

A grocer might go to a lawyer he knew and tell him that he was prepared to pay him say $25, more or less, as he saw fit, for his services for a year in the matter of giving advice. It might be that the grocer would see a whole year pass by and entirely escape legal matters. In that case he ought to give the money as a votive offering for his freedom from the worries he missed.

But these cases are very few. If a grocer has a lawyer thus engaged, some case arises on which he seeks advice immediately. There is no lost time in debating whether it would be wise to spend the money, and in instances of this kind it has been found that it is always best to act without delay.

If a grocer finds himself involved in some case in which he has procrastinated in regard to seeking legal advice, and then at the last moment decides that there is no other alternative his cost is more than it would have been initially, for the lawyer is rushed to investigate the case, and delay in most instances is not a money saver.

As before stated a grocer's decision in this matter depends upon his individual circumstances.

This article is intended merely to call attention to this question. It is a business proposition, and if carried out may be valuable, and it is a sign of the live, wide-awake proprietor. All the big business concerns throughout the country have their own special legal advisers upon whom they call for numerous duties pertaining to business ventures or questions.

A grocer, too, if he employs a lawyer for two or three years on the above basis derives a good education, which might be so valuable, and so thorough as to dispense with his services afterwards.

SHOP PHILOSOPHY.

By Frank Farrington.

The employer who has not the respect of his clerks will not have their co-operation.

The anti-substitution crusade has passed into ancient history, the general advertiser having come to a proper recognition of the independence of the retailer. For this do not forget to give your trade journal proper credit.

When you have a clerk who finds private conversation with friends more important than waiting on customers promptly, you can afford to let him go.

There are many expedients for the improvement of clerks. Raising wages is not one of them. More pay will not make a good clerk out of a poor one.

When the clerk gets into the habit of calling you "Jim" in the presence of customers, it is time to impress upon him the fact that you are his superior officer.

If the proprietor of a store chews gum or tobacco or smokes around the store, it makes it that much harder for him to keep his clerks from such habits.

If you can't be on time to business, let there be reason for it. Excuseless tardiness is bad for any man. It is a fault that easily grows into a habit.

Better a scanty stock and a pleasing sales force than crowded shelves and grouchy clerks.

Did you ever know a man who become a successful merchant without being possessed of a large share of enthusiasm?

The customer who enters the store and finds no one to wait on him until he is tired and goes away, usually waits a long time before coming back again.

If you want a really big trade, don't confine your efforts to the classes. The masses spend the most money.

Keep watch for opportunities for uniting with other merchants to pull outside trade to town. Co-operation of this sort is a big winner.

If there are in town buyers of your goods who are in the habit of purchasing in considerable quantity and sending out of town, go after these people and make them customers. Give them right prices.

Be sure that all the outside surroundings of your store are in attractive condition at all times. It will make a great difference with the opinion of the public.

TRADE NOTES.

The Grocers' Association of Quebec city have decided to do all they can to help along the "Quebec Business Show" the object of which is to make better known a number of products which are as yet unfamiliar in the Quebec market.

At one of the recent meetings of the American Cranberry Growers' Association it was decided to launch an educational campaign designed to remove from the minds of the consumer the provincial belief that cranberries should be eaten only with poultry. According to the plans of this association, $250,000 will be spent during the next five years to teach the housewife how to cook cranberries properly and to establish in the minds of consumers the importance of cranberries as a separate dish.

Display in a newspaper advertisement does not mean the largest possible type. It means the most conspicuous type, and that is not at all the same thing.

If you have a clerk who makes free use of the excuse "I forgot," you will notice that he never seems to forget pay-day.

The base-runner who stands with his feet glued to the bag may be playing it safe, but he isn't playing it to make any runs. There is more to success than just "playing it safe."

THROW A SPRAT TO CATCH A MACKEREL

You can't fish without good bait.

It's not the cost of the bait, but the knowledge of just what bait to use to catch the kind of fish you are after.

A want ad. in THE CANADIAN GROCER is the right kind of bait to use when you have any proposition of interest to grocery dealers, clerks or travellers.

The cost of advertisement will be very small compared with the results you will secure. 25c. or 50c. per insertion will pay for a want ad. which may prove worth dollars to you.

Every day you delay you are handicapping your business.

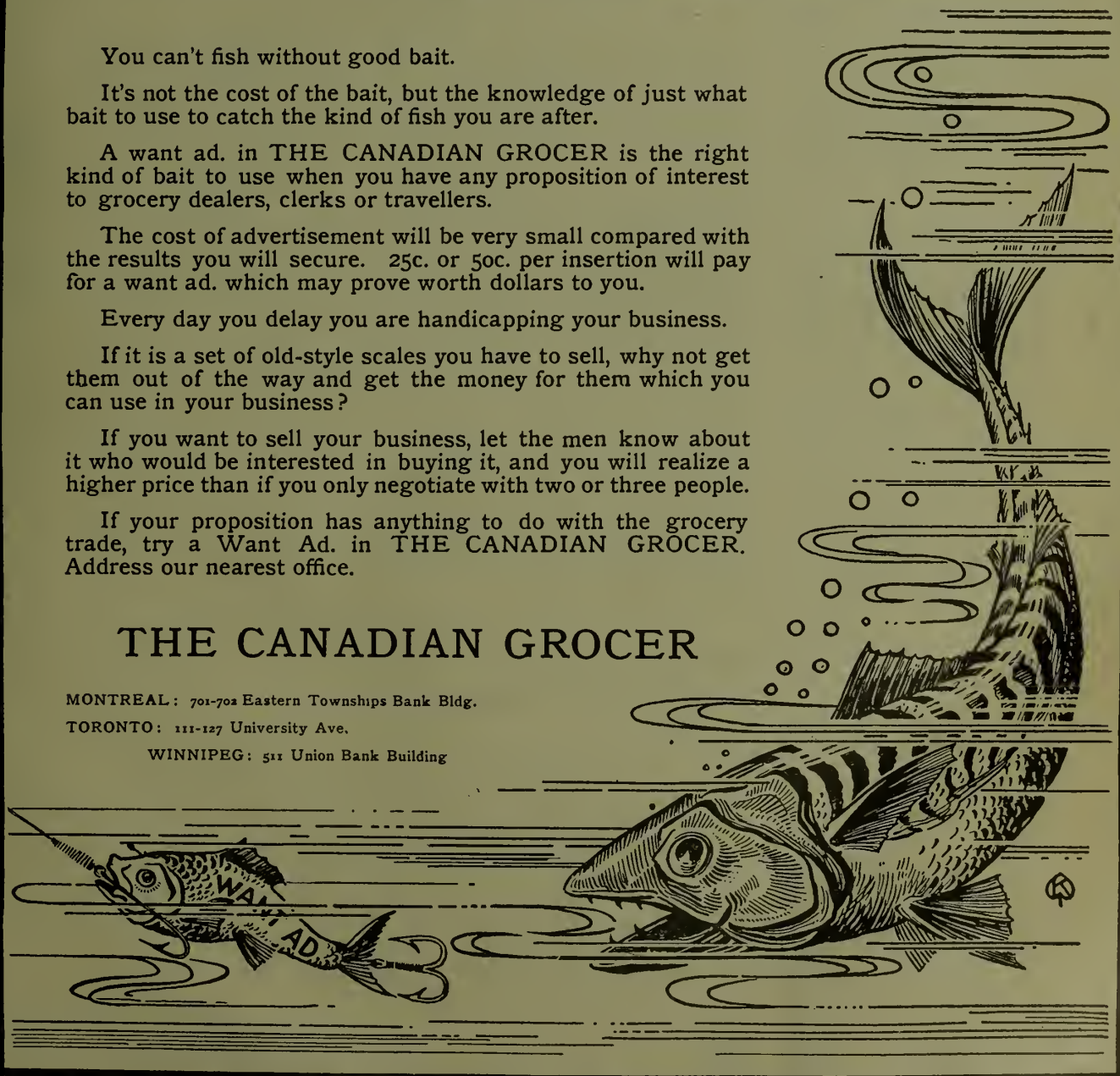
If it is a set of old-style scales you have to sell, why not get them out of the way and get the money for them which you can use in your business?

If you want to sell your business, let the men know about it who would be interested in buying it, and you will realize a higher price than if you only negotiate with two or three people.

If your proposition has anything to do with the grocery trade, try a Want Ad. in THE CANADIAN GROCER. Address our nearest office.

THE CANADIAN GROCER

MONTREAL: 701-702 Eastern Townships Bank Bldg.
TORONTO: 111-127 University Ave.
WINNIPEG: 511 Union Bank Building



The Markets—Sugar 60c. Dearer than Last Year

Season of Heaviest Consumption is About to Open With Price Away Above That Which Prevailed a Year Ago—Prospects are Bright for Heavy Fruit Crop — Sugar Market Interesting—Canned Goods in Demand With Stocks Light—Currant and Raisin Crops Suffering From Adverse Weather Conditions.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—

Sugar—Firm at advance.
Japan Tea—Will be higher.
Currants—Higher for new crop.
Prunes—Scarce.

Montreal, June 2, 1910.

Sugar is firm at the recent advance and is selling much better than formerly.

There seems to be a weather conspiracy against trade in general. Nearly every day it has rained for some hours and thus deterred many country buyers, who would otherwise have been coming in, from doing so. A recent newspaper report states that every thirty-five years we have an exceptionally rainy spring and summer, and this is the year we get it. Whatever the cause the trade would be glad of even a temporary respite.

The currant situation in Greece is attracting much attention in this connection. The rains have done serious damage to this year's crop and, according to recent advices, there is sure to be a shortage. This will be even greater if the policy of uprooting 25 per cent. of the vines is followed out.

Japan teas have had similar experiences, and as a result the price will be unexpectedly high for the first picking. Collections locally have been unsatisfactory of late. A few weeks of bright weather would help matters in general wonderfully.

Sugar—Sugar remains steady at the advance of last week, with a much better sale than before. Raw sugars have dropped considerably below the 15s point, which preceded the rise in refined, but the situation continues firm, and it is not likely that any immediate change will take place in refined.

Granulated, bags	5 15
" 20-lb. bags	5 25
" Imperial	4 90
" Beaver	4 90
Paris lump, boxes, 100 lbs.	5 95
" " " 50 lbs.	6 05
" " " 25 lbs.	6 25
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 85
" " 100 lb. boxes	5 95
" " 50 lb. "	6 05
" " 25 lb. "	6 25
" " 5 lb. cartons, each	0 37½
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37½
Extra ground, bbls.	5 60
" " 50-lb. boxes	5 80
" " 25-lb. boxes	6 00
Powdered, bbls.	5 40
" 50-lb. boxes	5 60
Phoenix	5 60
Bright coffee	5 10
No. 3 yellow	5 00
No. 2 "	4 90
No. 1 " bags	4 75

Bbls. granulated and yellow may be had at 5c. above bag prices.

Syrup and Molasses—The demand for molasses is improving and, though the orders are small, they are large numerically. The recent depression seems to have finally been overcome. Syrup sales are good, and prices of all lines are firm.

Fancy Barbadoes molasses, puncheons	0 36	0 38
" " " barrels	0 38	0 39
" " " half-barrels	0 40	0 41
Choice Barbadoes molasses, puncheons	0 31	0 33
" " " barrels	0 34	0 36
" " " half-barrels	0 36	0 38
New Orleans	0 27	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrup, bbls	....	0 03½
" ½-bbls.	....	0 03½
" ¼-bbls.	....	0 03½
" 38½-lb. pails	....	1 80
" 25-lb. pails	....	1 30
Cases, 2-lb. tins, 2 doz. per case	....	2 50
" 5-lb. " 1 doz. "	....	2 85
" 10-lb. " ½ doz. "	....	2 75
" 20-lb. " ¼ doz. "	....	2 70

Tea—Recent cable advices from Japan state that rainy weather has had a bad effect on the first crop, and, as a result, has had a hardening tendency as regards prices. This dissipates the idea early advices encouraged, that prices might be slightly lower this year for first arrivals.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 30	0 35
Medium	0 25	0 28
Good common	0 21	0 23
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Coffee—There is a fair demand for coffees, Santos probably being first in this regard. Other lines are firm. No changes in price have been noted.

Mocha	0 18½	0 25	Santos	0 14	0 17
Rio, No. 7	0 10	0 12	Maracaibo	0 15	0 18

Spices—Spices are still in strong demand at former quotations. Country orders are coming in freely, and many of the local manufacturers are working overtime.

	Per lb.			Per lb.	
Allspice	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20
" ground	0 15	0 19	Mace	....	0 75
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 18
Cream of tartar	0 23	0 32	" white	0 20	0 25

Dried Fruits—Local stocks of prunes are running low and prices are stiffening on account of the short crop last year. Owing to the poor quality of Valencias this year they are having a very slow sale.

Reports from Patras, Greece, show that prices are going to be higher for currants. The cause is the abnormal amount of rain this spring.

Currants, fine filiatras, per lb., not cleaned	....	0 05½
" " " cleaned	....	0 06½
" Patras, per lb	0 07½	0 08
" Vostizzas, per lb	0 08	0 09
Prunes—		
40-50	....	0 09
50-60	....	0 08
60-70	....	0 07
70-80	....	0 06½
80-90	....	0 06
90-100	....	0 05½
Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
Old seeded raisins	....	0 90
" fancy seeded, 1-lb. pkgs	....	0 09
" loose muscatels, 3-crown, per lb	0 07½	0 08
" " 4-crown, per lb	0 08½	0 09
" sultana, per lb	0 07½	0 10
Malaga table raisins, Rideau clusters, per box	....	2 25
Valencia, fine off stalk, per lb	....	0 05
" select, per lb	....	0 06
" 4-crown layers, per lb	....	0 06½

Nuts—Reports have been spread from time to time this season that there was a shortage in the Brazil crop. Recent dispatches show that, while probably less than last year, the crop this year will be fully up to normal, and there should be little or no change in quotations from last year.

All lines locally are steady at former prices. Peanuts are selling well, other lines dull.

In shell—		
Brazils	0 14½	0 15½
Filberts, Sicily, per lb	0 11	0 12½
" Barcelona, per lb	....	0 10
Tarragona Almonds, per lb	0 13½	0 14½
Walnuts, Grenobles, per lb	0 13	0 14½
" Marbots, per lb	....	0 12½
" Cornes, per lb	....	0 11½
Shelled—		
Almonds, 4-crown selected, per lb	0 32½	0 35
" 3-crown " "	0 31½	0 33
" 2-crown " "	....	0 30
" (in bags), standards, per lb	0 26	0 27
Cashews	0 15	0 17
Peanuts—		
Spanish, No. 1	....	0 12
Virginia, No. 1	0 13	0 15
Pecans, per lb	....	0 65
Pistachios, per lb	....	0 75
Walnuts—		
Bordeaux halves	0 28	0 30
Brokens	0 23	0 27

Evaporated Apples—The situation is much the same as last week. Exports continue good with local trade practically dead. The price for export is about 6½ cents.

Evaporated apples, prime	....	0 08

Beans and Peas—Beans are moving more freely, both for export and local consumption.

Peas are quiet, both lines being held at former quotations.

Ontario prime pea beans, bushel	....	2 30
Peas, boiling, bag	....	2 50

Rice and Tapioca—The tapioca market is still firm and there does not appear to be any likelihood of a decline for some time to come. There is a decided scarcity of supplies for shipment to Montreal next month. If nothing occurs to help the situation there promises to be a shortage.

Rice is firm at former quotations.

Rice, grade B, bags, 250 pounds	....	2 75
" " " 100 "	....	2 75
" " " 50 "	....	2 75
" " pockets 25 pounds	....	2 85
" " ½ pockets, 12½ pounds	....	2 95
" grade o.c., 250 pounds	....	2 65
" " " 100 "	....	2 65
" " " 50 "	....	2 65
" " pockets, 25 pounds	....	2 75
" " ½ pockets, 12½ pounds	....	2 85
Tapioca, medium pearl	0 05½	0 06

CANNED GOODS

MONTREAL.—There is a change showing clearly in canned fruits. Sales of goods in cans are falling off, while in glass they show an increase.

Vegetables continue to sell well. In fish, lobsters and salmon hold their own.

Peas, standard, dozen	....	$1 05
Peas, early June, dozen	1 07½	1 10
Peas, sweet wrinkled, dozen	1 10	1 12½
Peas, extra sifted, dozen	1 52½	1 60
Peas, gallons	3 87½	3 92½
Pumpkins—3 lb., $1.00; gallon, $3.00.		
Beans, dozen	....	0 87½
Corn, dozen	0 80	0 82½
Tomatoes, dozen (Ontario and Quebec)	0 85	0 90
Strawberries, dozen	....	1 50
Raspberries, 2's, dozen	....	1 80
Peaches, 2's, dozen	....	1 70
Peaches, 3's, dozen	....	2 65
Pears, 2's, dozen	....	1 65
Pears, 3's, dozen	....	2 40
Plums, Greengage, dozen	....	1 60
Plums, Lombard dozen	....	1 00
Lawtonberries, 2's, dozen	....	1 60
Clover Leaf and Horseshoe brands salmon—		
1-lb talls, per dozen	....	1 87½
½-lb. flats, per dozen	....	1 30
1-lb. flats, per dozen	....	2 02½
Other salmon—		
Humpbacks, dozen	0 95	1 00
Cohoes, dozen	1 35	1 40
Red Spring, dozen	1 60	1 65
Red Sockeye, dozen	1 85	2 00
Lobster Futures—		

½-lb. flats, doz., $2.40; 1-lb. talls, doz., $4.25.
1-lb. flats, doz., $4.50.

Compressed corned beef, 1s	1 65	Minced collops, 2s	2 50
Compressed corned beef, 2s	2 90	Corned beef hash, 1s	1 60
English brawn, 2s	3 00	Corned beef hash, 2s	2 80
Boneless pigs' feet, 2s	3 00	Jellied hooks, 2s	3 50
Ready lunch veal loaf ½s	1 30	Jellied hooks, 6s	10 00
Ready lunch veal loaf 1s	2 40	Paragon ox tongue, 1½s	7 50
Roast beef, 1s	1 65	Paragon ox tongue, 2s	8 50
Roast beef, 2s	2 90	Paragon ox tongue, 2½s	9 50
Stewed ox tail, 1s	1 60	Paragon lunch tongue 1s	4 00
Stewed kidney, 1s	1 50	Tongue lunch, 1s	3 50
Stewed kidney, 2s	2 65	Sliced smoked beef, ½s	1 60
Minced collops, 1s	1 40	Sliced smoked beef, 1s	2 60

WINNIPEG.—The demand on the part of camps in every part of the country has surpassed expectations, and the way it continues is surprising. Strawberries and gallon apples have been advanced locally, while corn is down a few points.

Strawberries, per case	....	3 10
Lawtonberries, 2's	....	3 30
Raspberries, 2's	....	3 60
Apples, gallon, per dozen	....	1 40
Peaches, 2's	....	3 50
Pears, 2's	....	3 30
Plums, 2's	....	2 00
Tomatoes, 3's	....	2 10
Corn, 2's	....	1 80
Beans, 2's	....	1 75
Peas, 2's	2 25	2 40

TORONTO.—The market is strong and at the present moment canned goods are valuable stock. There is a short supply in peas, beans, cherries, raspberries and strawberries. At the same time the demand is good and canned goods are quite firm with a slightly upward tone. The result of inquiries seems to be that stocks ,are light and there is likely to be an interval just when demand is keen. Grocers should govern themselves according to the dictates of their own experience and good sense, but everything seems to be in favor of canned goods at present as being an article worth while booming.

Salmon is another line that should receive careful consideration from every grocer. Stocks are light, according to reliable authorities, and this is the year of the short run. Canned goods may be a little higher this year. The fact that sugar is about sixty or seventy cents higher than at this time a year ago is likely to have an effect towards strengthening the price.

It might also be said in regard to salmon that the preferred brands are pretty well cleaned out. It is expected that the new catch will open $1 a case in excess of the opening price last year.

Beans	0 00	0 90	Red pitted cherries, 2's	....	1 75
Corn	0 80	0 85	Gallon apples	2 45	2 75
Peas	1 10	1 60	Bartlett pears—		
Pumpkins	0 80	0 90	Heavy syrups, 2's	....	1 65
Tomatoes, 3's	0 85	0 90	Light " 2's	....	1 15
Strawberries, 2's	1 42½	1 55	Heavy " 3's	....	2 40
Raspberries, 2's	1 62½	1 70	Light " 3's	....	1 70
Peaches, 2's	1 60	1 65	Lombard plums, 2's	0 80	0 85
" 3's	....	2 65			
Lawtonberries	....	1 65			
Clover Leaf and Horseshoe brands salmon:					
1-lb. talls, dozen	....	2 00	Red Spring, doz.	....	1 85
½-lb. flats, dozen	....	1 37½			
1-lb. flats, dozen	....	2 15			
Other salmon prices are:			Lobsters, halves, per dozen	2 00	2 20
Humpbacks, doz	0 95	1 00	Lobsters, quarters, per dozen	....	1 40
Cohoes, per doz.	1 45	1 50			

ONTARIO MARKETS

POINTERS.—
Sugar—Buying active.
Canned Goods—Good demand.
Currants—High market expected.

Toronto, June 2, 1910.

From jobbers come the reports that the spring trade is encouraging. They do not mention any particular stock as being outstanding, but referring to the general markets assert that the situation is favorable.

Sugar continues strong with the tendency toward higher prices especially if fine weather prevails together with heavy fruit crops. The expectations among fruitmen are for even better crops than last year. Sugar at present is between sixty and seventy cents higher than this time last year.

Dried fruits display an interesting situation in some of the stocks and currants and raisins should receive attention for a time. Canned goods are also strong and stocks in some lines are becoming light. The canned goods market including salmon is dealt with in the following reports.

Evaporated apples are stronger as are also prunes. Apricots are fair. The dried fruit list is worthy of attention.

Sugar—An active week in sugar transactions followed the recent increase of ten cents. An authority on the situation stated that more sugar moved during the week than during the previous month. Just how to explain that state of affairs is not easy, but it was perhaps due to the fact that the trade was holding out expecting a movement in the opposite direction in spite of the warnings that were being sent out. Then when the increase came they sent in their orders fearing that a still further increase might follow. The market is firm and the prospect is bright. The weather is going to have an effect on the situation. It will be, however, in an indirect manner. The reports regarding the fruit outlook are favorable. Warm weather will settle the matter. There is every indication of heavy berry crops and other fruits are promising. Fine weather, however, is needed, hence the applicability of the statement that the sugar market is to a certain extent dependent on sunshine and smiles from the weather man.

If the fruit crop turns out to be as heavy as now expected, and there is no reason to believe it will not be, sugar will be in great demand. Fruit men are anticipating a good season and those dealing in sugar feel that they will have a heavier business than heretofore. Under these conditions, sugar is good holding. This statement was made and if there has been any change it has been in support of this expressed opinion.

Paris lumps, in 100-lb. boxes	6 15
" in 50-lb. "	6 25
" in 25-lb. "	6 45
Red Seal	7 20
St. Lawrence "Crystal Diamonds," barrels	5 95
" " " ½ barrels	6 05
" " " 100 lb. boxes	6 15
" " " 50 lb. boxes	6 25
" " " 25 lb. boxes	6 45
" " " cases, 20-5 boxes	7 70
" " Dominos, oases, 20-5 boxes	7 70
Redpath extra granulated	5 30
Imperial granulated	5 00
St. Lawrence granulated, barrels	5 30
Beaver granulated, bags only	5 00
Acadia granulated (bags and barrels)	5 20
Wallaceburg	5 20
St. Lawrence golden, bbls	4 90
Bright coffee	5 20
No. 3 yellow	5 10
No. 2 "	5 00
No. 1 "	4 85

Granulated and yellow, 100-lb. bags 5c. less than bbls.

Dried Fruits.—There is a firm tone to the prune market, due largely to the reports that the Santa Clara Valley crop has suffered severely. Both futures and spots are firmer. Present business is fairly good. The market in Valencia raisins is reported firmer. Locally the supply is not heavy, apparently but few being held. Certain houses have instructed their travelers to quote them at six cents. Reports from Spain regarding the growing raisin crop are not favorable. A drought has prevailed, they state, and the crop gives evidence of being only half of last year's. A letter dated May 21st dwelt upon the scarcity of rain and the effect that was expected this would have on the crop.

Currants are apparently suffering from weather conditions directly opposite to those existing in the raisin district. Continued rains in Greece have had a bad effect and futures are likely to be high. The price on spots has been increased in sympathy. Growers are reported to be asking from two to three shillings a cwt. more than last year's quotations for the new crop. The market in both raisins and currants is interesting at present and will bear close watching by the grocer who is looking toward his best interests.

Prunes—	Per lb	
30 to 40, in 25-lb. boxes	0 11	0 11½
40 to 50 " "	0 08½	0 09
50 to 60 " "	....	0 07½
60 to 70 " "	....	0 07
70 to 80 " "	....	0 06½
80 to 90 " "	....	0 06
90 to 100 " "	....	0 05½

Same fruit in 50-lb. boxes ½ cent less.

DIRECTORY OF

Manufacturers, Manufacturers' Agents, Brokers, Etc.

BRITISH COLUMBIA

W. A. JAMESON COFFEE CO.

Importers and Roasters of High Grade Coffees.

Manufacturers and Proprietors of

"Feather-Light" Brand Baking Powder

We also carry a full line of TEAS, SPICES, etc.

Mail orders promptly attended to.

Cor. Langley and Broughton Sts.
VICTORIA, B.C.

F. G. EVANS & CO.

89 Water St. VANCOUVER, B.C,
Wholesale Grocery Brokers and Manufacturers' Agents

Correspondence Solicited.

VICTORIA FRUIT GROWERS' ASSOCIATION

The largest packers and shippers of first-class Fruits of all kinds in British Columbia.

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COR. WHARF AND YATES STS. - VICTORIA
Branch at 140 Water Street, Vancouver.

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Vancouver, B.C.

R. ROBERTSON J. Y. GRIFFIN

R. Robertson & Co.

912-913 Dominion Trust Bldg
VANCOUVER, B.C.

Wholesale Brokers
GROCERIES, PRODUCE, FRUITS, GRAINS
Importers and Exporters

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Write us for information about B.C. trade.
Cable Address—"Robin," Vancouver.
Codes—A C, 5th Edition; Revised Economy; Modern Economy; Utility and Dowling's.

WILLIAM W. DUNCAN

Broker and Manufacturers' Agent
DISTRIBUTING
Free and Bonded Warehouses
VANCOUVER - VICTORIA

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents

144 WATER ST., VANCOUVER, B.C.

Can give strict attention to a few first-class Grocery Agencies. Highest References.

Do you want live representation?
We are in touch with the trade.

Andrews & Nunn

Manufacturers' Agents and Wholesale Commission Merchants

Codes—A B C 5th Edition, Western Union

615 Dominion Trust Building
VANCOUVER, B.C.

Correspondence Solicited — Highest References

MORE THAN SEVEN THOUSAND pairs of eyes—interested eyes—rest on this page fifty-two times a year. By the use of an inch space an advertiser is able to place himself prominently before nearly one hundred pairs of eyes for every cent the advertising costs him.

The West India Co., Ltd.

The Canadian house of

Sandbach, Parker & Co., Demerara, B.G. Sandbach, Tinne & Co., Liverpool, Eng.

and with agents and correspondents in all British West Indian Islands.

WEST INDIAN PRODUCE

of all descriptions.

WRITE US FOR PARTICULARS, PRICES, ETC.

305 St. Nicholas Building, - - - MONTREAL

Apricots—					
Standard	....	0 15			
Choice, 25 lb boxes	....	0 15			
Fancy, " "	....	0 17			
Candied and Drained Peels—					
Lemon	0 09	0 11	Citron	0 14	0 17
Orange	0 11½	0 12½			
Figs—					
Elemes, per lb	0 08	0 10			
Tapnets, "	0 03½	0 04			
Bag figs	0 03½	0 04			
Dried peaches	0 08	0 08½			
Dried apples	....	0 08			
Currants—					
Fine Filiatras	0 06	0 07	Vostizzas	0 08½	0 09
Patras	0 07½	0 08			
Uncleaned ½c less					
Raisins—					
Sultana	0 06	0 07			
" fancy	0 06	0 07½			
" extra fancy	0 08½	0 09			
Valencias, new	0 05½	0 06			
Seeded, 1 lb packets, fancy	....	0 08			
" 16 oz. packets, choice	....	0 07½			
" 12 oz. " "	....	0 06			
Dates—					
Hallowees	0 05	0 05½	Fards choicest	....	0 10
Sairs	0 05	....			

Syrup and Molasses—Conditions have not changed in this market. Business is not brisk and sales are light.

Syrups—	Per case		Maple Syrup—		
2 lb. tins, 2 doz. in case	....	2 50	Gallons, 6 to case	....	4 80
5 lb. tins, 2 doz. in case	....	2 85	½ " 12 "	....	5 40
10 lb. tins, ½ doz. in case	....	2 75	Quarts, 24 "	....	5 40
20 lb. tins, ¼ doz. in case	....	2 70	Pints, 24 "	....	3 00
Barrels, per lb	....	0 03½	Molasses—		
Half barrels, lb	....	0 03½	New Orleans, medium	0 28	0 30
Quarter " "	....	0 03½	New Orleans, bbls	0 26	0 28
Pails, 38½ lbs. ea	....	1 80	Barbadoes, extra fancy	....	0 45
" 25 " "	....	1 30	Porto Rico	0 45	0 62
			Muscovada	....	0 30

Olives—Reports from Spain state that the olive crop is rather poor and that prices are advancing. It is supposed that the cause for this condition is the weather which, as referred to in another column, is affecting the raisin crop.

Nuts—The market is steady but with no heavy business doing. The situation is firm all along the line with almonds particularly so.

Almonds, Formigetta	....	0 11
" Tarragona	0 11½	0 12
" shelled	0 32	0 35
Walnuts, Grenoble	....	0 13½
" Bordeaux	....	0 11
" Marbots	....	0 12
" shelled	0 29	0 30
Filberts	0 12	0 12½
Pecans	0 16	0 18
Brazils	0 15	0 15½
Peanuts, roasted	0 08	0 12

Rice and Tapioca—Tapioca strong with demand fair. Rice moving quietly.

	Per lb.	
Rice, stand. B	0 02½	0 03
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	....	2 65
Rangoon	0 03½	0 03¾
Patna	0 05½	0 05¾
Japan	0 04½	0 05
Java	0 06	0 07
Carolina	0 10	0 11
Sago	0 05	0 06
Seed tapioca	....	0 06
Tapioca, medium pearl	0 05	0 05½

Teas—A firmer tone prevails particularly in Congos which are about 18 to 21 per cent. higher than last year attributed to the crop being shorter.

Coffee—The market remains unchanged. Dealers report sustained demand.

Rio, roasted	0 12	0 15	Mocha, roasted	0 25	0 28
Santos, roasted	0 13	0 17	Java, roasted	0 27	0 33
Maricaibo, "	0 14	0 20	Rio green	0 10	0 11

Spices—Ginger is firmer. Otherwise prices have not been in any way affected.

Peppers, black	0 15	0 18	Cloves, whole	0 25	0 35
" white	0 22	0 25	Cream of tartar	0 25	0 28
" whole, black	....	0 16	Allspice	0 14	0 16
Peppers, whole, white	....	0 23	" whole	0 14	0 16
Ginger	0 22	0 25	Mace, ground	0 75	0 80
Cinnamon	0 21	0 23	Mixed pickling spices, whole	0 15	0 16
Nutmeg	0 20	0 30	Cassia, whole	0 20	0 25
			Celery seed	....	0 24

Evaporated Apples—Demand moderate with sales mostly in small lots.

Evaporated apples	....	0 06¾

Beans—Market is dull. Business amounts to only small jobbing.

Prime beans, per bushel	....	2 10
Hand-picked beans, per bushel	....	2 25

MANITOBA MARKETS

POINTERS—

Advances—Sugar, evaporated apples.

Firmer—Beans, tapioca.

Out of Stock—Fard dates.

Winnipeg, June 2, 1910.

This week wholesalers and their travelers report a lull in the brisk buying tendency which has prevailed for several weeks. This condition is welcomed in one respect since it not only gives wholesalers and manufacturers an opportunity to get a little stock ahead, but it insures better permanent conditions. The retailers are all well stocked and the tendency to overstock has been altogether too prevalent.

Fine weather keeps the farmer at home and it is only occasionally that the rural merchants are visited, but the trade is excellent for a wide range of goods. Advances and shortages are again reported but things are likely to become adjusted shortly.

Sugar—The market went up 10 cents here last week and the change was not surprising since the N.Y. market has been in advance of western Canada prices for some time. The trade in icing, powdered and lump, is excellent just now, and these lines are particularly strong. The price in Saskatchewan is above Manitoba and the following prices hold for Manitoba alone:

Montreal and B.C. granulated, in bbls	5 75
" " in sacks	5 80
" yellow, in bbls	5 35
" " in sacks	5 30
Icing sugar, in bbls	6 35
" " in boxes	6 55
" " in small quantities	6 55
Powdered sugar, in bbls	6 15
" " in boxes	6 35
" " in small quantities	6 50
Lump, hard, in bbls	6 65
" " in ½ bbls	6 75
" " in 100-lb. cases	6 65

Foreign Dried Fruits—There are no changes in prices to report this week. The output is all that can be expected and the majority of stocks are going into retailers' hands. Although the camp supply is good, the camps depend more upon canned goods. It is believed that it is the camp demand for peaches and apricots that keeps these lines firm. The fard dates are sold out in several wholesale houses and there is very little in town. We cannot quote them.

Smyrna Sultana raisins, uncleaned, per lb	0 06	0 11
" " " cleaned, per lb	0 09	0 13
Valencia raisins, Rowley's, f.o.s. per case, 28's	....	1 65
" " selects " 28's	....	1 80
" " layers " 28's	....	1 95
California raisins, choice seeded in ¼-lb. packages per package	....	0 06
" " fancy seeded, in ¼-lb. packages per package	....	0 06½
" choice seeded in 1-lb. packages per package	....	0 07½
" " fancy seeded in 1-lb. packages per package	....	0 08½
Raisins, 3 crown muscatels, per lb	....	0 06½
" 4 " " "	....	0 07
Prunes, 90-100, lb	0 05½	Prunes, 50-60 "	0 07½
" 80-90 "	0 05½	Prunes, 40-50, lb	0 08½
" 70-80 "	0 06½	Silver prunes, ac. to quality	0 09½ 0 12½
" 60-70 "	0 07		
Currants uncleaned, loose pack, per lb	....		0 06½
" dry, cleaned, Filiatras, per lb	....		0 06½
" wet, cleaned, per lb	....		0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	....		0 08½
Pears, per lb	0 09	0 15	
Peaches, standard, per lb	....	0 08½	
Peaches, choice	....	0 09	
Apricots, standard, per lb	....	0 15	
Apricots, choice per lb	....	0 15½	
Plums, pitted, lb	0 11	0 12½	
Nectarines, lb	....	0 09½	
Dates, per lb., Hallows, bulk	....	0 06½	
Dates, packages 30 in case	....	0 07	
Figs, per lb	....	0 04½ 0 05	
Peel, lb., lemon	....	0 09½	
" " orange	....	0 10	
" " citron	0 13½	0 18	

Syrup and Molasses—Last week's advances are maintained rigidly and there is no change in the demand. Further advances, however, are not looked for at once since competition keeps prices normal.

Syrups—	
24 2-lb. tins, per case	2 25
12 5-lb. tins, per case	2 57
6 10-lb. tins, per case	2 51
3 20-lb. tins, per case	2 55
Half bbls., per lb	0 04
Barbadoes molasses in ½-bbls., per gal	0 50
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, ½ bbls., per gal	0 33 0 35
Challenger, 6 10-lb. tins, per case	2 15

Nuts—Almonds are held strongly and the trade is in excellent condition. Walnuts have been reduced, due to the fact that cold storage stuff is on the market and this naturally cannot command as good a market.

Shelled Walnuts, in boxes, per lb	0 31
" " small lots, per lb	0 32
" Almonds, in boxes, per lb	0 35
" " small lots, per lb	0 36
Peanuts, Japan, per lb	0 13 0 16

Rolled Oats—Last week's prices prevail and the output has increased, due to the increased energy recently put into the trade.

Rolled oats, 80 lb. sacks, per 80 lbs	1 75
" 40 " " 40	0 90
" 20 " " 20	0 45
" 80 " (8, 10s)	2 15

Beans—A much stronger bean market prevails just now. The demand for beans from every part of the west has been excellent and will no doubt continue.

3-lb. picker, per bushel	2 25
Hand picked, per bushel	2 35

Evaporated Apples—The revival in this market has evidently come to stay. Quality rules the price and it will not be surprising to see a 12 cents quotation very soon. The present markct is about 9c.

Tapioca and Sago—The tapioca market is certainly on the rise and higher prices are sure to come in both lines. The demand has been heavy and the prospect for a continued good market is in view.

Pearl tapioca, per lb	0 06
Sago, per lb	0 06

NOVA SCOTIA MARKETS.

Halifax, N.S., June 2, 1910.

The local grocery markets are in excellent condition at the present time. Business in all lines is reported good

and the prospects are that it will continue. Mackerel are now striking in along the coast, and as prices are high for this class of fish a lot of money will be put in circulation.

There has been a drop of one cent per pound in butter, but the dealers say that the cut should be greater. A jobber remarked this week that prices are often quick to advance, but slow to drop. The decline in prices here is not to be compared with Montreal, the market there, according to advices received, being much easier. The best butter is selling at 28 cents per pound. There is a fairly good supply of eggs coming on the market now, but the demand is rather light. They are now selling at 19 cents per dozen.

Canned goods and preserved fruits are in good demand, but the sales of smoked meats are limited, owing to the prevailing high prices.

Stocks of vegetables (outside potatoes) are pretty well cleaned up. The potatoes now offered for sale wintered well, and they are considered excellent stock for the season of the year. The U.S. cabbage coming on the market is of poor quality. The price is high and the dealers do not care about handling large quantities, as they claim that there is no money in it just at present.

Green truck is coming on the market in large quantities now. The grocery stores are brightened up by the addition of rhubarb, spinach, lettuce and radishes. The quality of the U.S. strawberries received so far this season is fairly good and the retail price, twenty cents a box, is considered to be fairly reasonable.

The importations of molasses into Halifax this season continue heavy. Two schooners arrived here this week with large cargoes. One from Barbadoes brought 552 puncheons, 81 hogsheads, and 91 barrels. Another from Trinidad landed 250 puncheons, and 430 barrels. The price of molasses is firm, and the demand is fairly good.

Creamery prints per lb.	0 30	0 32
Creamery solids per lb.	0 28	0 29
Dairy, tubs, lb.	0 25	0 25
Fresh eggs, doz.		0 20
Sugars—		
Extra Standard, granulated		5 15
Austrian, bags, granulated		5 05
Bright yellow		4 85
No. 1 yellow		4 75
Flour h. wheat per bbl.	6 40	6 50
Flour, Ontario blends, bbl.	5 75	5 85
Cornmeal, bag.	1 70	1 75
Oats	0 54	0 55
Pork, American per bbl.		28 00
Pork, clear bbl	31 50	32 00
Beef, American plate per bbl.		18 75
Beef, Canadian per bbl.		18 00
Hams smoked		0 16½
Pork, fresh	0 10	0 11½
Codfish, quintal		5 50
Herring, pickled per bbl.		5 00
Apples, per bbl.	1 50	3 00
Potatoes—		
P.E. Island, bag		1 50
Nova Scotia		1 50
Onions, Spanish per lb.		0 02½
Onions, American, per lb.		0 02½
Onions, Canadian, per bag	1 60	1 75
Molasses, fancy Barbados, bbl.		0 37
Molasses, fancy Barbados, gal.	0 32	0 35
Beans, bushel.		2 25
Rolled Oats, bbl.	5 25	5 40

BRITISH COLUMBIA MARKETS.

Sugar, standard granulated		5 80
Sugar, Imported		5 25
Val. raisins, lb.		0 05½
Cal. " "		0 07
Prunes	0 05½	0 07½
Currants	0 06½	0 07½
Dried apricots	0 11	0 13
Flour, Standard, bbl.		6 90
Cornmeal, p. 100 lbs.		2 60
Beans, per lb.	0 03½	0 04½
Rice, per ton	68 00	76 00
Tapioca, per lb.		0 03½
Apples, box	2 75	3 00
Evaporated apples		0 08½
Butter, Eastern dairy in tubs		0 25
Butter, Eastern dairy, choice	0 34	0 36
Butter, local creamery		0 35
Butter, Western	0 22	0 25
Eggs, California		0 30
Eggs, local	0 28	0 30
Cheese, Ontario	0 14½	0 15
" Manitoba		0 14
Bacon	0 24	0 30
Lard, pure		0 20
Lard, compound		0 17½
Potatoes—		
Ashcrofts, ton		40 00
Local, ton		23 00
Cal. Burbanks		25 00
Canned Goods—		
Peas, Early June		1 35
Tomatoes		1 27½
Corn		1 02½
Apples		3 42½
Strawberries		2 15
Raspberries		1 65

NEW BRUNSWICK MARKETS.

Sugar—		
Standard gran.	5 40	5 50
Austrian "	5 30	5 40
Yellows	4 90	5 30
Flour, Manitoba	5 35	6 45
" Ontario	5 55	5 85
Cornmeal, bags.	1 55	1 60
" bbls.	3 15	3 20
Rolled oats, bbls	5 00	5 10
Buckwheat, west. grey, bag	2 90	3 00
Val. raisins, lb.	0 05½	0 06½
Cal. raisins, seeded	0 07½	0 08½
Currants, lb	0 07	0 07½
Prunes, lb.	0 05½	0 09
Rice, lb.	0 03½	0 03½
Beans, hand ploked, bus	2 20	2 25
Beans, yellow eye, bus	3 50	3 65
Cheese, new, lb	0 14	0 14½
Lard, compound lb.	0 14	0 14½
Lard, pure, lb.	0 17	0 17½
Pork, domestic mess	28 00	28 50
Pork, American clear	29 50	32 00
Molasses, fcy. Barbados, gl	0 32	0 33
Butter, dairy, lb.	0 25	0 27
Butter, creamery, lb.	0 29	0 30
Eggs, new laid	0 17	0 18
Potatoes, bbl.	1 25	1 50
Canned goods—		
Peas, doz.	1 15	1 55
Corn, doz.	0 90	0 95
Tomatoes, dz	1 00	1 05
Raspberries, dozen	1 95	2 05
Strawberries, dozen	1 70	1 80
Salmon, case—		
Red spring	6 50	6 75
Cohoes	6 00	5 25
Peaches, 2's, dozen	1 75	1 85
Peaches, 3's, dozen	2 85	2 95
Baked beans, dozen	1 20	1 30
Fish—		
Cod, dry	3 00	4 25
Herring, salt, bbls.	4 75	5 00
Bloaters, box	0 85	0 90

BERMUDA ONIONS IN TEXAS.

The extent to which the "Texas" Bermuda onion has gained a footing on the market substantiates the statements that Texas has stolen a large part, if not all, of Bermuda's onion trade. Climate conditions were about equal and where Bermuda boasted of a few thousand acres, the Lone Star state had thousands of square miles to devote to the culture of the onion. Planters went from Texas and secured the entire output of onion seed, and Bermuda, where the onion has deteriorated, finds its expected source of regeneration cut off in the time of need.

This change has come about within five years. Last year Texas grew and shipped 3,000 carloads, delivered by truck express to seaboard and interior points and never glutting the market with an over-supply. In the season Hamilton, Bermuda, was able to make but two shipments a week, in passenger steamers, and all delivered in New York. Bermuda ships now less than a quarter of what its output was when the market was all its own.

COMPLAIN OF BUTTER QUALITY.

Guelph, Ont., June 2.—Guelph grocers are having a great deal of difficulty in getting good butter. On the market on Saturday morning the range of prices for butter from 18c to 25c a pound was in keeping with the wide range in quality. In this connection, J. A. McCrea stated to your correspondent, that a great deal of the butter brought in by farmers was not fit to sell, and that it was with considerable difficulty that he was able to secure three or four sources from which to get cream separator butter, almost equal in quality to creamery butter, which he could sell at 25c a pound. R. Robinson, of Robinson Bros., complained of the same difficulty. "There is no money in handling either butter or eggs," he said, and they only dealt in them to accommodate their customers.

PROTECTING THE CONSUMER.

New York, June 2.—George Stadtlander, proprietor of a large grocery store in New York City, and president of the New York Retail Grocers' Association, displays the following sign, which was one of the resolutions passed at a recent meeting, in his store window: "That the members of the New York Retail Grocers' Association will not weigh or sell wooden dishes with butter. Net weight is our motto."

By actual weight twenty-one of the ordinary wooden butter trays weigh one pound and these when weighed with butter mean that the consumer is paying from 30c to 32c a pound for wood. The butter is first weighed and placed on the tray afterwards.

TRADE NOTES.

The Travelers' Club, London, Ont., opened their new building last Friday night with an old-fashioned house warming.

The retail grocers of London, Ont., began their Wednesday half holiday on Wednesday afternoon, June 1st. The annual excursion of the Retail Grocers' Association of that city takes place on June 15 to Detroit.

TO THE ONLOOKER.

The Grocer recently received a communication signed "The Onlooker" which if published would make interesting reading, but for some reason or other he has neglected to sign his name. That prevents, of course, the publication of the communication which refers to the recent Ontario Wholesale Grocers' Exchange convention.

If correspondents would always send their names—not necessarily for publication but as a matter of good faith—it would insure recognition of their communications and their names would as well be held absolutely confidential if so requested.

OPPORTUNITY

IS KNOCKING AT YOUR DOOR!

The chance of your lifetime is now offering to place your goods on the booming Western market; there is money here to spend on just the goods you manufacture. Take time by the forelock and let us handle your wares for you on a reasonable commission basis. We will give you sound advice as to trade conditions, demands and opportunities, and you'll find our service conscientious and thorough.

Our large track warehouses at the leading strategic business points offer unequalled facilities for shipping and storage.

Write us to-day, advising fully what you have to sell!

NICHOLSON & BAIN

WHOLESALE COMMISSION MERCHANTS AND BROKERS

WINNIPEG REGINA EDMONTON CALGARY FT. WILLIAM

Storage for all classes of merchandise. Cars distributed from Calgary, Winnipeg, Regina, Edmonton and Ft. William.

HONESTY!

No reputation is so valuable to manufacturer or retailer as that of making or handling HONEST GOODS---goods of guaranteed purity, unimpeachable quality, and highly skilled manufacture.

"E.D.S." BRAND

Jams, Jellies, Grape Juice and Catsup

bear the hall-mark stamp of honesty. The Department of Inland Revenue has certified them to be 100% PURE. Send for Government Bulletin 194 and be convinced that no line you can handle will so add to your reputation as "E.D.S." Brand. See that your shelves are liberally stocked with these satisfaction-givers.

You can recommend them to your best customers with every confidence.

Made by **E. D. SMITH** at his own Fruit Farms

WINONA, ONT.

AGENTS—N. A. Hill, 25 Front St. E., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibbs, Hamilton.

STILL

EASIFIRST!

OUR

SHORTENING

IS A WINNER

AND A MONEY-MAKER

FOR YOU

ORDER TO-DAY.

GUNNS LIMITED PORK AND BEEF PACKERS TORONTO

CHEESE

New cheese are now in. We can ship promptly either large or twins.

We have a few only of last year's cheese. They are now in prime condition and sure to give satisfaction.

F.W. Fearman Co.

LIMITED

Hamilton

THE MILK

Everywhere acknowledged to be

Richest and Best

Reindeer Condensed Milk

The dealer wins customers by selling reliable goods that give satisfaction.

The Truro Condensed Milk Co., Limited, Truro, N.S.

MILD CURED

Breakfast Bacon Skinned Backs and Hams

Finest Quality. Made from Selected Hogs. Made under Government Inspection.

The WM. RYAN CO.

LIMITED

PACKING HOUSE:

FERGUS, - - ONT.

HEAD OFFICE:

70 and 72 Front St. East, TORONTO

Heavy Production of Butter and Eggs Just Now

Market is Generally Easier as a Result and Some Express the Opinion That Bottom Price Has Not Yet Been Reached—Provision Market is Quiet and Trade is Hardly Up To Normal—New Cheese Coming in, But Demand is Stilll For Old Make—Poultry Market Brighter.

Throughout the country the production of butter has greatly increased of late and as a result prices have slumped more or less. In some places it is believed the bottom price has not yet been reached, but it is not anticipated that any future decline will be of unusual extent. While the production is large at present, it must be remembered that the demand this year is greater than ever and authorities have expressed the idea that importations will be larger than heretofore. The export of cream to the United States is another factor that must be considered.

The production of eggs has been maintained at a top figure and prices are easier. Produce men agree that the amount stored away this Spring has been much greater than in former years. The trade is about finished storing now.

There has not been much change in the provision market. If the supply is not unusually heavy the demand is not exceeding it and the market is nothing more than normal at present.

In regard to poultry, prospects are brighter. Broilers are more plentiful and their season is just beginning.

The new make of cheese is securing a footing on the market. There was an easier feeling on export goods early in the week. The English home make is coming in and New Zealand stock is also competing with the Canadian article. Among the trade the demand is for the old cheese although there is some demand for the new make. It is hardly sufficiently matured yet to receive much demand.

MONTREAL.

Provisions—There is little change in the situation beyond the country orders, which are on the increase in spite of the bad weather of late. Prices are steady at last week's quotations.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16⅝
Cases, tins, eaoh 10 lbs., per lb	0 16¾
" " " 5 " "	0 16¾
" " " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb	0 17
Pails, tin, 20 lbs. gross, per lb	0 17¼
Tubs, 50 lbs. net, per lb	0 16½
Tierces, 375 lbs., per lb	0 16½
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 12⅝
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12⅝
" 5 " " " "	0 12⅝
" 3 " " " "	0 13
Pails, wood, 20 lbs. net, per lb	0 11¾
Pails, tin, 20 lbs. gross, per lb	0 12¼
Tubs, 50 lbs. net, per lb	0 12⅜
Tierces, 375 lbs., per lb	0 12½
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	31 00
Bean pork	27 00
Canada short cut back pork, bbl. 45-55 pieces	30 50
Clear fat backs	33 00
Heavy flank pork, bbl.	20 50
Plate beef, 100 lb bbls	8 75
" 200 "	17 00
" 300 "	25 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 16½
Long clear bacon, heavy, lb	0 16
Long clear bacon, light, lb	0 16½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 16
Large sizes, 18 to 25 lbs., per lb	0 17½
Medium sizes, 13 to 18 lbs., per lb	0 18½
Extra small sizes, 10 to 13 lbs., per lb	0 19½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 19
" " " small, 9 to 12 lbs., per lb	0 19½
Breakfast bacon, English, boneless, per lb	0 19½
Windsor bacon, skinned, backs, per lb	0 20
Spiced roll bacon, boneless, short, per lb	0 16
Hogs, live, per cwt	10 00 10 25
" dressed, per cwt	14 50

Butter—Owing to the large influx of new make the market has dropped off slightly. New milk creamery is still fairly firm at 24½-25, however.

Rimouski and Temiscouata stock is commencing to arrive, and still lower prices are looked for.

With regard to cream exportation it is worthy of note that as a direct outcome of the United States trade, Cowansville board has lost its pre-eminence in local circles. Receipts for the week are 14,-682 packages as against 9,293 packages 1909. For the season they are 41,414 packages as against 32,264 same season last year, both figures showing decided gains.

New milk creamery	0 24½ 0 25
Dairy, tubs, lb	0 22
Fresh dairy rolls	0 22

Eggs—Egg prices are still on the down grade, No. 1 now being quoted at 20½c while selects are bringing 22½c.

Dealers say that some new method of dealing with this trade is a necessity, and already are at work on a scheme based upon farmers working co-operatively.

Receipts for the week are 12,022 cases as against 10,293 cases same week last year. For the season they are 52,503 cases as against 51,535 cases same season 1909.

Selects	0 22½
No. 1	0 20½

Cheese—Cheese prices are down over 1c. This is probably due to the slack demand in England on account of the large influx of New Zealand make. Values are lower this year than for the past few years. It is expected that we will strike the flush much sooner than usual this seasonf

Receipts for the week are 45,679 boxes as against 37,154 boxes same week last year. For the season they are 101,808 boxes as against 93,982 boxes same season 1909.

Quebec, large	0 11¼ 0 11⅝
Western, large	0 11¼ 0 11⅝
" twins	0 12½
" small, 20 lbs	0 12
Old cheese, large	0 1

Maple Products—There is a still increasing shortage of supplies of high high grade syrups and sugars and ready sales are found for the few small lots available. Prices are firm at last week's quotations.

Compound maple syrup, per lb	0 04½ 0 05
Pure townships sugar, per lb	0 10 0 11
Pure syrup, 8½ lb. tin	0 70
" " 10½ lb. tin	0 85

Honey—Sales of comb honey are improving, though the increase is not sufficient to affect the market. Prices are steady and will probably be unchanged until the new crop begins to come in.

White clover comb honey (nominal prices)	0 15 0 17
Buckwheat, extracted	0 08½ 0 09
Clover, strained, bulk, 30 lb. tins	0 11 0 11½
Buckwheat comb	0 12½ 0 13

TORONTO.

Provisions—The market has been uneventful in this line. On account of the scarcity of the raw material there is a tone of firmness to the entire list. Receipts have been only fairly large. There have been light stocks in some lines but the market has not been materially changed.

Long clear bacon, per lb	0 15 0 15½
Smoked breakfast bacon, per lb	0 19 0 19½
Pickled shoulder	0 11½
Roll bacon, per lb	0 15½ 0 16
Light hams, per lb	0 18 0 18½
Medium hams, per lb	0 18
Large hams, per lb	0 17 0 17½
Cooked hams	0 26
Fresh shoulder hams	0 13
Shoulder butts	0 17
Backs, plain, per lb	0 20 0 21½
" pea meal	0 21 0 22
Heavy mess pork, per bbl	28 00 29 00
Short cut, per bbl	30 00 31 00
Lard, tierces, per lb	0 15½ 0 16½
" tubs "	0 16 0 16½
" pails "	0 16½ 0 16½
" compounds, per lb	0 12 0 14½
Live hogs, at country points	9 25 9 40
Live hogs, local	9 60 9 70
Dressed hogs	12 25 13 00

Butter—Receipts are large, but there has been no appreciable change in prices. Production is heavy since the cattle were turned out into the fields. Some speak of the market as being only fair but the general impression is that trade is encouraging. A prominent local wholesaler expressed the opinion that butter would likely remain stationary for a time.

	Per lb.
Fresh creamery print	0 23 0 23½
Farmers' separator butter	0 20 0 21
Dairy prints, choice	0 18 0 19
Large rolls	0 18 0 20
No. 1 tubs or boxes	0 13 0 18½
No. 2 tubs or boxes	0 16 0 17

Cheese—New cheese is coming in now in fairly large quantities. The season, however, has just opened and the stock has not begun to mature. Demand is good for old cheese. The market is only normal. Quotations are:

The prices reported from country boards vary from 10⅝ to 10¾.

Old cheese—		White	0 14
Large	0 12¾	New cheese—	
Twins	0 13	Large	0 11¾
Stiltons	0 15	Twins	0 12

Eggs—There has been practically no change in the egg market during the week. The shipments have been heavy and the prevailing condition has been largely due to the large stocks that have

been received. The prices are quoted as follows:

Fresh eggs, doz.	0 21
Second grade, doz.	0 19
Chips, doz.	0 16

Poultry—Broilers are coming in more plentifully and the result has been increased business in that line. It is felt that receipts will be larger in a short time and prices will become easier.

Spring broilers, dressed	0 40	0 45
Hens, per lb. dressed	....	0 18
Turkeys, per lb., large	0 17	0 18

Honey—The market is dull. There are practically no offerings and present conditions will likely prevail until the arrival of new stock.

Clover honey, extracted, 60 lb. cans	0 10½	0 11
" " " 10 lb pails	0 11	0 12
" " " 5 lb. pails	0 11½	0 12
" " comb, per dozen	....	2 25
Buckwheat honey, lb.	....	0 07

—

WINNIPEG.

Butter—All butters have dropped, much to the relief of all concerned. The event was caused by an influx in the quantity of cream production and grass butter is on the market for the rest of the season. What the future will be is uncertain, but low prices are not expected at any time. Best grade creamery is 26 cents. No. 1 dairy is strong at 25 cents and No. 2 is quoted from 17 to 19 cents. The trade has greatly improved this week, and it is exident that a great percentage of the public have been going light on this commodity.

Eggs—A firmer market prevails for all Manitoba fresh eggs. The price of 21 cents, which is quoted to-day may be advanced if the extensive pickling operations continue much longer. The supply from all parts of the province is good and liberal prices are being offered in the attempt to pickle a large quantity for next winter. No Manitoba eggs will be shipped until the preserving houses are satisfied, then, western shipping will be vigorously resumed, it is expected.

Cheese—It is too early yet for Manitoba cheese and none will be marketed for at least a month. Ontario cheese, the only product here, is jobbing at 13 cents to-day, and as the Ontario stuff diminishes firmer prices may be expected. As soon as local production commences, of course a lower market will prevail. The Manitoba product is not so popular as the Ontario, which is always in demand and two prices will undoubtedly prevail during the summer.

Lard—United States producers are anxious to land trade in the west and the competition which they have worked up with Canadian producers has weakened the market just now. We quote the following reduced prices.

Pure, 20-lb. pails	3 60
" 3-lb. tins, 60-lb. cases	11 00
" 10-lb. tins, 60-lb. cases	10 50
Compound, 20-lb. pails, per pail	2 85
" 5-lb. tins, 60-lb. cases	8 80

MAPLE SYRUP!

Small's Maple Leaf Brand
is the Standard the world over.
CANADA MAPLE EXCHANGE
Montreal

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

52 Highest Awards In Europe and America
WALTER BAKER & CO.'S
CHOCOLATE & COCOA

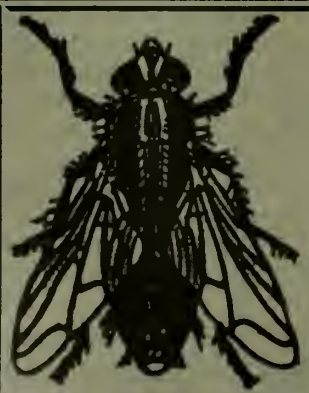
Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

CARTER'S
EXTRA CONCENTRATED
LEMON SYRUP
"BIG WHEEL" LEMONADE.
CRYSTALS OR POWDER.

H. W. CARTER & CO., LTD., The Old Refinery, BRISTOL, ENG.



WILSON'S FLY PADS

PAY RETAIL GROCERS A LARGER PROFIT THAN ANY OTHER WELL ADVERTISED ARTICLE.

Protection

NO ALUM

Science has taught us to have a care over what we eat; and in some countries laws have been passed to protect the thoughtless from injurious food ingredients. Your customers are wiser to-day than they were yesterday, and are realizing the injurious effects of alum in baking powder. Can you afford to ignore the demand of the public for pure food?

MAGIC BAKING POWDER

CONTAINS NO ALUM.

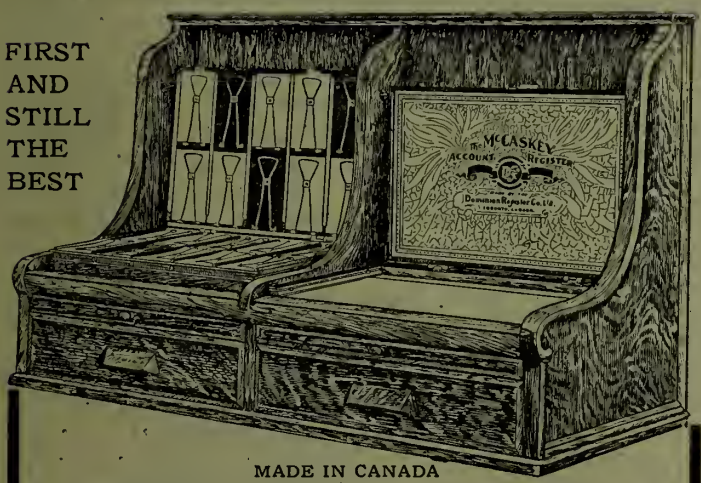
MAGIC is a medium-priced baking powder and the only well-known one made in Canada that does NOT contain Alum.

E. W. Gillett Co. Ltd.

Toronto, Ont.

Winnipeg Montreal

FIRST AND STILL THE BEST



MADE IN CANADA

THE McCASKEY

CREDIT REGISTER SYSTEM
DOES THESE THINGS:

It eliminates book-keeping. (Copying and posting from one book to another).
It prevents forgotten charges
It prevents disputes with customers over their accounts.
It is an automatic collector.
It is an automatic credit limit.
It proves your loss and helps collect your insurance, if your store burns.
It draws new trade.
Can you afford to be without it?

DOMINION REGISTER CO., Limited
Successor to the McCaskey Register Co. in Canada
96-104 Spadina Avenue - TORONTO, Can.

CLARK'S MEATS
A Summer Necessity

I have advertised and am now advertising the advantages of CLARK'S MEATS for use in the summer, as they save cooking, are always ready and cost less than butcher's meat.

This means an increased demand for CLARK'S MEATS.

How is your supply?

Wm. Clark - Montreal

Manufacturer of high-grade
—Food Specialties—

Maple Syrup—It is reported that supplies are all in from the production source. Wholesalers have considerable stocks on hand, but it is reasonably believed that there will be shortage before the season is over and higher prices will naturally prevail. The following quotations hold to-day.

24 quarts, per case	8 50
12½ gallons, per case	7 85
6 gallons, per case	7 25

Honey—The trade has kept up well and better prices are ruling. This is simply one line of goods in many that are being handled in large quantities.

The 12 oz. stuff is peculiarly popular and it is up to $2.15. The other sizes may rise in comparison shortly, but nothing higher can be quoted this week.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	2 15
" 60-lb. tins, per lb	0 15

How Losses Accrue Handling Light Weight Butter

One Grocer Shows a Leak of $195 in One Year—Blame Attached to the Producer, Whose Name Should be Printed on the Wrapper—Amount of Short-weight Butter Confiscated in one City in 1909.

"Those grocers in country town who are buying butter by the roll or case from the farmers and selling by the pound are most of them losing money," remarked a Canadian grocer the other day.

"The fact is," he added, "merchants do not give sufficient attention to buying goods which they sell by weight; if they did many of them would check losses which now amount to $200 or $300 per year.

"I do not think it is fair to consumers to have them pay 35 cents for a pound of butter when they only receive 14 ounces. It means that in every eight pounds a family uses it loses 35 cents.

"Many of our customers have scales and, I venture to say, they use them to purchase in the most economical and careful place. Should a customer discover that she is being cheated, intentionally or unintentionally by the merchant, out of 2 ounces in a pound of butter the probability is that she will not give that merchant another order.

"I have no doubt that many grocers lose customers in this manner who spent from $300 to $400 dollars every year in their stores. This is caused because the merchants bought butter that was underweight from the farmers.

Figures Loss of $195.

"Supposing for instance that I bought on an average 200 lbs. of butter every week for my trade. If 100 lbs. of that were short by 2 oz. to each pound I would be paying out $3.75 more than I should, buying at 30 cents per lb. In a year that amounts to 52 times $3.75 or about $195. If I make sure to treat my customers squarely and give them 16 oz. to the pound I lose $195 in a year —a fair sized leak isn't it?"

This merchant has done some hard thinking along these lines and now he weighs every pound of butter that comes into his hands from farmer or factory. None question his right and he only pays for what he gets. There is no complaint he claims, and in fact he has found farmers and their wives more careful themselves in making up their prints when they discovered that he was strict about his purchasing.

Nevertheless he does not trust to luck —everything is still weighed out of the basket or case systematically and paid for on a weight basis.

Large Quantity Confiscated.

In one large Canadian city last year the official inspector seized 2,649 pounds of butter which was underweight. This was all confiscated and given to charitable institutions and meant a loss to the trade in money value of some $7,000 or $8,000.

It is safe to say that not one-fifth of the total light weight butter was seized.

The authorities are up against a big proposition when they begin to trace such a fraud to its source. It is difficult to locate the farmer who sold the light weight butter to the village or town merchant who in turn passed it along to his customers or to wholesale houses who sold to retailers and through them to consumers in large cities.

A correspondent suggests that the name of the producer should be placed on the wrapper of every roll. In this way, he maintains, the practice of making light weight butter would be eliminated, as no person would care to have his name published as a maker of an article short of the standard weight.

Have Trouble With Inspectors.

Other grocers complain of inspectors weighing butter in their stores. If found short they do not hesitate to make the information known to any customers who happen to be on hand. They claim this to be unfair as the fault does not lie with them.

If this is general it is a matter for investigation; nevertheless merchants should weigh their butter when they get it and pay for what they receive and nothing more.

This is the only way to play safe, and the scientific grocer of to-day wants to play safely every time.

SPECULATORS IN EGGS.

New York speculators in eggs, says the N. Y. Journal of Commerce, who a few weeks ago were said to be going out of the cold storage business, have evidently had a change of mind, as the warehouse reports from 28 of the 32 big plants show 1,119,000 cases of eggs laid away for next fall and winter. This is twice as many as they held last year at this time. Each case holds thirty dozen so that a pretty big supply is assured. The speculators are looking for still higher prices next winter, and calculate to get rid of their stock at a handsome profit when strictly fresh eggs are selling at retail for 5 cents apiece. They may be disappointed at that, as they were at the finish of the recent season. Many housekeepers are now "putting down" eggs on their own account, using liquid glass as the preservative, and that fact will lessen the demand for the speculators' output.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

L. H. Packard & Co., Montreal, shipped a large lot of polish to Australia recently.

James Epps & Co., Ltd., cocoa and chocolate manufacturers, London, Eng., are now placing on the Canadian market their milk, vanilla and assorted chocolates which are enjoying such a large and extensive sale in the Old Country.

The new wholesale tea house of Cox & Graham in Halifax is already doing a good trade. Their brand "Tip-top" promises to become well known to the grocers of the Maritime provinces and eventually to Quebec and Ontario. It will be put up in the regular packages at 30c and upward. Mr. Graham is an experienced blender and salesman as well, while Mr. Cox has had 17 year's experience as a salesman.

Geo. Baker, a Midland, Ont., grocer, was drowned on Monday.

Dyer & Son, general merchants, in Sutton, Que., since 1834, are going out of business.

The Campbell-Wilson Co., wholesale grocers, Winnipeg, will open a branch at Saskatoon, Sask., about July 1st.

Thos. Gee, grocer, Gerrard Street East, Toronto, has assigned to Osler Wade. A meeting of the creditors will be held in the office of the assignee on June 6.

"ROYAL"

MONEY-MAKERS FOR THE RETAIL STORE

A complete self-contained Roaster with electric motor.
Capacity 10 to 15 lbs.
Will roast 100 lbs. of coffee at a cost of only 10c. for gas and 8 cents for electricity.
Can be operated by any clerk in the store.
No complicated parts to get out of order.

No. 1 "ROYAL" Coffee Roaster

OTTAWA, Canada, 11-5-09.

THE A. J. DEER CO.

GENTLEMEN:

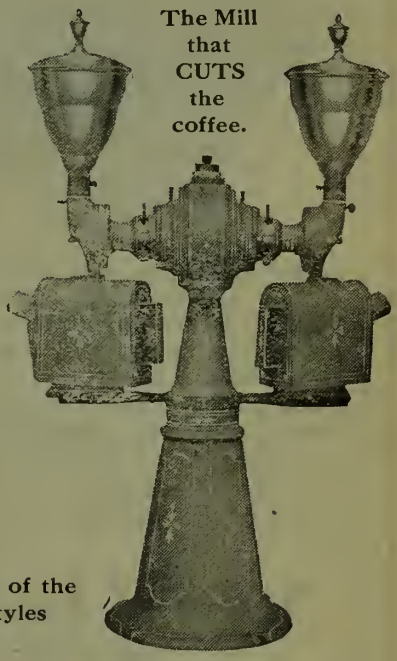
In reply to your letter of Nov. 1st we find our Coffee Roaster a huge success, as our coffee sales are increasing every day.

Yours respectfully,
(Signed) BATE & CO.

A FINE WINDOW ATTRACTION!

Equipped with our patented steel knives which cut the coffee, thus producing a practically uniform granulation.

The Mill that CUTS the coffee.



One of the 72 styles

NORTH ADAMS, Mass., 5-11-10

THE A. J. DEER CO.

GENTLEMEN:

Enclosed find cheque for Coffee Mill. I have found it to be the best fixture I've ever installed. It works to perfection, and for appearance is a beauty. No vibration to speak of and not near the noise of a hand mill. IT IS A TRADE WINNER.

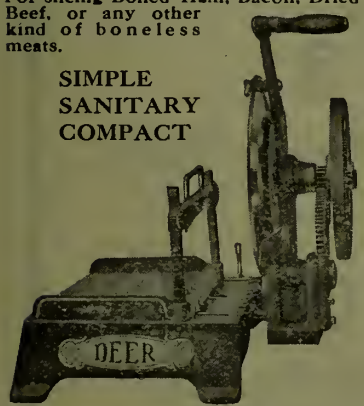
Yours truly,
(Signed) STANDARD MERC. CO.

"ROYAL" Machines Fully Guaranteed—Sold on Monthly Payments

"DEER" Meat Slicer

For slicing Boiled Ham, Bacon, Dried Beef, or any other kind of boneless meats.

SIMPLE
SANITARY
COMPACT



Also equipped with extra meat tables.

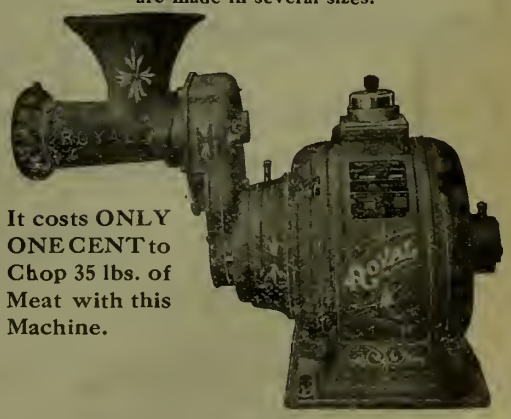
WE PAY THE FREIGHT AND DUTY

Write for free catalog of whichever machine interests you.

DO IT TO-DAY.

For your meat department!
They mean larger profits for you.

"ROYAL" Choppers
are made in several sizes.



It costs ONLY ONE CENT to Chop 35 lbs. of Meat with this Machine.

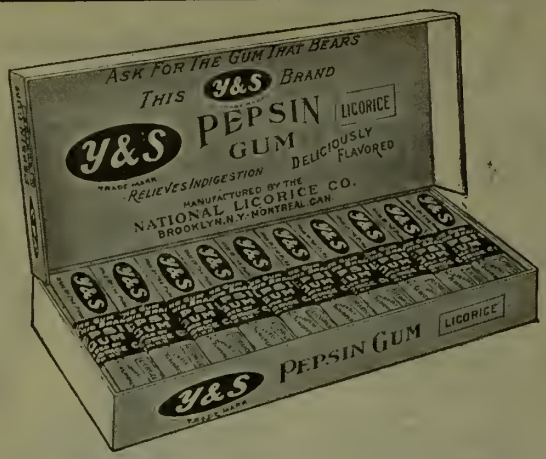
The "ROYAL"

We also have a DOUBLE CUTTER ATTACHMENT (enabling you to cut your meat twice by feeding it but once), a PULLEY ATTACHMENT with which you can operate other machinery, a GRINDSTONE ATTACHMENT to sharpen your tools, and a GREEN BONE GRINDER that will enable you to sell your bones for chicken feed at from 3c. to 5c. per pound. Any of these can be quickly attached to the "ROYAL" Chopper—they are money-making features and business-getters.

WE WANT TO HELP YOU INCREASE YOUR BUSINESS. WRITE US TO-DAY

THE A. J. DEER COMPANY, 1219 West St., Hornell, N.Y., U.S.A.

Canadian Branches: Montreal, Toronto, Winnipeg, Calgary, Vancouver



Make a note of the brand—Y & S—on our Pepsin Gum. This brand—Y & S—has been used by us and our antecedents for forty years on the best known stick licorice in the United States and Canada. It means just as high quality when used on our chewing gum. Four flavors: Licorice, Peppermint, Wintergreen and Spearmint. Each piece wrapped singly, 5 pieces to package, 20 packages to box. Order a trial box, assorted, if required, from your jobber.

National Licorice Co.

MONTREAL

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING
AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended:

Digestive	The Premier Biscuit of the World.
Rich Tea	An Ideal Tea Biscuit.
Abernethy	The Scottish Favorite.
Breakfast	Finely Flavored, Exceptionally Light.
RichMixed	An assortment of Fine, Old ashioned Biscuits.
Osborne	A Homely, Substantial Biscuit of the Highest Class.

AGENTS for Manitoba, Saskatchewan and Alberta:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

O.K. SODAS

40 to 44 to the Pound!

Elegant, crisp sodas, uniform in quality and just what your customers will appreciate.

Are you selling this profitable line?

The Canadian Biscuit Company

LA PERADE, QUE.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE JOHN P. MOTT & CO. HALIFAX, N.S.

MOTT'S No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jas. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

The Expected Has Happened in Flour Markets

Prices Broke This Week Before a Decline of 20 Cents—Total Decrease of 40 Cents During Past Month — The Break Was Anticipated in Last Week's Grocer—Trade Has Become Dull —Cereal Markets Still Healthy.

Flour broke again on Tuesday, the decline being general, amounting to 20 cents a barrel. With export trade practically at a standstill, and nothing doing in in general, it was not more than was expected.

Wheat dropped recently on Chicago markets five cents a bushel and the late decline in flour is easily understood. Large supplies overlapping the demand along with the improved outlook for the new crop explain the situation. The farmers in the Northwest with some 20,000,000 to 25,000,000 bushels in their elevators realized the folly of holding out for better prices with the market ready to go down.

The amount of wheat in sight on May 23rd in the United States and Canada was 33,334,000 bushels and the total visible supply was 82,374,000 bushels.

MONTREAL.

Flour—Flour declined here on Tuesday 20 cents. This was not unexpected as the market has been growing weaker due to abundant supplies and a comparatively slow demand. Buying is in small lots and sales are not frequent.

Winter wheat patents, bbl	5 25
Straight rollers, bb	5 00
Extra, bbl	4 60
Manitoba spring wheat patents, bbl	5 40
" strong bakers, bbl	4 90

Oatmeal—Oatmeal is dull, except for export, which has improved during the past week, and has enabled dealers to unload to a certain extent. Prices are steady.

Fine oatmeal, bags	2 20
Standard oatmeal, bags	2 20
Granulated " "	2 20
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 65
Rolled oats, bags	2 00
" barrels	4 25

TORONTO.

Flour—With the market during the past month so listless that trade was gradually going to pieces, prices dropped on Tuesday 20 cents, a second reduction of that amount since May 1st. The decline was nothing more than had been expected and even predicted. Trade in the raw material has been at a low ebb and the drop followed as an almost natural consequence. In the last issue of The Grocer it will be recollected that the flour page was headed, "Flour Market Tottering—Prices Ready to Drop." The decline it is hoped will put a little ginger into trade but one authority stated that he did not expect to see much difference. Following the break, there was a general strengthening reported on all the markets and a slightly firmer tone was noticed, but nothing material was reported. Prices quoted herewith are the standard which prevail here.

Manitoba Wheat.		
1st Patent	5 30	5 40
2nd Patent	4 80	4 90
Strong bakers	4 60	4 70
Feed flour		3 15
Winter Wheat.		
Straight roller		4 80
Patents		5 20
Blended		4 80

Cereals—It may still be said of the market that demand is maintained at an encouraging stage. Mills are still busy as a result of the steady demand.

Rolled oats, small lots, 90 lb. sacks	2 00
" " 25 bags to car lots	1 90
Rolled wheat, small lots, 100 lb. bris	3 00
" " 25 bris. to car lots	2 90
Standard and granulated oatmeal, 98 lb. sacks	2 20

ADVICE TO CANADIAN SHIPPERS.

Given by Visitor From the West Indies —Frauds in Flour Claimed.

St. John, N.B., June 2.—E. S. Baker, of Montreal, who for the past twenty months has been stationed in the West Indies as general manager of an insurance company, passed through the city last week on this way from the islands to Montreal. Speaking of trade conditions, he said that Canada has not worked up any trade at all compared to that which she would enjoy if intelligence and push such as the opportunities warrant were expended by Canadian shippers.

There is a great market there he said for Canadian flour and butter. The flour sold there now as Canadian is a complete fraud, he claims. It is a yellowish brown in color and is a much cheaper and dirtier product than the standard brands manufactured in the Dominion. Most of it is shipped from New York. In order to get flour such as he was accustomed to use, Mr. Baker said he had to send an order direct to Halifax.

"There is one thing you can tell Canadian shippers interested in the West Indies, which would be greatly to their benefit. I have noticed that the representatives of Canadian firms who tour the islands make their trips very hurried ones. If these firms want to do anything worth while they must send their men for longer periods than the majority are assigning them at present. A traveler who goes around merely with the boat, and limits his stay at most points according to her schedule, has no proper opportunity of displaying his samples and becoming acquainted. He must go for longer periods. The English firms think the business of such importance that they would not limit a representative's time to less than five or six months, and a year is none too much."

The Favorite Family

CRACKER BISCUIT

and the one whose leading feature is a fresh and crisp condition, is

MOONEY'S "PERFECTION" Cream Soda

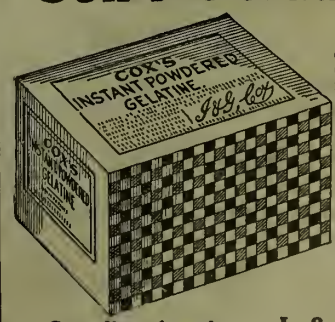
It is perfectly wholesome and unusually appetising, and will do much to strengthen your hold on the family trade.

It leaves a good profit for the retailer.

Order to-day.

The MOONEY BISCUIT & CANDY CO., LTD. Stratford, Can.

Cox's Gelatine



COX'S GELATINE is a STEADY SELLER; therefore should always be in your STORE

PURITY GUARANTEED BY THE MAKERS

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co. "
A. P. Tippet & Co., "

J. & G. Cox, Ltd
Gorgie Mills, EDINBURGH

Avoid that Needless Loss

Modernize your method of handling credit customers. Adopt the plan that has proved itself successful all over America.

Allison **COUPON BOOKS**

systematize credit accounts, simplify collections, please the customer and eliminate arguments They cost but little and pay for themselves many times over.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.
Manufactured by
ALLISON COUPON CO., Indianapolis, Ind.

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IS FULL CREAMED CANADIAN MILK IN POWDER FORM

MILKSTOCK

IS FINEST SEPARATED MILK IN POWDER FORM

These products are made by the latest and most up-to-date process at our own plant in Oxford County, are free from chemicals, preservatives or adulerations, and are the most convenient form in which milk can be got. For sale by all wholesalers. For further particulars apply to the

Sole Manufacturers

Canadian Milk Products, Limited

MAIL BUILDING, TORONTO

The New Flavor

MAPLEINE

Better Than Maple

The Crescent Mfg. Co.
Seattle, Wash.

Order from your jobber, or

Frederick E. Robson & Co.
26 Front St. E., TORONTO

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WHOLESALE
Grocery Broker
141 BANNATYNE AVENUE
WINNIPEG
COVERING
MANITOBA and SASKATCHEWAN
CORRESPONDENCE SOLICITED

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

- Cultivation and Preparation.
- Commercial Classification and Description.
- Adulteration and Detection.
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This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

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Manufactured at
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CAR LOTS OR LESS. Prompt shipmen is Write us for prices. Phone order our expense

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TORONTO, ONT. GEO. J. CLIFF, MANAGER

ROLLED OATS

FLAKED WHEAT and OATMEALS
Bags or Barrels. Car or Broken Lots.
WRITE FOR QUOTATIONS.
Prompt attention to all orders.
J. W. EWEN, - Uxbridge, Ont.

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance

WRITE TO
P. POULIN & CO.
39 Bonsecours Market, - Montreal
WE SELL FEATHERS TOO

SUCHARD'S COCOA

This is the season to push SUCHARD'S CO-COA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

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Manufacturers' Agent
P.O. Box 1812 WINNIPEG, MAN.

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898 St. Lawrence St. MONTREAL
Makers of High Class Gums at Popular Prices. Write for Samples and Quotations.
We make special brands to order.

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is

The Irish Grocer, Drug, Provision and General Trades' Journal.

10, Garfield Chambers, Belfast, Ireland

Have you heard the "back to bread" cry?

Of course, Brother Grocer, the food fads are merely straws indicating the way of the wind.

Displaying the anxiety of a wiser public towards NUTRITION in foodstuffs, the fear of the dire vengeance of an offended, overworked stomach.

Daily more and still more people are finding out that good WHITE BREAD in its infinite varieties is the real, genuine "staff of life," the cheapest, most sustaining item on the bill of fare. And more and more people are getting "flourwise" to the distinctive advantages of FIVE ROSES.

For, you see, FIVE ROSES flour makes better bread best.

Thus does FIVE ROSES make your profit limitless—by raising the limit on your sales.

For the Manitoba strength that is in it increases the food value of the oven consequences.

Then the flavor inimitable and the eating qualities multiply the bread consumption—since when we relish it, we eat two pieces where only one was eaten before.

Aren't you keenly anxious to collar YOUR share of the Bread Revival?

Aren't you going to teach YOUR trade the value of good bread?

By selling FIVE ROSES, Brother Grocer.

Don't you want to find out for yourself the real reasons why FIVE ROSES commands the largest sale in Canada?

Think what it might mean to you, to your goodwill, to your cash register.

Then, Brother Grocer, don't YOU need the money more than the "other fellow"?

LAKE OF THE WOODS MILLING CO., LIMITED
MONTREAL

STRAWBERRIES

Canadian Berries will not be on the market in any quantity until week after next. Are receiving car fresh stock every day.
Send in your order.

PINEAPPLES

are now in good supply, demand is very heavy, prices are now at their lowest.

Advise ordering **Navel, Medit. Sweets, Sorrento and Mexican Oranges, Tomatoes, Cabbage, New Potatoes, etc.**

McWILLIAM
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25-27 CHURCH ST. - TORONTO
Carload Importers

SUPERIORITY

Each and every season shows more and more the sterlingness of the quality and pack of

"St. Nicholas"
and
"Home Guard"
LEMONS

BUY THEM

J. J. McCABE
AGENT
32 Church Street, Toronto.

New Fruits are Being Offered in Abundance

Prices are Generally Easier, Consumption is Heavy and Trade is Fairly Brisk—Pineapples Cheaper—First Arrivals of Apricots and Peaches—Good Business Reported in New Vegetables—Higher Prices Expected in Lemons.

In referring to these markets it may be pointed out that the production in almost every case in the list of vegetables and fruits is abundant. Reports from New York bear out this statement which in a large measure explains the easier prices that are prevailing. Texas onions, owing to heavy shipments are easier, and the same may be said of pineapples. The lowest auction price was reached a week ago when pines were sold in New York at from 95 cents to $1.50 a crate.

Apples, celery and grape fruit are about done. The heavy production of fruits is having a general effect one upon the other. As might be expected when there is a plentitude of any one line it is bound to affect some other. The abundance of pines, strawberries, etc., have made the trade in oranges rather quiet. There was a noticeable oversupply of strawberries during the early part of the week, although the supply of fancy grades was temporarily short. The quality of the surplus was not all it might have been.

As stated in a previous issue, the markets in some lines are likely to do an aeroplane stunt at any time. Reports seem to be a unit in regard to the present season being a successful one. The lemon quotations remain firm and, due to the shortened crop, prices are expected to be stronger before many weeks have passed. The lemonade season has not opened to its full extent yet and this will be another factor to be reckoned with.

MONTREAL.

Green Fruits.—Apples are going higher every day, particularly spies, which are now selling for $8 per bbl., and are scarce even at that price. Grape fruit are greatly in demand and as a result are bringing a higher price, $6 per box. Trade is good in all lines.

Apples—			Messinas	3 00	3 25
Ben Davis	6 00		Oranges—		
Russets	6 00		Floridas	3 00	
Spies, per bbl	8 00		California navels	4 00	4 25
Bananas crated, bunch	1 65	2 00	Porto Ricos		2 50
Cranberries, bbl.	11 00		Mexicans		2 25
Cocoanuts, bags	4 25		Sicily bitters, box	2 25	3 00
Grape fruit—			Jamaica, bbl	3 75	4 25
Florida, box	6 00		Valencias, large, per case	4 50	5 00
Grapes, Almeria, per keg	5 00	7 50	Pineapples—		
Limes, per box	1 25		Floridas, case	3 75	4 25
Lemons—			Strawberries—		
Sicily bitters, box	1 75	2 25	Florida, qt.	0 15	0 18

Vegetables.—Nearly all lines of fresh vegetables are easier and supplies are coming in freely. Cucumbers, cabbages and beans show this most clearly. Trade is slightly dull as well, which has had a depressing influence on the market. The call for tomatoes is good at present prices.

Asparagus, doz.	1 00	7 00	Lettuce—		
Beans, green, basket		3 25	Montreal, doz.	0 40	1 00
Beans, wax		3 50	Imported, box		2 00
Beets, bag	0 50	0 75	Mushrooms, lb.		0 75
Beets, new, doz.		1 25	Onions—		
Carrots, bag		0 75	Egyptian, lb.		0 02½
Carrots, new, doz		1 00	Red, per bag		1 75
Cabbage, bbl	1 50	2 00	Potatoes—		
Cabbage, new, ct	1 50	1 75	Montreal, bag	0 60	0 70
Celery—			Potatoes, new, per bbl	4 50	5 00
Florida, crate	2 75	3 50	Parsley, dozen		1 00
Celery, large, crt.	7 00	12 00	Parsnips, bag		0 75
Cauliflowers, doz.		6 50	Radishes, dozen bunches		0 15
Cauliflowers, per basket		4 50	Rhubarb, doz.	0 25	0 35
Cucumbers, bakt	1 75	2 00	Spinach, bbl	2 00	2 25
Garlic, per lb.		0 15	Tomatoes—		
Green Peppers, basket		0 75	Floridas, crate	2 50	3 50
			Cubans, crate	2 25	2 50
			Turnips, bag	0 50	0 75

Fish.—Gaspe salmon is arriving earlier than former years, and is in good supply. As a result prices are weakening daily. Mackerel are now coming from the lower provinces. Lobsters are scarce on account of the long close season. A few river sturgeon have found a strong market, which will undoubtedly last for a few week's to come. Supplies are good with a steady demand.

FRESH

Shad, 'Roe,' ea.		0 40	Brook trout		0 23
Shad, 'Buck,' ea.		0 25	Lake trout		0 10
Pike		0 07	Whitefish		0 12
Perch		0 05	Mullets		0 05
Steak cod		0 05	Haddock		0 05
B.C. salmon		0 16	Halibut		0 10
Gaspe salmon		0 20	Bullheads		0 10
Market cod		0 05	Carp		0 08
Sturgeon		0 09	Dore		0 10

FROZEN

Codfish	0 04	0 04	Mackerel		0 08
Dore, winter caught, per lb		0 08	Pike		0 06
Haddock		0 04	Salmon, B.C., red,		0 10
Halibut, per lb		0 10	Gaspe salmon, per lb		0 18
Herring, per 100		1 00	Smelts, 10 lb. boxes		0 07
Market cod		0 04	Whitefish, large, lb		0 09
Steak cod		0 05	Whitefish, small		0 07

SALTED AND PICKLED

Green cod, No. 1, bbl	6 00	6 50	Salmon, B.C., red, bbl		14 00
Labrador herring, bbl		5 00	" " pink, bbl		12 00
" " ½ bbl		2 85	" Labrador, bbl		18 00
Labrador sea trout, bbls		11 00	" " ½ bbls		9 00
Labrador sea trout, half bbls		6 00	" " trcs., 300 lb.		23 00
No. 1 mackerel, pail		2 00	Salt eels, per lb		0 07
" " ½ bbls		9 00	Salt sardines, 20 lb. pls		1 00
No. 1 pollock, bl		4 00	Scotch herring, bbl		6 50
			" " keg		1 00
			Holland herring, bbl		5 50
			" " keg		0 75

SMOKED

Bloaters, large, per box	1 00
Haddies	0 07
Herring, new smoked, per box	0 13
Kippered herring, per box	1 15

SHELL FISH

Shell oysters, bbl	9 00
Lobsters, live, per lb	0 15
Oysters, cholce, bulk, Imp. gal	1 40
" Selects, Imp. gal	1 60
" "Sealshipt," standards, per Imp. gal	1 75
" " seleot, per Imp. gal	2 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Shredded cod, per box	1 80
Skinless cod, 100 lb. case	5 50

TORONTO.

Green Fruits.—Holiday week witnessed a decline in the price of pineapples, a glut in the strawberry market, the arrival of the first peaches and the first

apricots. Strawberries which are now arriving from Maryland were received in an oversupply and some of them were of questionable quality. The holders hastened to unload and prices dropped to ten and even eight cents a box. Some claim that the holiday had something to do with the situation, but several dealers brought in large stocks, which did not improve matters. Prices are back to from 12 to 14 cents again with a lively demand.

Pineapples have been received in New York from Porto Rico in greater quantities than ever before, and while the shipments are heavy, the price which was previously rather high has been seeking its natural level. Oranges are slower than usual with the market affected by the abundance of other fruits. Lemons are steady and are expected to be firmer.

Apples are to all purposes done for the present season. Grape fruit has almost reached the same stage. New peaches and apricots have been received from the Pacific coast states. Cherries are in fairly good demand.

Pineapples (18's) are really worth about three dollars.

Apricots, crate.	3 50		Oranges—		
Northern Spies, a barrel.....	3 50	5 00	California navels Large.....	3 00	3 50
Bananas.....	1 50	1 75	Small.....	3 75	4 25
Cherries, California, box...	2 50	2 75	Mexican.....	2 50	2 75
Cocoanuts, sack	4 50		Valencia.....	4 50	5 00
Grane Fruit—			Peaches, new, ct	2 50	
Florida.....	3 75	4 75	Pineapples, case	2 25	2 50
Lemons, Sicily.	2 75	3 50	Strawberries— Maryland, box..	0 13	0 15

Vegetables.—Trade continues steady in green vegetables. Prices are generally much easier and there is scarcely any bottom to the market. A price offered to-day may be unchanged to-morrow or it may be higher or lower. The supply is ample. Celery is practically off the market, the last source of supply seemingly being exhausted. Dealers report that the demand has spread among the

ANNOUNCEMENT

We are pleased to inform the trade that we will again be Sole Toronto Agents for

The California Fruit Distributors

Embracing in their organization the following well known shippers of Deciduous Fruits.

Earl Fruit Co.	Producers Fruit Co.	Frank H. Buck Co.
A. Block Fruit Co.	W. J. Wilson & Son.	Geo. H. Anderson
Penryn Fruit Co.	Pioneer Fruit Co.	Schnabel Bros. Co.
Vacaville Fruit Co.	Pinkham & McKevitt.	Silva Bergtholdt Co.
Geo. D. Kellogg & Son.	Newcastle Fruit Co.	

Last year we handled exactly 50 cars of their fruit. **Peaches, Plums, Apricots, Pears, Cherries and Grapes.**

100 Cars will be our goal this year.

We are therefore in the very best position to cater to your wants. Cars will begin to arrive about June 10th.

WHITE & CO., LTD.

The Fancy Fruit House, - - TORONTO

Branch at HAMILTON.

FANCY

RIPE { PINEAPPLES / FLORIDA TOMATOES / BANANAS

FRESH { LETTUCE / RADISH / RHUBARB / GREEN ONIONS

Finest Oranges and Lemons

HUGH WALKER & SON

Established 1861) GUELPH, ONTARIO

Buster Brown

THE BRAND OF SICILY'S FINEST LEMONS

The Brand of Quality **The Brand of Value**

Be sure to mention the name when ordering from your wholesaler.

FOLLINA BROS., PACKERS W. B. STRINGER, SALES AGENT

people of ordinary means, the new prices permitting general consumption.

Asparagus, per dozen	0 90	1 00	Egyptian, sack	2 50	2 75
Beets, hamper		1 75	Parsnips, bag	0 75	0 80
Beans, green per bamper		2 50	Potatoes, bag	0 45	0 55
Beans, wax, per hamper		2 50	Potatoes, new, bushel		1 75
Cabbage, case		2 00	Bermuda, new, per barrel	5 50	6 00
Carrots, box	2 00	2 50	Parsley, per doz bunches		0 20
Cucumbers, doz.	1 00	1 25	Radishes, hpr	0 75	1 25
Cucumbers, hpr	2 00	3 00	Peas, green, per hamper		2 25
Lettuce, hamper	1 75	2 00	Rhubarb, doz		0 25
Lettuce, Canadian, dozen	0 30	0 60	Spinach, hamper		0 75
Mushrooms, lb	0 50	0 60	Tomatoes, case of 6 baskets	2 50	3 50
Onions—			Turnips, bag		0 40
Texas Bermudas per crate	2 25	2 50			
Bermuda, case 45 lb		1 75			

Fish.—Trade in halibut, white fish and salmon trout constitutes the usual summer business. Haddock might be added to the list. The demand is fairly good.

FRESH CAUGHT FISH

Halibut	0 08	0 09	Steak cod		0 07½
Salmon trout		0 10	Perch		0 07
White fish	0 11	0 12	Haddock		0 06½

FROZEN LAKE FISH

Goldeyes		0 06	Pike		0 05
Pickerel yellow		0 08	Whitefish, frozen		0 0½
			Perch, fresh caught		0 07

OCEAN FISH (FROZEN)

Herring, per 100		1 50	Salmon, pink, per lb		0 08
Mackerel, each		0 20	" red		0 09
Smelts, No. 1		0 08	" sea dressed		0 10

SMOKED, BONELESS AND PICKLED FISH

Acadia, tablets, box		1 60	Fillets, per lb		0 11
Bloaters, per basket		0 90	Haddie, Finnan		0 07
Codfish, shredded, box		1 80	Herrings, Digby, bndle		0 60
" Bluenose, "		1 40	Herrings, Imported Loch Fyne, per kit		1 50
Cod steak, per lb		0 07	Kippers, per box		1 25
Cod, Imperial, per lb		0 05	Quail on toast, per lb		0 05½
Ciscoes, per basket		1 25			

WINNIPEG.

Green Fruits.—Apples are all off the market now and cannot be had at any price. While they lasted, however, prices were quite low, due no doubt to the inferior quality of stuff. There is plenty of the following supplies on the market and local distributors claim that prices are gradually lowering. The present low market in cranberries is due to a surperfluous local stock, and the prices may go up at short notice. Hood river strawberries have just arrived and the quality is reported good.

Bananas, crated per lb		0 05	Lemons, Cal		5 00
Cranberries, bbl		8 00	Oranges, Cal., navels	3 50	4 50
Cocoanuts, doz.		0 90	Pineapples, case		5 00
Grape Fruit, Florida, box		7 00	Strawberries, Hood River, case		5 00

Vegetables.—Rhubarb (pie plant) lettuce and onions are plentiful and prices are lowering. Onions, cucumbers and potatoes are about all that are being imported, the other lines being hothouse stuff. Celery will be in soon again and the market will be fairly strong.

Asparagus, doz.		2 00	Parsley, per doz.		0 15
Cabbage, new, lb		0 05	Parsnips, dozen		0 50
Cucumbers, bskt		2 00	Radish, dozen		0 50
Lettuce, box		0 90	Rhubarb, box		2 50
Onions, Australian, box		4 00	Tomatoes, Florida, crate		3 50
Potatoes, new, lb		0 03			

ONIONS ALLOWED TO ROT.

Referring to the onion market the Fruitman's Guide says: "The expected has happened. Continued liberal shipments of stock that according to some authorities should have been allowed to rot in the fields, has done the trick for this market. It is said on good authority that one of the big docks of the Southern Pacific Steamship Co. is loaded down with stock waiting a market. There are some authorities here who estimate the unsold stock of onions on this market—all kinds included—as close to 100,000 crates. The big bulk of the stock is made up in Texas and the prevailing prices for the week have been 50 cents up to $1.60 a crate. It was thought that the Bermuda season had finished, but a good many thousand crates have come forward during the past few weeks, and now this stock is bringing more money than Texas stock.

"In the opinion of some of the best posted authorities here the shippers in Texas or their advisors are to blame for the existing conditions, and the methods of shippers in withholding information as to quantities of stock available for market are not getting commendation here. The fact that Bermuda onions now coming on the market are selling for more money than home grown Texas onions seems, too, to be a reflection on the ability of the Texas growers to properly market their crop."

NOTES FROM FRUITDOM.

The largest peach crop in ten years, is the report from East Tennessee.

Sicily produced last year 70,000 car loads of lemons, California 6,000.

Valencia oranges are about due for shipment, navels having almost reached the end of their tether.

News from California states that the Valencia orange crop is as near perfect as has ever been in the history of the Porterville district. None of the fruit has been injured in the least by frost.

Aubrey Smith, of Orlando, Florida, is still marketing strawberries. He started Thanksgiving Day and has been picking every day since except Sunday, making five months in all. The highest price received for his berries was fifty cents and the lowest fifteen cents per quart.

Nature is Florida's greatest benefactor. This state is supplying the northern part of the continent with new potatoes, tomatoes, strawberries, squash, celery, spinach, etc. Peaches will soon follow with watermelons, etc., and in about two months the orange season will again be ushered in.

What is probably the largest grape fruit tree in Florida yields the owner about $250 a season. It produces an average of sixty boxes of fruit a year. If it were possible to have an acre of fifty of these trees yielding a like amount would return $12,500 a year. No such yield has yet been reported, but returns of $1,000 an acre are quite common.

B. Follina of Fratelli Follina, lemon growers and shippers, Palermo, Sicily, was in Toronto recently. Referring to crop conditions Mr. Follina stated that the crop was not up to the average this year and prices are likely to be higher than usual. This crop will not be shipped for another month and it is anticipated that lemons will be quoted under strong market conditions.

Corner Store For Sale

In the heart of Riverdale, Toronto

Excellent opening for grocer who is anxious to build up a trade in a prosperous locality. Solid brick store 23x18, six rooms, bath and laundry. Will be completed by July 15th. Apply

W. G. ROOK,
146 Riverdale Ave. Toronto

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

TRY LEARD'S LOBSTERS and CANNED CHICKEN
Write for Prices
W. A. LEARD
Summerside, - P.E.I.

Lemon Bros.
Owen Sound, Ont., and Sault Ste. Marie
Wholesale FRUIT, FISH and PRODUCE
Commission Merchants, and
Dealers in HIDES, WOOL and RAW FURS

Dishes for 300 Grocers
There are 4,500 Grocers in Ontario alone. To 300 Grocers first ordering, we offer a sample lot of 5,000 Oval Butter Dishes for $5.00, f.o.b. factory, net thirty days.
500-½s, 2,000-1s, 2,000-2s, 250,3s, 250-5s.
Graham Bros. & Co., Kinmount, Ont.

If the Merit Wasn't There

We couldn't in a thousand years sell the salmon we have under the QUAKER BRAND. It's because of the undeniable and consistent high quality of the brand that "QUAKER" has stood for THE BEST in salmon for years.

Your own interests demand that you sell the best salmon. QUAKER BRAND

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

Sardines That Sell

are those that have a guarantee on each tin!

Concord Norwegian Sardines

are finest small autumn fish only, packed, when freshly caught, in high-grade oil. Each tin is provided with an extra cover for use after it has been once opened. The care given in selection and packing has retained the natural delicate flavor of the fish in a remarkable degree. Order from any wholesale grocer, and don't forget the name CONCORD.

CCC Norwegian Canned Goods

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BRUNSWICK BRAND
BREAKFAST DELICACY
HERRINGS in TOMATO SAUCE
CONNORS BROS
BLACK'S HARBOUR N.B. CANADA
DIPLOMA AWARDED ST JOHN EXHIBITION 1913
THEY SHOULD NOT BE LEFT IN THE TIN AFTER IT IS OPENED

It's knowledge that directs the successful grocer in stocking up with

Brunswick Brand and Foods

—a knowledge born of experience that it only pays to handle canned fish that has "made good."

You will always be on the safe side if you sell "Brunswick Brand," because this is the quality brand, and we leave no stone unturned to maintain the high standard we have reached. Order to-day.

CONNORS BROS., Limited

Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H.B. Hillcoat, Sydney, C. B.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec; Leonard Bros., Montreal; A. W. Huband, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley& Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

CONDENSED TRADE HAPPENINGS.

Items of Interest From all Provinces of the Dominion.

Ontario.

J. D. Charlevois, general merchant, Haileybury, has arsigned.

Bail & Brown, grocers, Toronto, Ont., have assigned.

Thos. Pringle, grocer, Goderich, Ont., has sold to John Spahr.

H. E. Foster, grocer, Fort William, has sold to J. A. McKenzie.

John Malcolm, grocer, Spadina Ave., Toronto, passed away recently.

A. E. Woodrow has opened a grocery store in Cobalt on Galena St.

Floyd Foster, grocer, Shelburne, Ont., has sold to T. C. Kerr, Alton, Ont.

Miller & Wagner, general merchants, Gallingertown, Ont., have assigned.

Rich. Y. Floyd has purchased the grocery business carried on by Bradd Bros., of Colborne, Ont.

McDougal & Evans, produce merchants, Owen Sound are erecting a cold storage plant in connection with their business.

Quebec.

Louis Dupont, grocer, St. Barnabe, Que., has assigned.

H. E. Grondines, general merchant, St. Alban, Que., has assigned.

Jos. Courtemanche, general merchant, Terre Neuve, Que., offers to compromise.

The assets of Nap. Jean, general merchant, St. Moise Station, were sold on May 26.

James Dalrymple, of James Dalrymple & Sons, wholesale grocers, passed away recently.

J. E. Gouin, general merchant, Asbestos, Que., has sold his business by auction.

Desnoyers & Beauchemin Co., Ltd., general merchants, Farnham, Que., have registered.

L. J. Baribeau Compagnie, general merchants, Hebertville Station, Que., has obtained a Quebec charter.

Maritime Provinces.

G. Fred Dayton, general merchant, Edmundston, N.B., has assigned.

A. D. Parent, grocer, Fredericton, N. B., has sold to Norman McDonald.

A. D. Parent, Fredericton, N.B., has taken over the grocery business conducted by the Hatt, Morrison Co., Ltd.

The plant and property of the Canada Condensed Milk Co., Antigonish, N.S., was bought at auction by A. Lapierre, of the Maritime Fresh Milk Co., who will go into the business extensively.

Western Canada.

J. O. Ellis, Phoenix, B.C., is opening a grocery store.

M. S. Waters, grocer, Vancouver, B.C., has sold to R. Swan.

The Vernon Fruit Co., Ltd., Calgary, Alta., have incorporated.

M. A. McCormick is opening a general store at Kindersley, Sask.

The Office Supply Co., Winnipeg, Man., have registered partnership.

Campbell & Miller have opened a general store at Allan, Sask.

The Winnipeg Cabinet Factory, Winnipeg, Man., have registered partnership.

Kilgrow Bros. have nearly completed their new grocery store at Grassy Lake, Alta.

Fanning & Colby have begun business as grocers and confectioners in Edmonton, Alta.

A recent fire completely destroyed the plant of the Selkirk Match Co., of Selkirk, Man.

Pettie Bros., general merchants, Glenboro, Man., are opening a branch at Forward, Sask.

W. H. Stone & Co., grocers, Winnipeg, Man., are opening a branch at Whytewold Beach.

Scales & Carseadden, general merchants, Virden, Man., have registered partnership.

The McLeod, Hamelin Co., general merchants with business houses at several western points are building an addition to their store at Moose Jaw, Alta.

Cowen & Hall, Saskatoon, Sask., are adding improvements to their new store which gives them double the floor space they formerly occupied and provided room for new shipments of goods.

Cameron & Heap wholesale grocers, are preparing to erect a branch house in Weyburn, Sask.

JAMAICA CIGARS
and CIGARETTES

"La Retreat" Brand

Made from the finest and choicest tobacco.

La Retreat Factory Co.
7 Port Royal St.
Kingston, Jamaica, B. W. I.

Agent required for these Products in Canada.
Special inducement to financially responsible party.

Never Run Short of
SHAMROCK
BIG PLUG
SMOKING TOBACCO
Your client will buy his groceries where he buys his SHAMROCK tobacco

CLAY PIPES
A perfect article. Sell it.
Insist upon having McDougall's.
D. McDougall & Co., Ltd.
Glasgow, Scotland

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

TANGLEFOOT

The Original Fly Paper
For 25 years the Standard in quality
All others are Imitations

Black Watch
The Big Black Plug Chewing Tobacco

"A Trade Bringer"
Sold by all the Wholesale Trade

J Brennan has opened a grocery store at Saskatoon, Sask.

New Companies.

The Red Diamond Polish Co., Ltd., of Ottawa, have obtained an Ontario charter.

A Dominion charter has been granted J. O. Gareau, Limited, capitalized at $200,000 with head office in Montreal, to carry on business as general merchants, wholesale and retail, importers and exporters in all kinds of merchandise.

A Dominion charter has been granted Ramsays, Limited, to manufacture, refine, etc., sugar, molasses, syrup, honey, also to acquire the business of the Dominion Biscuit Co., Ltd., carried on in Montreal. The company is capitalized at $500,000 with head office in Montreal, Que.

An Ontario charter has been granted the Fearman Cold Storage and Warehouse Co., Hamilton, Ont. It is capitalized at $100,000.

SELLING SOAP DIRECT.

Grocers of Belfast, Ireland, are also discussing the right of the manufacturer selling to the consumer direct. At the last meeting of the Board of Management of the Belfast and North of Ireland Grocers' Association, a soap manufacturer was accused of selling his product from house to house. The firm in question said they bought all the soap they sold retail through the grocers and paid retail prices for it, and that they were prepared to guarantee or sacrifice a large amount if it could be proved that such was not a fact. But there were some who questioned the statement and claimed that there were tons of the soap being sold to families throughout Belfast which had not passed through the grocers' hands.

Several members asserted that they had been paid full price for their soap by the distributors, while others stated that they had never received an order at all; and others again expressed the opinion that the orders were not fairly divided. It was finally resolved that the secretary send a letter to the firm protesting against the door-to-door sales.

WANT $2,500 DAMAGES.

A case in which the grocery trade is interested is before the Exchequer Court of Canada in St. John, N.B., this week when Justice Cassels will hear the suit of F. B. Reid & Co. vs. the King. J. W. Y. Smith and J. Fred Edgett, of Moncton, doing a general wholesale grocery business as F. B. Reid & Co., are suing the Intercolonial Railway for $2,500 damage done to their goods which were stored in the railway's freight shed at Campbellton, N.B., on Thanksgiving Day, 1907, when the shed and contents were destroyed by fire.

PREPARING FOR THE CONVENTION

Editor Canadian Grocer,—The Retail Merchants' Association, Kingston, Ont., held a meeting lately and committees of two were appointed to canvass different sections of the city for new members and the membership was doubled. Preparations are going on for the big convention to be held there in June, 21st and 22nd, and no merchant in Canada should miss the opportunity to see the old historical city and taste the generosity of good-will for which its inhabitants are noted. A warm welcome and a good time awaits you. Come. Come in your auto, airship, steam launch, boat or by rail and bring your better half along. We have points of interest no other city can claim.

ONE OF THE GROCERS.

Kingston, Ont., June 2, 1910.

Reports from Port of Spain, Trinidad, B.W.I., state that at the present time there is considerable prospecting going on for oil and several companies have been floated. It is believed by the business men that the colony will be greatly benefited from this.

W. S. Newman has opened a general store in premises lately occupied by A. E. Barrett & Co., Havelock, Ont.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT?

"Tucketts Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

Classified Advertising

ADDING MACHINE.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

AGENTS WANTED.

A LEADING SCOTCH HOUSE manufacturing a high grade line of Jams, Jellies, Marmalade, Peels and Confectionery, is open to appoint agents for the Provinces of Ontario, Quebec, New Brunswick and Nova Scotia. Liberal terms. Apply, with particulars and references, to "Scot," c/o THE CANADIAN GROCER, 88 Fleet St., E.C., London, England. (24)

SCOTCH WHISKY HOUSE of resources and knowledge, dealing also in wines, require representation in Montreal, Toronto, Ottawa, Winnipeg, Regina, Edmonton, Calgary, Vancouver and Victoria. Full and intelligent support guaranteed. Managing Director leaving Liverpool on 20th May for journey across to Pacific. Address "Scotsman," c/o THE CANADIAN GROCER, 701 Eastern Townships Bank Building, Montreal. (22p)

WANTED—Grocers to sell Nation's Custard Powder. Retail 5 cents per packet. ½ and 1-lb. patent measure tins. Gives big profit. Satisfies customers. Increases sales. Wholesale Agents:—Green & Co., Toronto; W. H. Escott, Winnipeg; W. H. Malkin Co., Vancouver. (34)

AGENCIES WANTED.

A FIRM OF COMMISSION AGENTS in Jamaica are desirous of representing Canadian firms manufacturing groceries, biscuits, condensed milk, etc. Can influence large turnover in these lines. Highest references given. Box 343, CANADIAN GROCER, Toronto. (tf)

ARTICLES WANTED.

WANTED—Set of glass fronted shelf fixtures; size about 12 ft. long, 1 ft. wide. Apply W. Wilson, 69 Front Street East, Toronto. (22)

MALE HELP WANTED.

WANTED—At once, first-class catsup maker. Give references and full particulars. Box 64, Hamilton, Ont. (tf)

BUSINESS CHANCES.

FOR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover $20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

COUNTER CHECK BOOKS.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

FOR SALE—Automatic Computing Scale. S. H. Fagan, Windsor, Ont. (29)

FOR SALE—The biggest little grocery business in Windsor, Ont. Address Box 348, CANADIAN GROCER, Toronto. (22p)

FOR SALE in the city of Windsor, Ontario, large corner grocery store. Good business reasons for selling. Address 23 Pitt St. West, Windsor, Ont. (23p)

FOR SALE—Second-hand, but done up as new, f.o.b. Liverpool, all half cost price—4 h.p. Gas Engine, Crossley, cost £90; Dynamo, cost £70; Gas Oven, cost £20; Receipt Giving Till, cost £12; Flour Sifter, cost £10; Hoist, cost £5; Soda Water Plant and Syphons, cost £100. Apply MERCHANT, Southport, England.

MISCELLANEOUS.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

ATTRACTIVE fixtures sell your goods. Walker Bin Fixtures and Show Cases prove invaluable in economising store space, and by compelling custom, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. Walker Bin and Store Fixture Company, Ltd., Berlin, Ont.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perlor" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

FOR FILING PAPERS, LETTERS and Vouchers, fastening bulky envelopes or backing statements, the ACME No. 2 Binder is indispensable in every store. Penetrates the thickest paper and perforates and binds in one operation. For sale by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Company, Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

MISCELLANEOUS.

PROFESSIONAL MEN, business men, merchants, church workers, find innumerable uses for the Fulton Sign and Price Marker. The Fulton Rubber Type Company, of Elizabeth, N.J., are makers of ink Pads, Daters and business outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Besth Syatem of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businessea, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

THE money you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

SITUATION WANTED.

A YOUNG MAN who intends going West in August and has ten years' experience in the grocery business, is a good window dresser and show card writer, would like to hear of a position that is vacant. Can furnish the best of references. Address, "Good Worker," care THE CANADIAN GROCER, Toronto. (23p)

WANTED.

WANTED—Names of independent canners of Fruits and Vegetables for Toronto Broker. Apply Box 351, CANADIAN GROCER, Toronto. (22)

REPRESENTATIVES WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

QUOTATIONS FOR PROPRIETARY ARTICLES

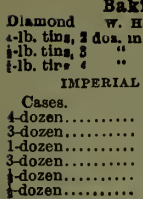
Baking Powder

W. H. GILLARD & CO.

Diamond 4-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-dozen	10c.	$0 85
3-dozen	6-oz.	1 75
1-dozen	12-oz.	3 50
3-dozen	12-oz.	3 40
½-dozen	2½-lb.	10 50
¼-dozen	5-lb.	19 80



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 dozen	5c.	$0 50
4 "	4-oz.	0 75
4 "	6 "	1 00
4 "	8 "	1 30
4 "	12 "	1 80
2 "	12 "	1 85
4 "	16 "	2 25
2 "	16 "	2 30
1 "	2½-lb	5 00
1 "	5-lb	9 50
2 "	6-oz	Per case $6 00
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams Per doz		Jellies	
Strawberry	1 90	Peach	1 80
Raspberry	1 90	Pear	1 70
Black currant	1 80	Red currant	2 40
Red currant	1 80	Black currant	2 40
Raspberry & red currant	1 80	Crabapple	1 70
Raspberry and gooseberry	1 80	Plum	1 70
Damson plum, stoneless	1 70	Grape	1 70
Greengage plum, stoneless	1 70	Marmalade	
Gooseberry	1 80	Scotch	1 40
		Orange Jelly	1 75
		Green Fig	2 25
		Lemon	1 80
		Pineapple	2 25
		Ginger	2 25

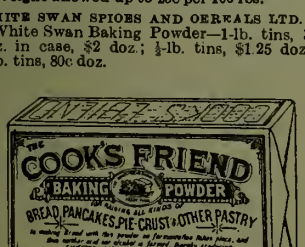
Pure Preserves—Bulk

5's & 7's per lb.		14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

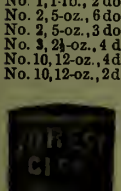
Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—1-lb. tins, 3-doz. in case, $2 doz.; ½-lb. tins, $1.25 doz.; ¼-lb. tins, 80c doz.



Cartoons—	Per doz	No. 12, 4-oz., 6 dz	0 70
No. 1, 1-lb., 4 doz	2 40	No. 12, 4-oz., 3 dz.	0 75
No. 1, 1-lb., 2 doz	2 50	In Tin Boxes—	
No. 2, 5-oz., 6 doz	0 80	No. 13, 1-lb., 2 dz.	3 00
No. 2, 5-oz., 3 doz	0 85	No. 14, 8-oz., 3 dz	1 75
No. 3, 2½-oz., 4 dz	0 45	No. 15, 4-oz., 4 dz.	1 10
No. 10, 12-oz., 4 dz	2 10	No. 16, 2½-lbs.	7 25
No. 10, 12-oz., 2 dz	2 20	No. 17, 5-lbs.	14 00



FOREST CITY BAKING POWDER

	Dozen
6 oz. tins	0 75
12 oz. tins	1 25
16 oz. tins	1 50

Cereals

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food 2 doz. in case, per case $3.00.

The King's Food, 2-doz. in case, per case $4.80

White Swan Barley Crisps, per doz. $1.

White Swan Self-rising Buckwheat Flour, per doz. $1.

White Swan Self-rising Pancake Flour, per doz. $1.

White Swan Wheat Kernels, per doz. $1 40

White Swan Flaked Rice, per doz. $1 00

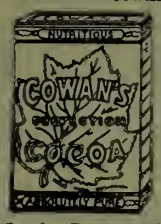
White Swan Flaked Peas, per doz. $1 00

Blue

Keen's Oxford, per lb	0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½-gross box	2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED



Cocoa— Perfection, 1-lb. tins, per doz.	$4 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz.	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb.	0 37
Soluble, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18
London Pearl, per lb.	0 22

Special quotations or Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb.	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" ¼'s " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes..	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box..	1 35
Milk chocolate, 5c cakes, per box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz 0 90

Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 30

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, ½ and ¼ lb. cakes, 35c. lb.; Breakfast cocoa, 1-5, ½, ¼, 1 and 5 lb. tins, 41c. lb.; German sweet chocolate, ½ and ¼ lb. cakes, 6-lb. bxs., 26c. lb.; Caracas sweet chocolate, ½ and ¼ lb. cakes, 6-lb. bxs., 32c lb.; Auto sweet chocolate, ½ lb. cakes, 3 and 6 lb. bxs., 32c. lb.; Vanilla sweet chocolate, ½-lb. cakes, 6 lb. tins, 44c. lb.; Soluble cocoa (hot or cold soda), 1 lb. tins, 38c. lb.; Cracked cocoa, ½ lb. pkgs., 6 lb. bags, 32c. lb.; Caracas tablets, 100 bdls., tied 5s, per box $3.00. The above quotations are f.o.b. Montreal.

Cocoanut

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases.	Per lb
1-lb. packages	0 26
½-lb. packages	0 27
¼-lb. packages	0 28
1 and ½ lb. packages, assorted	0 26½
½ and ¼ lb. packages, assorted	0 27½
½ lb. packages, assorted, in 5 lb. boxes.	0 28
¼ lb. packages, assorted, in 5 lb. boxes.	0 29
¼ lb. packages, assorted, 5,10,15 lb. cas.	0 30

Bulk—

In 15 lb. tins, 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White moss, fine strip	0 12	0 21	0 17
Best Shredded	0 18	....	0 1
Special Shred	0 17	....	0 16
Ribbon	0 19	.. .	0 15
Macaroon	0 17	....	0 17
Desiccated	16	...	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 2

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 50	1 15
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in amp-proof bags and tins.

Club House	$0 32	Ambrosia	0 25
Nectar	0 30	Plantation	0 22
Empress	0 28	Fancy Bourbon	0 20
Duchess	0 26	Bourbon	0 18
Crushed Java and Mocha, whole			0 17
" " ground			0 17½
Golden Rio			0 14

Package Coffees'

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb	
Mo-Ja, ½-lb. tins 30c. lb.	
Mo-Ja, 1-lb. tins 28c. lb.	
Mo-Ja, 2-lb. tins 28c. lb.	

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 35
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, doz.. 8 25

Medium size jars, per doz. 4 50

Small size jars, per doz. 2 40

Individual size jars per doz. 1 00

Imperial holder—

Large size, doz.	18 00
Med. size, doz.	17 00
Small size, doz.	12 00

Roquefort—

Large size, doz.	2 40
Small size, doz.	1 40

Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40

	W.S.P.	Ret. P.
Ground or bean, 1lb	0 32	0 50
" ½s	0 33	0 50
" ¼s	0 29	0 40
" ⅓s	0 30	0 40
" ⅛s	0 22	0 30
" ⅕s	0 23	0 30

Packed in 30s and 50-lb. cases. Terms—Net 30 days prepaid.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95 dozen
Medium, cases 2 dozen	1 80 "
Large, cases 1 dozen	2 75 "
Tumblers, cases 2 dozen	1 35 "
25-lb. pails	0 15 lb.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ¼ cent.

Infants' Food

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application

CRESCENT M^FG. CO.

	Per doz
2 oz. bottles (reta at 50c.)	4 20
4 oz. bottles (retail at 90c.)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	14 50

Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. $2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7 lb. tin pails, 8 and 6 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails, per lb.	0 06½

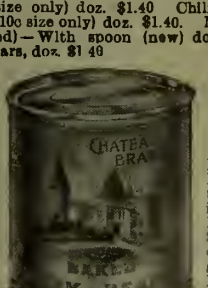
Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails	0 06½

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds, per dozen, $1.20. Chicken soup, $1.25 per dozen. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. $1.40. Tomato Ketchup—Bottles (10c. size only) doz. $1.40. Tabasco-Ketchup—Bottles (10c size only) doz. $1.40 Chili Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (new) doz. $1.40; No. 8 jars, doz. $1 40



W. CLARK'S SPECIALTIES

Chateau Brand Baked Pork and Beans, with tomato sauce or plain individual, 50 cts.; No. 1, 90c.; No. 2, $1.25; No. 3, $1.75 dozen. Ox Tongues (Inglass Brand), No. 1½, $10; No. 2, $12 dz.

ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

It gets the 'Re-orders'

No line of shoe polish gives such universal satisfaction as

2 in 1

THE WORLD'S BEST SHOE POLISH

Damp, cold and heat have no effect on it and it produces a lasting brilliant shine with the minimum of effort.

We help the retailer by our extensive consumer advertising and leave him a profit margin that makes "2 in 1" a worth-while proposition to handle. See to your stocks.

The F. F. Dalley Co., Ltd.
HAMILTON, Ont. and BUFFALO, N.Y.

HIGHER RATES OF INTEREST

Money is tigthening in Canada and you no doubt wish to take advantage of the constantly increasing earning power of your capital.

Investments that were yielding 5 per cent. a short time ago should now be yielding 6 per cent. with equally good security. Read carefully each week

The Financial Post
of Canada

so that you may enter the most remunerative investment field.

The Post gives reliable information upon all kinds of securities and will enable you to get the maximum return upon your capital with good security.

Our "Investors' Bureau" supplements the news in The Post's columns by giving special reports upon request upon any financial subject. All enquiries are treated as confidential and no charge is made subscribers for this service. You will save money by taking a year's subscription ($3.00).

Sample copies on request.

ADDRESS:

The Financial Post
MONTREAL TORONTO WINNIPEG

NOTICE TO MANUFACTURERS

We have sold out our warehousing and forwarding business and are now prepared to handle two or three additional high-class lines selling to the Western wholesale grocery trade.

R. B. Wiseman & Co.
123 Bannatyne Avenue East WINNIPEG, MAN.
Reference—Bank of Ottawa, Winnipeg

Molassine Meal
Molassine Dog and Puppy Cakes
Molassine Terrier, Hound and Puppy Meal
Molassine Chicken and Poultry Food
Are reliable foods for horses, cattle, dogs and poultry.

Sole Canadian Importer:

ANDREW WATSON
91 YOUVILLE SQUARE, MONTREAL

Tea Hints For Retailers

By JOHN H. BLAKE

¶ This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects :—

The Tea Gardens of the World
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
How to Establish a Tea Trade
Tea Blending

(275 pages) (24 full-page Illustrations)

Sent to any address on receipt of $2.00.

MacLean Publishing Company
(Technical Book Department)
10 Front St. East, TORONTO

Brooms of Quality

WE make them
YOU should sell them.

YOUR
customers will appreciate them
OURS DO

and keep our factory going on
FULL TIME

A postal will bring you information.

Walter Woods & Co.
Hamilton and Winnipeg

OCEAN MILLS
Montreal

Chinese starch, 48 1-lb., per case $4.00; Ocean Baking Powder, 48 3-oz., $1.40; 48 4-oz., $1.80; 60 8-oz., $4.50; 36 1-lb.-$3.75; 48 1-lb. pkg., $4; 10 1-lb. tins, $5; loose 25 lbs., $1.75; Ocean blancmange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-ounce, $7.20;

Ocean corn starch, 48 1-lb. $3.60.

Jam

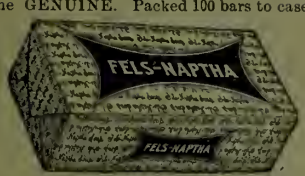
	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders
IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.

Soap

The GENUINE. Packed 100 bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95

Fly Pads.
WILSON'S FLY PADS

In boxes of 50, 10c.; packets, $3 per box; or three boxes for $2.80; 5 boxes $2.75.

List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

WHITE SWAN SPICE AND CEREALS, LTD

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

Lard
N. K. FAIRBANK CO. SOAP'S HEAD LARD COMPOUND.

Tierces	$0 13½
½-bbls.	0 13¾
Tubs, 60 lbs.	0 13¾
20-lb. Palls.	2 73
20-lb. tins	2 63
Cases 3-lb.	0 14¼
" 5-lb.	0 14
" 10-lb.	0 13⅞

F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12½
Tubs	0 12¾
20-lb. pails	0 13
20-lb. tins	0 12½
10-lb. "	0 14
5-lb. "	0 13¾
3-lb. "	0 13½
1-lb. cartons	13¾

Licorice
NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, -lb. glass jars	1 75
" " 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	0 73
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED LYE

	Per case
1 case of 4 doz	$3 50
3 cases of 4 doz	3 40
5 cases or more	3 35

Marmalade.
T. UPTON & CO.

12-oz. glass jars, 2 dozen case, per doz. $1; 16-oz. glass jars, 2 doz. in case, per doz. $1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 7½c.; pint sealers (24 oz.), 1 doz. in case, per dozen $2.25.

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

Cereals.

Grape Nuts—No 22, $3.00; No. 23, $4.50.
Post Toasties—No. T3, $2.85.

ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream, family size, per case	$3 50
Baby size, per case	2.00
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard
COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen	0 45 dozen
Medium, cases 2 dozen	0 90 "
Large, cases 1 dozen	1 35 "

Olive Oil
LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces
PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda
COW BRAND

Case of 1-lb. containing 60 packages, per box, $3 00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$2 60
No. 2, " 120 ½-lb. "	2 60
No. 3, " {30 1-lb. " / {60 ½-lb. "	2 60

No. 5 Magic soda—cases 100—10-oz. pkgs.

½ case	3 55
8 cases	3 55

TRADE MARK BRAND

REGISTERED

WOOD'S HOLLANDER COFFEE

Fragrant, Pungent, Delicious! *The Choicest of the Choice.*

Imported and Roasted by

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. Montrea,

Soap and Washing Powders

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	$10 20
Maypole soap, black, per gross	15 30
riole soap, per gross	10 20
loriola soap, per gross	12 00
traw hat polish, per gross	18 20

3 doz. to box..... $3 60

6 doz. to box..... $7 20

30 days.

1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lot

Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

	Per lb
Laundry Starches—	
No. 1 white or blue, 4-lb. carton	$0 07
No. 1 white or blue, 2-lb. carton	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada white gloss, 1-lb. pkgs	0 06½
Benson's enamel, per box	1 50 to 3 00
Culinary Starch—	
Benson & Co's. Prepared Corn	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue	0

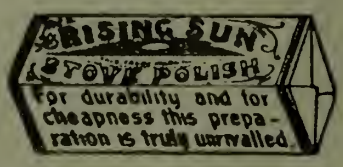
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lb	0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb	0 06½
Finest Quality White Laundry—	
3-lb. canisters, cases of 48 lb	0 07
Barrels, 200 lb	0 06½
Kegs, 100 lb	0 06¾
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	0 08
Kegs, ex. crystals, 100 lb	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 35 lb	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish

	Per gross
Rising Sun, No. 1 cakes, ½ & ¼ grs. bxs.	$8 50
Rising Sun, No. 3 cakes, gross boxes	4 50
No. 5 Sun Paste, ¼ gross boxes	5 40
No. 10 Sun Paste, ¼ gross boxes	9 00



JAMES DOME BLACK LEAD

6a size, gross, $2.40. 2a size, gross, $2.50

Boot Polish

PACKARD'S BOOT AND SHOE POLISHES

Mon-Ami, $9 gross; Black "O," $9 gross; Large Combination, $20 per gross; Pony Combination, $10; French Glycerine, $9; Ladies' Special, $9; Pat. Lea. Cream $2 per gross.

Syrup

EDWARDSBURG STARCH CO., LTD.

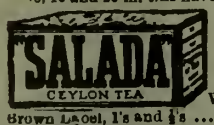
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼-barrels, 175 lbs	0 03¾ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 [illegible]
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

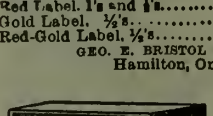
Teas



THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.

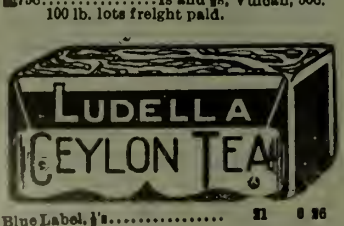


EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c. ..... 1s, 20c.; ½s, 21c.
30c. ..... 1s and ½s, 23c.
40c. ..... 1s and ½s, 28c.
50c. ..... 1s and ½s, 35c.
75c. ..... 1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s	21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	19

BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, 1's and ½'s	0 55	0 80
Embossed, 1's and ½'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1.00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.

MELAGAMA TEA.

MINTO BROS., 45 Front St. East

black, green, mixed—½s, wholesale 70c., retail $1; ½s, 55c. and 80c.; ¼s, 44c. and 60c.; 1 lbs and ½s, 40c. and 60c.; ½s, 38c. and 50c.; 1 lbs. and ½s, 35c. and 50c.; 1 lb., ½s. 30c. and 40c.; ¼s, 32c. and 40c.; ½s, 25c. and 30c.; 1 lbs., 24c. and 30c. Same prices as black. We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
Black Label, ½-lb., retail at 25c	0 21
Blue Label, retail at 30c	0 24
Green Label, retail at 40c	0 30
Red Label, retail at 50c	0 35
Brown Label, retail at 60c	0 42
Gold Label, retail at 80c	0 55

Pure Gold Jelly Powder } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.

THOMAS WOOD & CO., LTD.

Montreal and Boston.,

Wood's Prim rose, per pound wholesale 40c., retail 60c.; Golden Rod, 35c. and 50c; Fleur-de-Lis, 30c. and 40c. Packed n ½-lb. tins. All grades—either black, green r mixed.

GILLETT'S CREAM TARTAR

	Per doz
¼-lb. paper pkgs., 4 doz. in case	$0 90
½-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ¼-lb. paper pkgs. / 2 doz. ½-lb. paper pkgs. } assorted	$7 20
	Per doz
½-lb. cans with screw covers, 4 doz. in case	$2 00
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ½ doz. in case	0 30
10-lb. wooden boxes	0 27½
25-lb. wooden pails	0 27½
100-lb. kegs	0 25½
360-lb. barrels	0 25

THE QUAKER OATS CO.

Winnipeg prices—Quaker oats, 36's (or 2-18's) $3. case; Quaker oats, 20's, (with premium) 4.10; Quaker Best Y. Cornmeal, 24's, 2.40; Puffed rice, 36's, 2.90; Puffed wheat, 36's, 2.90; Quaker Toasted Corn Flakes, 36's, (11 case lots, 1 case free, delivered) 2.90; 5½ case lots, ½ case free, delivered); Banner oats, 20's (with premium) 4.10; Saxon oats, 20's, (with premium) 4.10; Pettijohn breakfast food, 18's, 2.25 Apitezo biscuits, 24's, 3.50; Saxon wheat food 24's, 3.25; Cracked wheat, 24's, 3.50; Hominy 24's, 2.40; Puffed rice, brls., 25 lbs. each, 22c lb

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 6 2-5s	46
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s., plug or bar.	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Ponches, 8s	52

Veterinary Remedies

W. F. YOUNG

Absorbine, per dozen	$18 00
Absorbine Jr., per dozen	9 00

Yeast

Royal Yeast, 3 doz. 5 cent pkgs	$1 15
Gillett's Cream Yeast, 3 doz. in case	1 15

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY

OUR GUARANTEE

We will instal a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.

CATALOG FREE

THE GIPE CARRIER COMPANY

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.

THE "WALKER BIN" SYSTEM

WALKER PATENTED BINS

Provides for the Complete Equipment of the Modern Grocery.

Write for Illustrated Catalogue showing some of the stores we have fitted up.

Walker Bin & Store Fixture Co. LIMITED

BERLIN : ONTARIO

BRANDS

"BANNER" & "PRINCESS"

CONDENSED MILK

are prepared from the purest and richest country milk, with no addition but that of pure sugar.

St. George Evaporated Cream

(Unsweetened)

The most sanitary conditions are observed in the canning and handling of the milk. The reputation of these brands as genuine satisfaction-givers is unsurpassed.

Lines that mean much in profit and reputation to every grocer who handles them.

J. MALCOLM & SON

ST. GEORGE, ONT.

Fortune in Foresight

There's fortune ahead for every grocer who shows foresight in his buying—who meets the public want by featuring

SNAP

THE MAGIC HAND CLEANER

SNAP is without a rival in the effective cleansing of hands soiled by grease, tar, paint or dirt, and is, moreover, beneficial to the skin.

SNAP sells at sight! It is required by every one who works.

Order from your Jobber

SNAP CO. LIMITED

MONTREAL, CANADA

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

CHINESE STARCH

Quick Sales.
Satisfaction.
Large Profit.
No Dead Stock.

Get Prices

OCEAN MILLS

MONTREAL

UNEQUIVOCAL
SALT
VALUE

We supply nothing
but the best

Verret, Stewart & Co.
Limited
Montreal

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

WETHEY'S
CONDENSED
MINCE MEAT

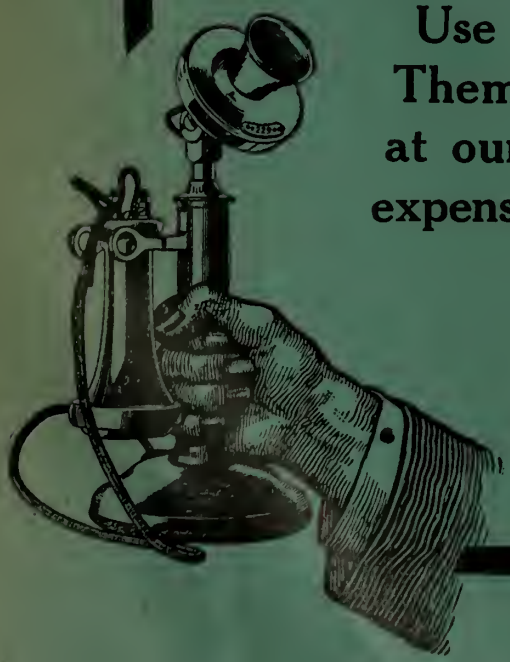
Wrapped and packed
in sanitary packages

SOLVES THIS QUESTION

Quality Unexcelled.
Three dozen to a case.
Absolutely Dust-proof.
All jobbers.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.

4
Free Phones
Use
Them
at our
expense



KIJI JAPANS

We are taking orders for Import.

This is our special in Japan Tea. Drop us a card for particulars. A great many retailers have imported this for years through us. Join them.

GEO. E. BRISTOL & CO.
Wholesale Grocers
HAMILTON, :: :: ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 111-127 University Ave. Winnipeg: 511 Union Bank Building
London, Eng.: 88 Fleet St., E.C. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV. PUBLICATION OFFICE: TORONTO, JUNE 10, 1910. NO. 23.

OXFORD

Keen's Blue

At home and abroad enjoys a unique reputation for purity

It is the most perfect and satisfactory Blue made

It's money to you, Mr. Grocer, to make it your leading laundry blue

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

Agents for the Dominion of Canada

The Leading Laundry and Cooking Starches in Canada are

Benson's "Prepared" Corn

AND

Edwardsburg "Silver Gloss" Starch

They are purity personified, and are in demand by up-to-date housewives throughout the Dominion. See to your stocks. For sale by every jobber.

Edwardsburg Starch Co., Limited

ESTABLISHED 1858.

53 Front Street East, Toronto, Ont - Works: Cardinal, Ont.
164 St. James Street, Montreal

You Can Sell These With Satisfaotion and Profit

A PURE HARD SOAP

A Soap
Your Trade
Requires

Every Month
Every Week
Every Day

Makes Child's Play
of Wash Day

St. Croix Soap Mfg. Co.
Factory at
St Stephen, N.B.

BRANCHES:
Montreal, Toronto,
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A Handy
Can of
Soap
Powder

A Large
Package
for
5 Cents

Stepping Stones to Success

Quality is remembered long after price is forgotten. Use "Quality" then as a "Stepping Stone to your Greater Success."

"Stower's"

Lime Juice Cordial will not ferment. No impurities—no adulterations—the "Quality" preparation that is blended just right.

Codou's Macaroni

White, delicate, tender—the product of a factory famous for its cleanliness. Codou's Vermicelli, fancy letters and pastes, are quite as renowned for their superiority. The product commands an ever-increasing patronage from the best class of trade.

Griffin & Skelley's Fruits

The dried and canned fruits, packed under the "Griffin" brand, admit of no argument as to quality—there can be nothing better than the "best." Seeded Raisins, Canned Fruits, White and Green Asparagus, Prunes, Seedless Raisins, Cured Fruits of all kinds, but only the highest quality of each.

Olsen & Kleppe's Norwegian Sardines

The "Albatross"—a small, specially selected fish. The "Ambrosia"—equally good, but not so small. These two brands (in pure Olive Oil) represent the finest of their kind to be procured. Among English epicures the demand is persistent—and very large. Use "Quality" as a stepping stone to success.

ARTHUR P. TIPPET & CO., Agents
Montreal

Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

Winnipeg Office

R. B. Colwell

BROKER HALIFAX, N.S.

REPRESENTING LEADING MANUFACTURERS, SUCH AS

E. D. Smith Lowneys Toblers

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

—

27 St. Sacrament Street, Montreal

TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

Representing Morris Packing Co.

Pork and Lard—Finest Quality

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON, Western Canada

H. B. BORBRIDGE

Wholesale and Retail Grocery Broker

OTTAWA

BUCHANAN & AHERN

Wholesale Commission Merchants and Importers

QUEBEC, P.Q.

Groceries, Provisions, Sugars, Molasses, Dried Fruit and Nuts, Grain, Mill Feed, Fish, Fish Oil, Etc.

Correspondence Solicited. P.O. Box 29

Live Representation !

Do not neglect the Eastern Townships. Am open for another good agency. Know the trade. Have three travelers.

E. H. BOWEN, SHERBROOKE, QUE.

Manufacturers' Agent and Broker.

S. Robitaille & Co.

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Manufacturers' Agents and Grocery Brokers

We are open for a few more first class lines in Confectionery and Groceries.

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

Finest Storage, Excise and Custom Bonds.

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references Cable address: "Macnab." St. John's.

Codes: A,B,C, 5th edition, and private.

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Box 1036, Regina

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Trade Established 12 Years.

Domestic and Foreign Agencies Solicited

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

77 York Street, Toronto

MacLaren Imperial Cheese Co.

Limited

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Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

RAW SUGAR ON SPOT

1 car each, light and dark Jamaica Crystal.

Prices Right.

Lind Brokerage Company

73 Front St. E., Toronto

OUT FOR MORE BUSINESS

THE HARRY HORNE CO.

Grocery Brokers and Manufacturers' Agents.

309-311 King St. West, - - Toronto

We are open to represent a leading Manufacturer of Groceries or Grocery Sundries, for Toronto district. Will give special attention to a good line. Reference Traders Bank. We solicit your correspondence.

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

Prout, Simpson & Co.

Wholesale Produce Merchants

We are open to act as Selling Agents and Distributors for few suitable lines.

References—Standard Bank, Winnipeg

Splendid Trackage Warehouse. Low Insurance Rates.

WINNIPEG - - MAN.

DISTRIBUTORS, LIMITED

EDMONTON, ALBERTA

Manufacturers' Agents, Commission Merchants, Warehousemen.

We sell direct from the Manufacturer to the Retaile Track connections with all Railroads.

A Large Percentage

of our orders are "REPEATS" which fact testifies to the popularity of

Meat of Wheat

Where once introduced it quickly displaces all similar articles

It pays you a good profit

THE WESTERN CEREAL CO.

TORONTO

BAKING POWDER

AN ABSOLUTELY PURE POWDER

Warranted to give perfect satisfaction. Sold to the consumer at popular prices and pays you a handsome profit.

4 oz.	Cases	4	doz.	60c. doz.
6 oz.	"	4	"	70c. "
8 oz.	"	3	"	85c "
12 oz	"	2	"	1.35 "
16 oz.	"	2	"	1.60 "
5 lbs.	"	1	"	7.20 "

It will pay you to stock "Anchor" brand

EBY-BLAIN, LIMITED

Toronto

Your Tea Trade Is Important

We want to convince you that you can improve it by stock ng and pushing

RAM LAL'S PURE TEA

This high-grade brand will meet the exacting taste of your most particular customers.

Send to us for samples and particulars

Ram Lal's Pure Tea Co., Limited

Montreal, Canada

PERRIN'S

RED LABEL

PACKAGE

20 CENT TINS

GRAHAM WAFERS

DELICIOUS GOODS, HANDSOME PACKAGES

Quality Talks!

There's only one sure way to obtain and hold the better class trade—let your store talk 'quality.' And there's no line so reliable in quality and so delicious in flavour as

BRAND'S
POTTED MEATS AND FISH
IN GLASSES AND TINS

We also manufacture the celebrated A1 Sauce and Brand's Essence of Beef, together with a wide range of preserved provisions and invalid specialties. We carry a full line of the different kinds in stock in Toronto and Montreal for your convenience, and can assort to meet your requirements.

Prices of Potted Meats, etc.	
Meats and Bloater Paste	$1.55
Fish Pastes	1.75
Game and Chicken	1.85

F.O.B. Toronto

Price list and full particulars on application to our agents

THOS. O BAXTER, 27 Front Street East, Toronto

or H. Hubbard, 27 Common St., Montreal

Brand & Co., Ltd. Purveyors to H.M. the King London, Eng.

WHEN you buy your Canned Goods, see that you get those packed by Dominion Canners, Limited. Quality is guaranteed. You take no risks.

Leading Brands :

"Aylmer"
"Little Chief"
"Log Cabin"
"Simcoe"
"Delhi"
ETC.

DOMINION CANNERS
LIMITED
HAMILTON.

POULTON & NOEL, Ltd.

English Preserved Provision Manufacturers

LONDON, ENGLAND

OX TONGUES
POTTED MEATS
GALANTINES
ETC., ETC.

IN GLASSES AND TINS

PRICE LIST MAY BE HAD ON APPLICATION TO US OR

ROSE & LAFLAMME, Limited, Agents for Quebec and Ontario

MONTREAL TORONTO

Hobart Electrical Meat Choppers

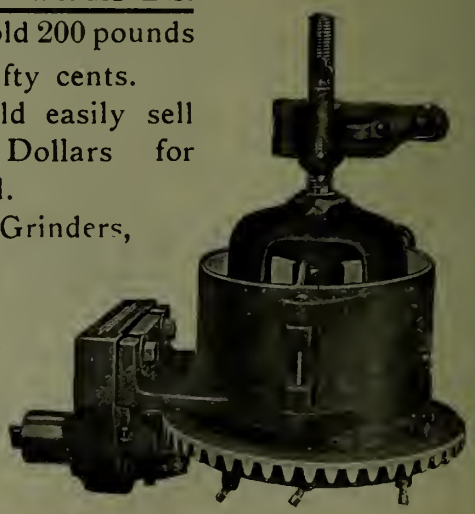
Are the Standard of Quality from the Atlantic to the Pacific.

Bone Grinder Attachment

You Lost Six Dollars Last Week if you sold 200 pounds of bones for fifty cents.

They would easily sell for Seven Dollars for Chicken Feed.

Hobart Bone Grinders, attachable to Hobart Choppers, are making big money for Butchers everywhere.



Please Write for Catalogue.

CANADIAN SALES AGENTS **The W. A. FREEMAN CO., Limited, Hamilton, Ont.**

KOP'S ALE, ---Non-Alcoholic

Is prepared from ingredients of undoubted purity, the bitter principle being derived from the finest hops, sufficiently aerated to make them pleasantly sharp.

It is delicious and appetizing, is an agreeable salutary bitter, and while found to act as a tonic stomachic and an aid to digestion, it is so free of alcohol that it will be found a veritable boon to total abstainers.

Are you selling it?

If not, introduce it to your customers this season and you will find it a very profitable line to carry.

Printed catalogues and full particulars from us or our agents.

KOP'S BREWERIES, London, S.W., England

CANADIAN AGENTS:—Hudson's Bay Co., Vancouver, B.C. W. L MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldg., Montreal. Royal Stores, St. John's, Nfld. The Turner Co., Ltd., 106 Front St. E., Toronto.

UNSWEETENED

Borden's Brands Do Build Trade—

Merchants who follow the policy of reserving the choice locations on shelves and counters, and in their windows, for such standard goods as Borden's are those who win and hold the largest measure of public confidence.

Always keep Borden's Brands to the front.

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of BORDEN'S CONDENSED MILK CO.
GAIL BORDEN
EAGLE
BRAND
by which their PRESERVED MILK will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Mason & Hickey, Winnipeg, Man.

Shallcross, Macauley & Co, Calgary, Edmonton, Vancouver and Victoria, B. C.

Beans, of first grade, put up scientifically are sure to be of the highest quality, particularly when put up by people of long experience in the packing business, **who know.**

In every particular

Balaklava Brand

BAKED BEANS

fill the bill. Your most exacting customer will be satisfied.

This is the line

The Eastern Canning Co.

PORT CANADA, : N.B.

CANADIAN AGENTS—C. A. Chouillou & Cie., Montreal; Green & Co., John Street, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; Nicholson & Bain, Winnipeg, Western Agents; Martin & Robertson, Vancouver, B. C.

The Ideal Mill for the Grocer

In compactness, neatness and stability, no less than in attractiveness, finish and beauty of design

Coles' Electric Coffee Mill

has no peer at any price.

It will granulate 2 lbs. of Coffee per minute, and is connected direct up to your lamp socket, saving cost of wiring. The price cannot fail to attract you.

$65 for D.C. current, ($75 for A.C. current) and we guarantee each machine perfect. Write for details.

COLES MANUFACTURING CO.

1625 North Twenty-third St., Philadelphia

AGENTS:

Chase & Sanborn, Montreal
Todhunter, Mitchell & Co., Toronto and Winnipeg
Young Bros., Vancouver, B.C. Wm. Braid & Co., Vancouver, B.C.

McCORMICK'S JERSEY CREAM SODAS

No article with such food value has had such patronage as McCormick's Jersey Cream Sodas. We are adding thousands every year of satisfied grocers, throughout the Dominion of Canada. The increased patronage is due entirely to quality.

The Sauces and Pickles

MADE BY

Purnell & Panter

Limited

are of the same excellent quality as their

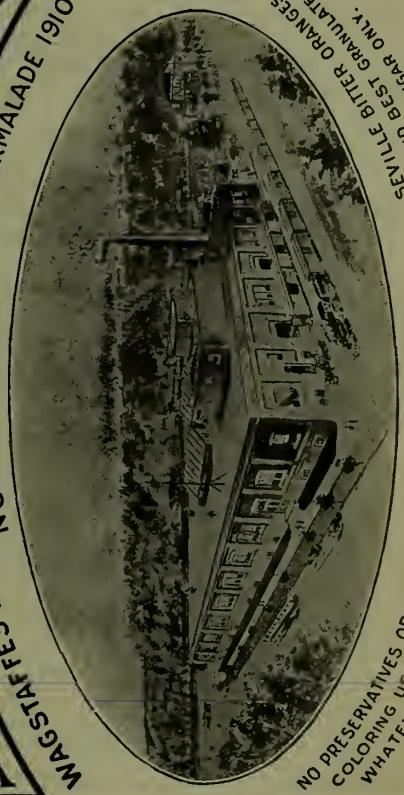
English Pure Malt Vinegar

Canadian Agents:

Charlottetown, P.E.I., Horace Haszard; St. John, N.B., C. E. McMichael; Halifax, N.S., Erb & Rankin; Montreal and Ottawa, C. S. Harding, Canada Life Building; Quebec, Cy. de Bonhomme, 131 St. Peter St.; Toronto, Lind Brokerage Co., 73 Front St. E.; Hamilton, J. H. Stratton & Co.; Winnipeg, Carman, Blanchard & Wood, 141 Bannatyne Avenue E.; Vancouver, B.C., C. E. Jarvis & Co., Mercantile Bldg., cor. Cordova and Homer Sts.

WAGSTAFFE LIMITED, HAMILTON

WAGSTAFFE'S FINE OLD ENGLISH NEW SEASON MARMALADE 1910 NOW READY



SEVILLE BITTER ORANGES AND BEST GRANULATED SUGAR ONLY.

Exact Reproduction of The Most Modern & Up-to-date Fruit-Preserving Factory in Canada

NO PRESERVATIVES OR COLORING USED WHATEVER

The North Queensland Meat Export Co., Ltd.

WORKS, OOLBUN ***TOWNSVILLE, NORTH QUEENSLAND***

MANUFACTURERS OF

Canned Meats, Extract of Meat, Etc.

OF FINEST QUALITY

SPECIALTY:

Boiled and Roast Beef

in 1 lb., 2 lb. and 6 lb. tins, full weight.

As supplied to British War Office, Admiralty and Indian Government.

CORRESPONDENCE INVITED FROM WHOLESALE BUYERS

Apply: C. J. PIGGOTT, Sole Agent, 19 Eastcheap, London, E.C., Eng.

WHITE SWAN COFFEE

IS GIVING THE BEST OF SATISFACTION IN THOUSANDS OF CANADA'S BEST HOMES

PACKED IN HANDSOME

1 pound square tins, it is the most attractive and easiest selling high class coffee on the market

QUALITY GUARANTEED
by Government approved form of Warranty which seals each tin.

White Swan Spices & Cereals, Limited
TORONTO

A QUICK SELLER AT A GOOD PROFIT

Women prefer using ***MINUTE TAPIOCA*** because of its obvious advantages as a summer dessert.

It requires no soaking—fifteen minutes' cooking produces a delicious tapioca pudding.

It is extra good value for the money—one package makes six full quarts of a pudding that is nourishing and delicious, and that presents an unusually smooth and dainty appearance on the table.

And ***MINUTE TAPIOCA*** is absolutely pure—put up in the world's largest and most sanitary tapioca factory.

Ask your jobber for MINUTE TAPIOCA

Minute Tapioca Co.
Orange, - Mass.

Five Essentials

Simplicity
Fast Grinding
Durability
Easy Adjustment
Finish

Elgin National Coffee Mills

(40 STYLES)

These are high-grade, attractive looking mills, at a

LOW COST

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

The "QUALITY" SARDINE

You can enhance your reputation and add to your profit by handling

KING OSCAR BRAND SARDINES

the line which is uniformly pure, sweet and well packed.

They are a trade-winning line and never fail to satisfy.

CANADIAN AGENTS

J.W. Bickle & Greening
(J. A. Henderson)
Hamilton, - - Ont.

Do You Sell Wafers?

If so, read what a Pacific Coast firm have to say about the keeping qualities of

Frou-Frou

The World's Greatest Wafer.

Seattle, Washington, Feb 1, 1910.

MacGreegor Specialty Company,
Toronto, Canada.

GENTLEMEN:

In reply to your favor of 27th ult., would beg to state that Frou-Frou is the best seller we know of on this coast, once an order is placed it means a repeater.

The goods have many great merits, one of the principal ones being they *keep fresh, moist and sweet indefinitely*, never knew of a single can becoming rancid. We placed Frou-Frou on the Great Northern R.R. Steamer "Minnesota," one of the largest in the world, and it is on salt water all the time and in the different tropics, and we reserved a can for a test as to its keeping qualities, and on its last arrival here December 22nd, 1909, *the can that was left open was just as fresh and sweet as when placed on board*, being nearly a year back and forward from Japan, China, Manilla and other far Eastern points to the port of Seattle.

Yours faithfully,
THE THOMPSON-GAY CO.

Grocers run no risk in stocking this honey-combed, cream-filled wafer, any season of the year. The crispness and flavor of Frou-Frou are always the same.

If you have not yet tasted the taste of Frou-Frou, you may do so by sending us your name and address, when a generous sample tin will be at once sent to you.

TASTE THE TASTE OF FROU-FROU
The Dutch Wafer of indescribable charm.

MacGreegor Specialty Co.

Canadian Distributors TORONTO, ONT.

WE WISH TO ANNOUNCE TO THE TRADE that we are in a position to handle a greater volume of business this season than ever before. We pack a full line of high-grade Fruits, Vegetables and Side Lines and are in a position to look after your interests no matter how varied the assortment required. Communicate with us before booking your order. Invest two cents and be convinced that we can save you Dollars.

ESSEX BRAND IS KNOWN TO ALL THE TRADE

Essex Canning & Preserving Co.

Essex, Ont.

Gossages' Magical Soap

The Best, The Sweetest and The Cheapest Free Lathering Soap in the Market.

GUARANTEED GENUINE

William Gossage & Sons, Ltd., Widnes, Eng.

Are You Carrying The Empress Brand?

Coffees, Spices, Flavoring Extracts, Pure Jams and Jellies

WE WANT YOU to do so.
IT WILL PAY YOU to do so.
YOU WILL do so if you try them once.

WRITE US

Empress Manufacturing Co.
Limited

VANCOUVER, B.C.

MADE IN CANADA

SUPERFINE LINEN RECORD

Perfect conditions of manufacture have been largely responsible for the excellence of

Superfine Linen Record

Made in all Weights and Sizes

WHITE, AZURE and BUFF

SAMPLES FURNISHED ON REQUEST

THE ROLLAND PAPER COMPANY, LIMITED

GENERAL OFFICES:
53 St. Sulpice Street
MONTREAL, P.Q.

MILLS AT
ST. Jerome, P.Q.

EVERY CAN

GUARANTEED

St. Charles

Evaporated Cream

BETTER PROFITS
MORE SALES
SATISFIED CUSTOMERS

With a Good Stock of St. Charles

St. Charles Condensing Co.

NO SPRINGS

MADE IN CANADA

After 9 Years' Test and Its Adoption by the World's Greateat Merchants

The Toledo Scale

Is Now the Recognized Standard.

1. It is Automatic.
2. It contains No Springs.
3. It is always reliable—not affected by temperature.
4. Guarantees Honest Weight.
5. Pleases Customers and Brings Trade.
6. Saves Money, Time and Labor.
7. Is Most Beautiful and Attractive.

105 Styles and Sizes for all kinds of Stores
PRICES $40 UP.

70,000 Now in Use

The Great Atlantic and Pacific Tea Company, using 128 Toledo Scales, says:—

"I am convinced that Toledo Scales are the best on the market. They are exact as to both weights and computations, and never out of order.

"They are time savers and money savers and stop the giving of overweight. Customers like Toledo Scales, because the scale shows them just how much they are getting."

FRANK A. JONES,
Manager, Boston Store

MADE IN CANADA

NO SPRINGS

Scales of all makes taken in exchange rebuilt and for sale cheap.
Send for Catalogue, Free.

Toledo Computing Scale Co.

Makers of Honest Scales
TOLEDO, - - OHIO
OFFICES:
Toronto, 335 Yonge St.
Winnipeg, Edmonton, Calgary

She wouldn't take as a gift, any other salt but

WINDSOR SALT

For Table or Dairy

She knows that "Windsor" Salt ispure---that no adulteration is added to keep it from caking---and that it gives a delightful savour to the food, the butter and the cheese.

She knows, too, that no other salt is "Just as good."

The Canadian Salt Co., Limited

WINDSOR, ONTARIO

White Mop Wringer

always proves a splendid seller, because it does all we claim for it.

It never disappoints. Wrings drier and easier than any other device.

Each one sold is YOUR advertisement, reating more sales.

Watch for TRADE-MARK below ; it stands for excellence.

Write for Details. **Made in Canada.**

White Mop Wringer Co.,

FULTONVILLE, : N.Y.

YOUR PROFITS

in the handling of your perishables, such as butter, eggs, etc., are secured if you are using an

ARCTIC Refrigerator

The 'Arctic' is the 'last word' in scientific refrigerator construction, and is moreover a handsome ornament to any store.

Arctic Refrigerators for All Purposes.

JOHN HILLOCK & CO

Queen and George Sts., TORONTO

Agents for Western Provinces: Ryan Bros., 147 Bannatyne Ave., Winnipeg

To Northern Ontario Merchants

WE are well situated to supply your requirements from our warehouses at North Bay and Sudbury, and can **SAVE** you the freight you would have to pay when buying in the older parts of the province. We can also promise **YOU** the promptest delivery. Get in touch with us immediately. Time is **MONEY.**

A. J. YOUNG, Limited

Wholesale Grocers and Provision Merchants

NORTH BAY and SUDBURY

Sweet

Sterling BRAND

Pickles

The wide-awake Grocer is fully alive to the possibilities of the Picnic Trade.

No picnicker's outfit or outing basket is complete without

STERLING BRAND SWEET PICKLES

and it's "up to you" to be ready to supply this demand!

There's a snap and delicacy about "Sterling" Brand that has made them a warm public favorite. See to your stocks.

The T. A. Lytle Co., Ltd.

Sterling Road : Toronto

Redpath

is

Canada's Standard

for

Refined Sugar

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

HAVE A CARE

that your stocks of a staple article like marmalade are right. Be on the safe side by handling

Shirriff's Imperial Scotch Orange Marmalade

It is made solely of luscious Seville Oranges and highest grade sugar, and in flavor is unapproachable. *See to your Stocks.*

Order from Your Jobber or Direct

Imperial Extract Co., 8, 10, 12 Matilda St., **Toronto**

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR

LONDON, ENGLAND

IS THE BEST

Commands a Preference over all others.

Made from the finest malted barley.

AGENTS

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Green & Co., 25 Front Street East, Toronto. R. Robertson & Co., 912-913 Dominion Trust Bldg., Vancouver, B.C.
J. W. Snowdon, 413 St. Paul St., Montreal

We are open to do business on easy consignment terms *Write our Agents for Particulars*

FOREST CITY BAKING POWDER

THE STANDARD FOR 25 YEARS

6 oz. tins, 75c. doz.
12 oz. " $1.25 "
16 oz. " $1.50 "

Manufactured By

GORMAN ECKERT & CO., Limited

London & Winnipeg

For every kind of cleaning in the house

ASEPTO

Soap Powder

"The enemy of dirt"

Stands absolutely a'one!

It is wonderfully economical to use, and is a great favorite with the careful housewife! Recommend "*Asepto.*" Its effectiveness will guarantee repeats.

See to your Stocks.

ASEPTO MFG. CO.

ST. JOHN, N.B.

Agents--
ROSE & LAFLAMME, Ltd.
Montreal

Repeat Orders is the story of all Grocers who handle

Canada First Evaporated Cream

There is nothing to equal it as a pure, healthful substitute for fresh cow's milk. Every can guaranteed absolutely pure and thoroughly sterilized. Order from your wholesaler.

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

Tartan BRAND

CANNED GOODS ARE GETTING SCARCE

—And advancing in price. We have a full assortment of finest quality. Get in your orders while they last.

Five free phones at your service. **NO. 596** for Out-of-Town Buyers.

BALFOUR, SMYE & CO., WHOLESALE GROCERS . . **HAMILTON**

St. Lawrence

GRANULATED and GOLDEN YELLOWS

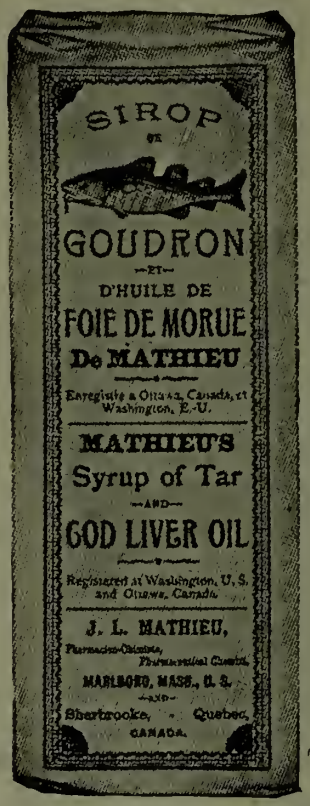
Made only from Pure Cane Sugar

The Trade will appreciate the advantage of our machine sewn bags if they will follow these instructions in opening them :—

Cut off the shortest chain close to the side of the bag, and pull out the single thread.

This is a quick operation and leaves the bag in perfect condition.

The St. Lawrence Sugar Refining Co., Ltd.,
Montreal



A COLD CURE EVERY Dealer Can Recommend

To be able to recommeod so article because of its success io the paat makes aelliog easy.

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

has beco a wooderful auccess.
The teatimonials received by the proprietors tell of marvellous cures.
Thouaaods of households are never without it.
Its salea have multiplied lo every communlty where it is sold.
Dealers never find it a slow seller.
Durlog the Fall and Wioter seaaoos large salea are aasured.
Keep a good supply on haod and when ordering order also

MATHIEU'S NERVINE POWDERS

which are necessary to reduce fever aod remove paios io coooection with colds.

J. L. MATHIEU CO., Props.
SHERBROOKE, P.Q.

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L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

McLean's

Original

Purest

THE CANADIAN COCOANUT CO.
Montreal

Cocoanut

QUALITY

When anyone wants a high-class household refrigerator they always buy the Ham & Nott make. Our grocer refrigerators are made on the same principle. That means the best.

Sold by leading hardware dealers, or write to us.

HAM & NOTT CO.
Limited
BRANTFORD CANADA

Royal Salad Dressing

Grocers say "People no longer consider ROYAL SALAD DRESSING a luxury, it's a necessity."

No table relish is so sure to please.

It attracts the kind of trade that buy the best.

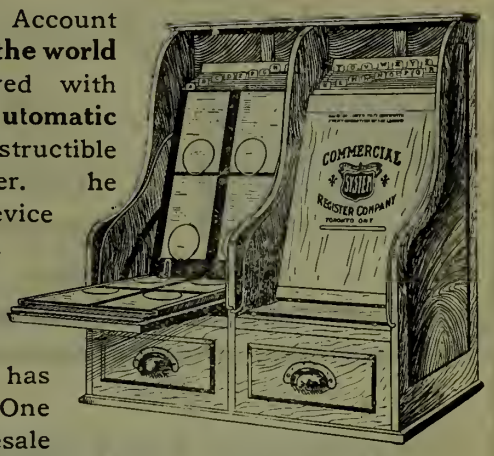
Made in Canada by

The Horton-Cato Mfg. Co.

Windsor, :: :: Ontario

THE COMMERCIAL

Is the **only** Account Register **in the world** manufactured with the **patent automatic** and indestructible sheet holder. The cleverest device of the age. Also the patented "locked" slip-holder has no equal. One large wholesale firm says: "The New Commercial is pre-eminent, and if every customer of ours had one he would be able to discount his bills." The Commercial cuts out bookkeeping, collects your accounts, pleases your customers and increases your trade. Thousands in use in Canada and the United States. Send postal for catalogue and testimonials of Canadian Merchants that you know.



Fits any Safe.

COMMERCIAL REGISTER CO.

178-180 Victoria Street - - Toronto, Ont.

Are You **HOT** and **THIRSTY** ?

So is Everybody

Your customers will be asking for

"A Nice Drink"

BATGER'S

LIME JUICE CORDIAL
OR BATGER'S LEMON SQUASH

a delicious and refreshing Summer Beverage already sweetened, just add cold water. :: :: :: :: ::

ORDER FROM YOUR JOBBER

Agents:
ROSE & LAFLAMME, LIMITED
MONTREAL and TORONTO

THEY

Sell Well

Show a Nice Profiit

Give Satisfaction.

WHY ?

Because they are

CANADA'S BEST

Rose & Laflamme, Limited - Montreal and Toronto.

YOU

have a fine profit-making proposition right within your grasp if you will follow the lead of the wise grocers and feature

RICHARDS PURE SOAP

HERE'S THE COMPLETE LINE:

Quick Naptha Soap Snowflake Soap Chips
Ammonia Powder 100% Pure Lye Toilet Soaps

Agent for Toronto and Hamilton: MR. HUTCHINSON, Omand Mfg. Co., 76 Colborne St., Toronto

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The
"Eureka" Refrigerator

A Handsome Fixture

Write for Catalogue

The "Eureka" Patented System is by long odds the most satisfactory for grocers and butchers. Merchants throughout the Dominion have pronounced it the most economical and effective.

Eureka Refrigerator Co., Ltd.
56 Noble Street (Near Queen St. Subway)
TORONTO

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.
Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.
Niagara Falls, - - Ontario

75,000 Gallon Pickles in Brine

This is at least one of the largest stocks held in Canada.

Kegs—1, 5 and 10 Gallon.
Bottles—Malt lever tops,and 40 oz. square.

Write for prices before placing orders elsewhere.

Thos. McCready & Son, Ltd., St. John, N.B.

Bonded Vinegar, Pickle and Spice Manufacturers.

There's Genuine Pleasure

and liberal profit in selling

"WHITE LILY" BRAND MARSHMALLOW BISCUITS!

They are genuine satisfaction-givers because of their excellent flavor and the crisp and fresh condition in which they always reach the retailer. Put up in glass-front tin boxes and retail at 18c and 20c. Obtainable also in 20-lb. tins and in wood boxes. Other leading "White Lily" lines you can handle profitably are—CREAM SODAS, HAVELOCK LUNCH, JAMJAMS and PEOPLE'S FANCY MIXED.

Write for prices.

J. A. MARVEN, Limited - - Moncton, N.B.

BAIRD'S "Second-to-None" Pickles

So called because they are second to none for value.

No other manufacturer has produced a better pickle at the price, and there are few as good.

GOOD, SOUND VEGETABLES and PURE VINEGAR

Low Price
High Quality

JOHNSTON, BAIRD & CO.

GLASGOW, SCOTLAND

Agents:—Geo. Stanway & Co., Toronto: W. L. McKenzie & Co., Winnipeg: R. Robertson & Co., Vancouver and Victoria.

GINGERBREAD

BRAND

MOLASSES

A Molasses that increases your sales.

THREE reasons for it:

No. 1—A Strong Baker
No. 2—Body
No. 3—Flavor

Packed in tins—2's, 3's, 5's, 10's and 20's; pails—1's, 2's, 3's, 5's gals. and in barrels and halves.

A trial order from your wholesaler will convince you that Gingerbread Brand is

THE BEST THERE IS

Be convinced now.

The Dominion Molasses Co., Limited

HALIFAX - NOVA SCOTIA

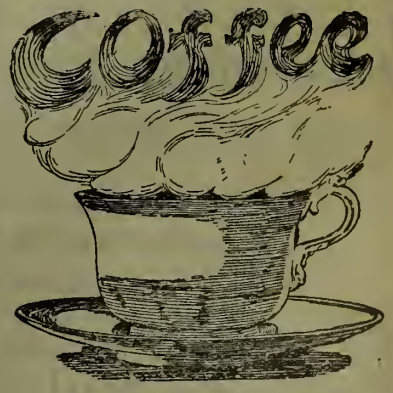
Facts are Stubborn Things

and the fact that

AURORA COFFEE

is so much Superior to all the others is a valid reason why you should handle it! The aroma and flavor of "Aurora" Coffee are unsurpassed, and its retail price, 40c., leaves you a very good margin of profit. Stock up without delay.

W. H. GILLARD & CO., Hamilton, Ont.



BRANCH—SAULT STE. MARIE

There is no Time Like the Present

to place your orders for these goods Spring importations are now arriving. See that you are one of the early ones to receive your supplies.

PROPRIETORS

ROWAT & CO.

GLASGOW, SCOTLAND

Canadian Distributors:— Snowdon & Ebbitt, 325 Coristine Bldg. Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

"KANDY KID"

A Dainty Popcorn Confection

The more your customers eat, the more they'll want.

A Seller and a Repeater

MADE ONLY BY

Clyde Fuller & Bro.

WINDSOR : : ONTARIO.

Get Wise to the Profit Problem

KITCHENER BRAND PORK AND BEANS

are equal in quality and selling at 25 per cent. less than the best packs on the market.
Why not, Mr. Grocer, make this profit?
Our beans are all hand picked and put up in the new sanitary can, in 1, 2 and 3 lb. sizes, plain or tomato sauce. We also have a full line of fruits and vegetables. If your wholesaler cannot supply you, write us direct for prices.

THE OSHAWA CANNING CO., Limited
OSHAWA, ONT.

Spices, and How to Know Them

By W. M. GIBBS

The only book on the subject—just published. The merchant or salesman, who knows all about spices, can command the spice trade in his territory. To get this information, he should read this work, dealing with PREPARATION, USE and ADULTERATION OF SPICES—a chapter devoted to each spice.

14 Colored Plates. 176 Pages. 100 Illustrations.
Price $3.50, Postpaid.

MACLEAN PUBLISHING COMPANY
Technical Book Department
111-117 University Ave. - Toronto, Canada

Cane's "New Idea" Butter Tubs

These are the kind of Butter Tubs your customers want. Show them how the specially-treated wood keeps the butter absolutely free from contamination and retains its freshness unimpaired.

YOU SHOULD HANDLE THEM

because they return you a fair profit and never fail to give entire satisfaction.

Ask your jobber for Cane's "New Idea" Butter Tubs, and when buying any kind of Woodenware remember Cane's is the best line made

The Wm. Cane & Sons Co., Limited, - Newmarket, Ont.

Downey's White Dove Cocoanut

is nearest to absolute perfection in cocoanut or it would not sell as it does.

MADE IN MONTREAL.

It dries them up ***Common Sense KILLS*** { *Roaches and Bed-Bugs Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

CHINESE STARCH

Quick Sales.
Satisfaction.
Large Profit.
No Dead Stock

Get Prices

OCEAN MILLS
MONTREAL

WARMINTON'S

Shipping Specialties

STRAPPING, CLUTCH NAILS, PAIL HOOKS, ETC.

Save expense to shipper

J. N. WARMINTON

207 St. James St., - MONTREAL

Now is the Time

to place your orders for

Cold Spring Lemonade Powder

After the success of last season you can rest assured of the ready sale of this summer essential.

The season for Picnics and Camping Parties is now on.

Put up in artistic and attractive ½ lb. and ¼ lb. tins.

We will be pleased to send prices and samples on application.

S. H. EWING & SONS
MONTREAL and TORONTO

When writing advertisers kindly mention having seen the advertisement in this paper.

HAMILTON STORAGE

Most Centrally Located. Fireproof Warerooms for Merchandise.

BONDED OR FREE

Separate Rooms for Furniture. Insurance Arranged at Lowest Rates.

LIBERAL LOANS

Quickly and Confidentially Advanced on Goods in Store.

GENERAL CARTAGE AGENTS

Distributing from Cars a Specialty.

THOS. MYLES' SONS, LIMITED

Main and Hughson Sts., Hamilton, Ont.

A MONEY MAKER FOR YOU

PACKARD'S MON-AMI WATER-PROOF BOOT POLISH

IT GIVES YOU 104% PROFIT

Mon-Ami

gives the quickest, brightest most lasting and waterproof SHINE to all leathers.

List Price, $9.00 per gross.

Discount in 1 gross lots, 25%. Less quantities, list price.

Terms 5% 30 days.

Mon-Ami

But three months old ; yet sold by almost the entire grocery trade of Canada.

Are you in line ?

If not—get busy !

MON-AMI is only one of our complete line of Boot and Shoe Polishes. Write us for complete price list.

EVERY PACKAGE GUARANTEED

L. H. Packard & Co., Limited Packard Building, **Montreal**

Manufacturers of High Grade Boot and Shoe Polishes
Also Makers of the Famous Rapid Metal Polishes

DOME LEAD

There is no better stove polish to be had in the world than

James Dome Black Lead

Pays both Jobber and Retailer a Good Profit.

The LATEST "Enterprise" Electric Mill

New ideas applied to rapid grinding of coffee by electric power make these new "Enterprise" Pedestal Mills *by far the best on the market to-day.* They are **Direct Connected.** They lose no power in transmission. The grinders are on the motor shaft. The double Mill shown here, No. 0852, is for alternating current; can also be furnished for direct current. One Mill is fitted with tooth grinders which *cut* the coffee, the other mill fitted with ribbed grinders for pulverizing. Each hopper holds six pounds. The Mill will granulate 3 pounds of coffee per minute, and pulverize ½ pound per minute. The cans or receivers are enclosed as a protection against dust. The Mill is self-cleaning. This compact, graceful 1 H.P. Mill is already in great demand. We invite correspondence and will send facts, illustrations and prices of our 45 sizes and styles of Rapid Grinding and Pulverizing Mills on request.

We supply grocers also with Meat and Food Choppers, Self-Measuring Pumps and Faucets, Smoked Beef Shavers and other "Enterprise" Specialties. You should have our latest catalogue. If you haven't it, write.

The Enterprise Mfg. Co. of Pa. Philadelphia, U.S.A.

21 Murray Street, New York — 544 Van Ness Ave., San Francisco

Quaker Brand Salmon

Merit alone has built up the trade in this brand. The consistent high quality is what the live grocer must have.

The BEST is none too good for your customers.

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

Quality's the Magnet

that always attracts, and it's the quality of

Wonderful Soap

that attracts and endears it to the busy housewife. It is unrivalled in chasing dirt from soiled clothes and commends itself to the retailer because it is attractively packed and made-up. The profit, moreover, is a real good one.

Have you heard of our sales-helping proposition. If not, write and ask us about it to-day.

The Guelph Soap Co.

GUELPH - - ONTARIO

Toronto Agents—MacGreegor Specialty Co.

It Pays to Sell CANE'S Washboards

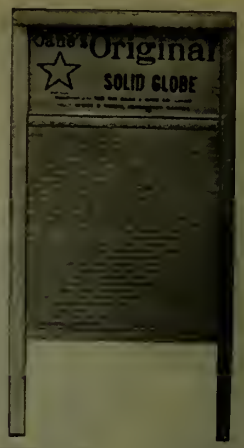
because they are the best-made washboards on the market and are as good as washboards can possibly be made.

Made in ten different styles and grades to suit every class of demand.

These goods are rapid and constant sellers everywhere and never fail to please the women.

Ask your jobber for Cane's Woodenware.

The Wm. Cane & Sons Co., Limited
NEWMARKET, ONT.



Tea Hints For Retailers

By JOHN H. BLAKE

¶ This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects :—

The Tea Gardens of the World
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
How to Establish a Tea Trade
Tea Blending

(275 pages) (24 full-page Illustrations)

Sent to any address on receipt of $2.00.

MacLean Publishing Company
(Technical Book Department)
111-127 University Ave., TORONTO

Working Capital

is the money you put into quick-moving stock. Don't let your money loaf around your shelves in the form of slow-moving stock. Buy

Queen Quality Pickles

Sweet Mixed Chow

They sell quickly and steadily, because their quality is uniformly excellent and they are packed in attractive 10 and 20-oz. bottles.

We use only the best selected vegetables, high-grade spices and pure vinegar in Queen Quality.

Write us for Prices

Taylor & Pringle Co., Limited
Owen Sound .:. Ontario

JAPAN TEAS

Our first shipment of new crop is now on the way.

S. T. NISHIMURA & COMPANY
MONTREAL & JAPAN

No matter what section of the country you live in you will find some PROGRESSIVE MERCHANT using a

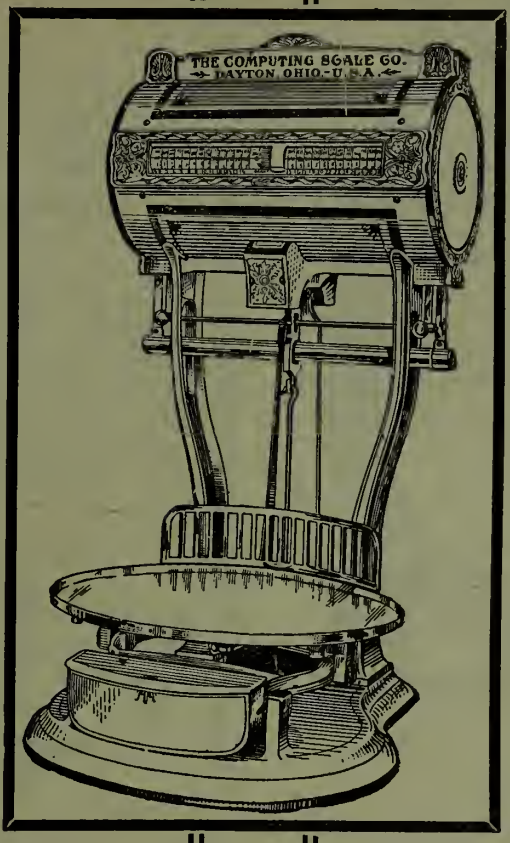
Dayton Computing Scale

WHY DOES HE USE A DAYTON? BECAUSE IT SAVES HIM MONEY OVER THE OLD SYSTEM OF WEIGHING.

WHAT IT DOES FOR HIM IT WILL DO FOR YOU.

It does not cost you much to PROTECT YOUR BUSINESS AGAINST LOSS THROUGH WEIGHING, as we sell FAMOUS DAYTON SCALES FROM $30 UP.

EVERY merchant who is anxious to stop the loss through over-weight should have this AUTOMATIC DAYTON SCALE demonstrated to him. It will be a revelation as OVER-WEIGHT IS IMPOSSIBLE with this



Scale. SOLD ON EASY MONTHLY PAYMENTS.

NO INTEREST CHARGED.

Drop us a card and have a demonstration on this scale. You will be under no obligation to buy.

We make very liberal allowances for old COMPUTING SCALES of any manufacture, if traded into us on the price of one of our improved scales, so if you have an old Computing Scale get our figure for an allowance.

Made In Canada by Canadian Workmen

Patronize Canadian factories.

EVERY SCALE WE SELL IS FULLY COVERED BY GUARANTEE.

Send us your card for a demonstration.

THE COMPUTING SCALE CO.
of Canada, Limited.
164 King St. West, - TORONTO, ONT

The Perfection Cheese Cutter

IS THE BEST

(Made in Canada)

The "Perfection"

Because it combines simplicity of operation with perfect accuracy.

No necessity for figuring and consequent mistakes.

Place the cheese in position and the Cutter does the rest.

Manufactured only by

American Computing Co. of Canada
HAMILTON, ONT.

When Your Boy Delivers

a bag of Purity Salt he is delivering a line that will give unusual satisfaction to the customer.

PURITY SALT

is well named, because it consists exclusively of fine dry, even salt crystals, free from all foreign substances. It is "The Salt That Satisfies."

ASK YOUR JOBBER FOR PURITY SALT

The Western Salt Co., Limited
MOORETOWN, ONT.

O·K

ENGLAND'S LEADING FRUIT SAUCE

25 years' reputation, and the only sauce backed up by a purity guarantee of

1000 GUINEAS

Sells at 15 cents and 25 cents

BE WARY OF IMITATIONS

SAUCE

George Mason & Co., Limited

Sole Manufacturers - - - LONDON, ENG.

Sole Canadian Agents

S. T. NISHIMURA & CO.

MONTREAL

SUB-AGENTS:—

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Hamilton, Ont.—James Somerville
Ottawa, Ont.—H. D. Marshall
London, Ont.—Wm. G. Coles & Co.
Quebec, Que.—A. Francois Turcotte
Kingston, Ont.—James Craig

When taking the weekly grocery order mention

SNAP

THE MAGIC HAND CLEANER

to the housewife. Once purchased, you can be sure of repeat orders, because there is nothing known equal to SNAP for chasing dirt, grease, tar or paint from soiled hands.

It is antiseptic and beneficial to the skin.

See to your stocks to-day and recommend SNAP.

SNAP Company Limited

Montreal, Que.

A 'SIMPLEX' Bacon Slicer will save you money

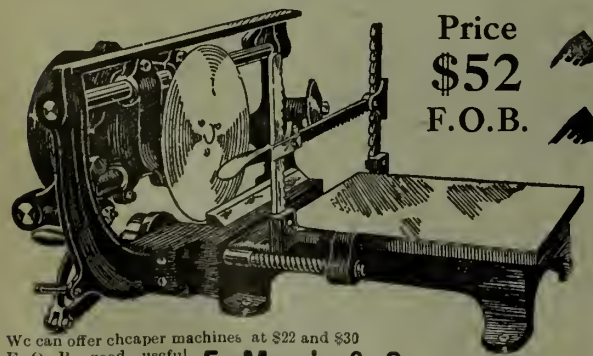
It cuts perfectly — Roll or side, the 'Simplex' cuts both 'clean as a whistle'—equal to the highest-priced machine on the market.

Safe and Simple — No difficult mechanism, nothing to go wrong, a lad can use the 'Simplex' without the slightest risk of accident.

Compact, yet Business-like — The 'Simplex' doesn't fill up your counter, it is beautifully compact, very smart to look at, and very easy to clean.

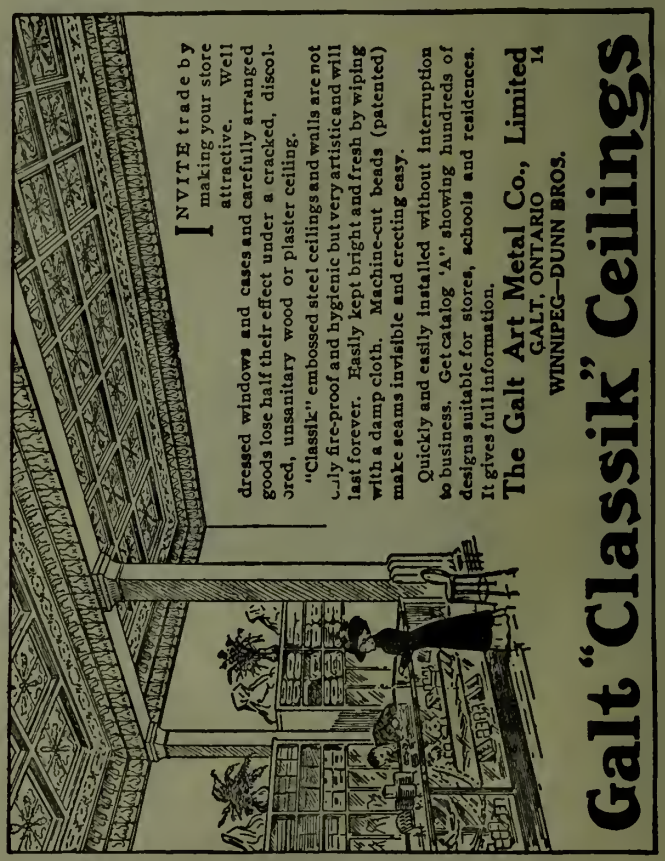
Money cheerfully returned if not as represented.

Price $52 F.O.B.



We can offer cheaper machines at $22 and $30 F. O. B.—good useful machines and really practical. Send to—

E. Morris & Co. King's Lynn, Eng.



INVITE trade by making your store attractive. Well dressed windows and cases and carefully arranged goods lose half their effect under a cracked, discoloured, unsanitary wood or plaster ceiling.

"Classik" embossed steel ceilings and walls are not only fire-proof and hygienic but very artistic and will last forever. Easily kept bright and fresh by wiping with a damp cloth. Machine-cut beads (patented) make seams invisible and erecting easy.

Quickly and easily installed without interruption to business. Get catalog 'A" showing hundreds of designs suitable for stores, schools and residences. It gives full information.

The Galt Art Metal Co., Limited 14
GALT, ONTARIO
WINNIPEG—DUNN BROS.

Galt "Classik" Ceilings

In replying to the above advertisement mention The Canadian Grocer

WILL IT PAY?

This is the first question that is asked by any merchant when considering the purchase of modern store fixtures. The fundamental question is one of

ECONOMY

A device is economical if
It adds cleanliness,
It is a convenience,
It makes labor lighter,
It makes labor more efficient
It reduces the labor item,
It saves time,
It adds safety,
It adds neatness,
It helps the appearance,

IT SAVES MONEY

Considered from these standpoints the

BOWSER

Self-Measuring Oil System is the greatest economy

The question is not "Can I afford it?" because it will pay for itself with money that was before wasted, It's simply up to you to investigate, The merchant who tries to see how much he can really get by adopting modern methods is the one who pulls the largest trade.

WRITE FOR BULLETIN 5

S. F. Bowser & Co., Ltd., Toronto, Ontario

Avoid that Needless Loss

Modernize your method of handling credit customers. Adopt the plan that has proved itself successful all over America.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments They cost but little and pay for themselves many times over.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.
Manufactured by

ALLISON COUPON CO., Indianapolis, Ind.

MADE IN CANADA

DELAY MEANS LOSS

Every day you delay installing THE McCASKEY ONE WRITING SYSTEM OF HANDLING CREDIT ACCOUNTS YOU ARE LOSING MONEY.

These are some of the ways in which the money is lost without your knowledge :

Forgotten charges—goods sold—never charged.
Disputes with customers—loss of trade
Poor collections—loss of discounts.
Loss of accounts—**The McCaskey is an Automatic Credit Limit.** And in a hundred other ways.

Let us tell you about them, we'll do so gladly if you will drop us a line and say you are interested.

FIRST AND STILL THE BEST

DOMINION REGISTER CO., Limited
Successor to the McCaskey Register Co. in Canada
96-104 Spadina Avenue - TORONTO, Can.

"BANNER" 1910

The Cold Blast Lantern

New Lift Air-Chamber Tubes Screw-cap and Handle

Patent Automatic Lock Patent Double Seamed Oil-Well

For Sale by all Jobbers

Ontario Lantern & Lamp Co.
LIMITED
HAMILTON, - ONTARIO

LAST CALL

Do not wait another day to order your Lobster and Kippered Herring supplies. Write us now for

ICE CASTLE LOBSTERS

AND ALSO

Ice Castle Kippered Herring

We are packing the goods and are nearly sold up. Quality high as ever. Going to go as quickly as packed.

J. W. WINDSOR

Packer of the Largest Variety of Canned Goods in Canada

AGENTS—Jas. Craig, Windsor; A. E. Richards, Toronto and Hamilton; Geo. H. Gillespie, London, Ont.; W. H. Escott, Winnipeg; Dominion Brokerage Co., Edmonton.

COOK'S FRIEND BAKING POWDER

"It pays to sell goods that give satisfaction."

Mr. Grocer, you cannot conscientiously hand out some other brand as "just as good," but you can recommend

Cook's Friend Baking Powder

as the best at any price.

Remember, 50 years a leader for high-grade quality, purity and uniformity is some record. Never changes in quality—always the best—and **Contains No Alum.**

ORDER FROM YOUR JOBBER

W. D. McLAREN, LIMITED
MONTREAL

Grow Bigger in the Bigness of the Whole

Feature "SALADA" in your store—recommend it to your customers —become a partner with us in increasing trade.

"SALADA"

THE RECORD OF SIX WEEKS

With the week ending April 30th, our sales increased 27476 lbs.
" " " May 7th, " " 21684 "
" " " 14th, " " 57219 "
" " " 21st, " " 39606 "
" " " 28th, " " 14532 "
" " " June 4th, " " 32608 "
over the corresponding weeks of 1909.

For nineteen years "SALADA" quality and "SALADA" value have been building business on the strong foundation of Reliability.

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Dominion Guild Endorses Contract Selling Plan

Like the Ontario Wholesale Grocers' Exchange, They Want to See it Rule—Annual Convention in Montreal—Are Opposed to Quantity Price and to Manufacturers Discriminating in Favor of a Few Retailers—An Open Letter to Traveling Salesmen—The New Officers.

Montreal, June 9.—A great deal of work was accomplished at the 20th annual meeting of the Dominion Wholesale Grocers' Guild, held here on Monday, Tuesday and Wednesday of this week.

Besides topics of special interest to the wholesalers being discussed, there were addresses from a few manufacturers and retailers, who were present.

Representative wholesalers from Halifax to Vancouver were present.

President L. E. Geoffrion was in Europe, unfortunately, as was President Carrier, of the Provincial Guild.

As will have been already observed, the name of the association was changed back to the old style.

MONDAY MORNING SESSION.

Armand Chaput, as chairman of the Montreal Wholesale Grocers' Exchange, welcomed the members, and trusted they would have as profitable and pleasurable a time as all had in Victoria last year.

Arch. Miller, of Quebec, was proposed as chairman, and read the President's address which was as follows:

"In meeting to-day to take up the 20th annual meeting of the Canada Wholesale Grocers' Exchange, it must be gratifying to all those present to realize that while we have not made the progress that could have been made, and would undoubtedly have been made, had all the trade more earnestly co-operated in this very necessary work, we have at least accomplished many things that have been a protection and benefit to the trade in general.

"It is because of the many difficulties that confront us—the many complex problems which have to be solved—the many questionable methods employed in business—that the necessity exists for the trade getting together from time to time to devise ways and means for bettering the business in which we are engaged.

"Firstly, then, careful thought will lead us to the conclusion that there are some features of the business that require our very special attention—some features of the business that, if left to go unchecked, would undoubtedly send the trade on the downward path, and lead to a condition that would be not only ruinous from a financial point of view, but that would be discreditable to the intelligence that must necessarily be represented for the successful conduct of a wholesale business.

Secret Rebate Evil.

"Perhaps we have no greater evil to contend with to-day than the deliberate violation of manufacturers' selling contracts by secretly rebating on many lines of goods, the margin on which, in many cases, is not sufficient to cover selling expenses. In this connection, a solution to this vexing and demoralizing practice should claim the attention of those present, if necessary, for a whole day, and ways and means can be adopted to prevent it, and no time should be lost. With a view to bringing in a report suggesting a remedy for the abuses that at present exist (which remedy, while it may not be an absolute cure, would at least work in that direction) would suggest the appointment of a committee to bring in a report to this meeting at the earliest possible date. A proper solution to this difficulty will undoubtedly build the grocery business on a solid

HUGH BLAIN, TORONTO.

Elected President of The Dominion Wholesale Grocers' Guild.

foundation, and, in a great measure, solve a difficult problem with which we have to deal.

In a measure this was done at the convention of the Ontario wholesale trade, and resolutions passed, and methods endorsed that if endorsed by the entire trade of the Dominion would go a long way towards putting the business on a better and more satisfactory basis. A great deal of time and effort was put forth to make the meeting of the Ontario wholesale trade of profit, and a success, and it will depend upon the action of this meeting how much benefit the trade of the entire Dominion can derive from the efforts recently put forth by the Ontario trade.

So much for the ethics of business. If we once get them on a good, honest basis it will be easier to accomplish results in other directions.

Now, having regard to heavy lines of importance to the trade that are at present being sold on a basis that cannot possibly cover the expenses of doing business, it would be well to direct your attention to some of the principal ones.

The Canned Goods Trade.

You have already received circulars from the secretary directing your attento the fact that if you desire to make a margin on canned goods the matter remains in your hands. So far as the Ontario trade is concerned, I am safe in saying that they desire to make a profit, and they realize that the only way to do it is to work in harmony with the Dominion Canners, Limited.

The situation in canned goods is greatly improved from the viewpoint of making satisfactory arrangements for sale of same, and we have with us to-day representatives of the Dominion Canners, Limited, who have come prepared to submit a proposition that will ensure the trade a margin, provided the trade in turn are prepared to co-operate with the Dominion Canners, Limited. It cannot be expected that they can accomplish this unless they have the cordial support of the trade. There is nothing clever about selling goods at cost, or a fraction over cost—such action rarely brings satis factory results, and undoubtedly a good healthy business on a paying margin is much more satisfactory to a reasonably inclined wholesale man than a large volume of trade with no margin.

We are handling some heavy items, the margin upon which does not cover selling expenses. Among them might be mentioned condensed milk and cream and laundry soaps. The volume of the latter is considerable, but not sufficient margin is made to cover the cost of selling.

The Ontario trade reached the conclusion that the only way of dealing with matters of this kind was through what they called a "Manufacturers' Committee," which was appointed at their annual meeting in Toronto, and they, in conjunction with a committee of retailers, will approach manufacturers jointly or singly as necessity requires.

In conclusion let me emphasize the fact that every man in the wholesale grocery business, having regard to his turnover, is equally interested in putting the grocery business on a healthy basis. Undoubtedly, progress has been delayed by the peculiar mental attitude of some of the trade. They have not displayed that generous disposition necessary in a work of this kind, but have rather inclined to run their own show believing

that they will succeed best in that way. Every man is entitled to his opinion, but the fact cannot be overlooked, that, had no effort been made through an organization to improve trade conditions, business to-day would be badly demoralized, and would show very serious losses all round. It must not be overlooked that the conditions of trade to-day are largely due to the efforts of a few active workers in each locality. Unfortunately, it seems to be difficult to get all the trade to wake up to a realization of the necessity for cordial co-operation. The work we are doing must, of necessity, be educational, and the results accomplished must depend upon the state of development reached by the members of the trade, in properly appreciating the actual conditions that prevail in business, and the absolute conviction that only by united effort can we better ourselves. Successful association work requires hearty co-operation, and we are here to-day to, if possible, to think logically for the correction of trade evils, and intelligently negotiate for better arrangements. I have not addressed you in high-sounding phrases and paid complimentary remarks to those who deserve them, but have endeavored (and I hope I have succeeded to some extent at least) to impress you with the importance of the fact that these meetings involve hard and conscientious work if good results are to be attained. Properly applied, there is sufficient capital, energy, and ability connected with the grocery business to put it on a first class basis; but you can rest assured our success will depend upon the measure of unanimity that prevails, and the willingness on the part of all those connected with the trade to assume their fair share of the work necessary to accomplish results that we hope this meeting will bring forth.

Mr. Miller paid a nice tribute to the memory of the late Col. Davidson, who had been such a prominent and welcome figure at past meetings. A letter of condolence to Mrs. Davidson, from the Dominion Exchange, had been sent and acknowledged.

Messrs. Cross, Beckett and Cook, appointed last year to draw up a new set of by-laws, requested the appointment of another consulting committee for discussion of the by-laws arranged, on behalf of the assembled members, said committee to report Tuesday morning.

Messrs. Gross, Symons, Letellier, Smye and Ethier were appointed.

Endorse Work of Ontario Exchange.

When it was proposed that the Dominion Exchange should endorse the proceedings of the Ontario Exchange at their meeting April 25, 26, 27 and 28, Fred Smye was called upon to briefly outline what was accomplished at that convention.

He referred to the success of the meeting which was fully reported in The Canadian Grocer. The proceedings had attracted favorable comment all over the continent, many complimentary letters having been received from large United States wholesalers among others.

Settling the suggestion that the meeting approve of the minutes of the Ontario Exchange, the following motion was made :

Moved by W. C. Cross, seconded by J. S. Royer :

"That the Canada Whalesale Grocers' Exchange are in entire accord with the Contract Selling Plan in which the manufacturers exact a condition providing for a declaration when required by them.

"That the Canada Exchange put itself on record as being opposed to quantity price, believing it to be not only an inducement to encourage violations of selling contracts, but also hurtful to the best interests of the retail trade in general.

"That this Exchange also goes on record as being opposed to manufacturers discriminating in favor of a small percentage of retailers to the damage and detriment of the large percentage of retailers—such action on the part of manufacturers being unfair, and if persisted in by the manufacturers being a sufficient reason not to entitle the manufacturers to the support of either the retail or wholesale trade."

Carried unanimously.

MONDAY AFTERNOON SESSION.

H. C. Beckett made a motion for the appointment of a committee to consider what might be done to improve conditions in the trade generally. Messrs. Beckett, Cross and Miller were named, and asked to report in the morning.

S. Villa brought up the question of status of members, raising the point as to whether a non-member of a local or provincial exchange could be nevertheless, a member of the Canada Exchange. This resulted in the following motion being put and carried :

"That it be incorporated in the by-laws of the Canada Wholesale Grocers' Exchange that no firm shall be eligible for membership unless said firm is a member in good standing in the local and provincial exchanges.

G. E. Barbour suggested the appointment of a permanent secretary. In the discussion which followed, participated in by Messrs. A. H. Pafford, H. C. Beckett and Gardner, it developed that the Ontario Exchange had some experience with a paid secretary who devoted himself exclusively to their work. He proved unsatisfactory, through no fault of the secretary himself, but because it was found that better results were accomplished through efforts put forth by members of the Exchange themselves.

The subject was then dropped.

A cablegram from President L. E. Geoffrion was read :

To the Chairman :

I wish you best success and regret very much to be unable to be with you to work in the interest of the association. Best wishes to all.

L. E. GEOFFRION.

Canned Goods Arrangement.

R. L. Innes, S. Nesbitt and W. R. Drynan, representing the Dominion Canners' Limited, were present for a time, and entered into a short discussion with the members on the arrangements to be made for the marketing of the 1910 crop of canned fruits and vegetables. Before retiring a general suggestion as to the proposed plan was placed before the meeting by Mr. Drynan. Subsequently the matter was thoroughly threshed out, the chief point emphasized being that the grocery trade profits, both wholesale and retail must be retained. The canners said that the fact that their ownership of practically every factory in Canada amounting to anything would ensure economical operation, which, in turn they claimed made it certain that prices would always be fair to wholesaler, retailer and consumer.

All the discussion on this subject was preliminary in its character, the representatives of the canners' having been requested to meet the members of the Exchange again on Tuesday, when representatives of the various provincial exchanges would all be present.

TUESDAY MORNING.

Monday's good resolve to make an early start was not made good, and it was 9.45 when the meeting was called to order, instead of 9 o'clock.

Back to Old Name.

The new constitution and by-laws were up for discussion first thing.

One of the most important changes adopted was the decision to revert to the old name of the association—the Dominion Wholesale Grocers' Guild. This was thought to be more suitable than the present name, which was chosen at the meeting in Quebec two two years ago.

The new by-laws were drawn up in such a way as to meet all requirements of the Dominion, Provincial and Local Guilds. After being read the by-laws were accepted, after some little discussion.

Retailers Represented.

E. M. Trowern and J. A. Beaudry, representing the Retail Merchants' Association were present, and addressed a few words to the meeting.

Mr. Trowern stated that it had come to be recognized that the only way to succeed now-a-days was through associations and associated effort. Much good had already been accomplished by the retail association, but after all, the retailers were only a unit, and to secure the best results, a unit in all branches—manufacturers, wholesalers and retailers—was required. The day was coming, he said, when these bodies would act as one, when improvements would be made which could not now be conceived.

Working Together.

Mr. Beaudry said that gradually the retailers all over Canada were beginning to work harmoniously together. Quebec grocers had been much interested in the resolutions adopted at the Ontario Guild meeting in April, on the occasion of the conference with the Ontario retail grocers. Local retailers were in entire accord with these resolutions, and heartily endorsed them.

Replying to a question by Mr. Beckett Mr. Beaudry said that the retailers in Quebec would be only too glad to meet Ontario grocers to form a committee, federal in its scope, for the purpose of conferring with a federal committe of the wholesale grocers to discuss ways and means of bettering trade conditions generally.

Concluding Mr. Beaudry remarked, that, speaking for the Quebec grocers, he believed thoroughly in the principle

of distribution through the triple channel of manufacturer, wholesaler and retailer.

A Universal Sentiment.

Major Butler, of the Shredded Wheat company, stated that he had within three weeks attended the annual meetings of the Southern Wholesale Grocers' Association, and the National Wholesale Grocers' Association. At these meetings he had found that the same sentiment prevailed as did at the present gathering. There was a pleasing insistent desire to eliminate trade abuses, and to improve conditions through association work.

Freight Weight Increase.

Mr. Tilston, manager of the Montreal Board of Trade Transportation Bureau, addressed the meeting on the proposed increase in minimum carload weights by Canadian railways.

He explained that the proposed table of increases would have to be submitted to the Board of Railway Commissioners when it would likely be submitted to various business bodies.

It is proposed to increase the minimum rate on classifications 1, 2 and 3 to 24,000 lbs., and classes 3, 4 and 5 from 24,000 lbs. to 30,000 lbs.

Hard on Retailers.

Fred. Smye said that the increase of the minimum rate from 24,000 lbs. to 30,000 lbs. would be a hardship of the greatest kind, on the retail grocers of Canada, in that a 24,000 lb. carload of assorted groceries, representing as it did an investment of some $2,000 on an average, meant about as big an order as any Canadian retailer was in a position to give. It was difficult now to make up a car; if the minimum weights were increased it would be almost impossible to do so.

Samuel Villa remarked that this was a second increase in minimum weights, and would accentuate the hardships felt at the time of the first increase.

Various suggestions were thrown out by different members, and it was finally decided to leave the matter in the hands of Mr. Tilston, and Mr. Walsh, the Canadian Manufacturers' Association's transportation expert. Mr. Tilston will be given the views of the grocery trade in different parts of Canada, as well as specific instances likely to be useful to the experts when making formal objection, before the Railway Commissioners, to the proposed change.

An Address to Travelers.

H. C. Beckett reported on the work of the special committee named to suggest trade improvements. He presented a written statement which was received with much approval. It was in the form of an address to travelers, suggested to be read, or otherwise conveyed to wholesale grocery salesmen by individual houses, the idea being to send copies to every wholesale grocery concern to make this possible. The address was as follows:

To the salesmen of Canada, engaged in the wholesale grocery trade.

Gentlemen,—"You are aware of the unsatisfactory condition of the grocery trade in every department, the buying department, the selling and settling department. To you, representing the selling department, we would say that you are the custodians of this, perhaps most important branch of our business. To you is entrusted the reputation of the house, its honor, its integrity, its capabilities, its success. It largely depends upon you what the commercial standing of the house shall be. We select you to represent us for the honesty, the intelligence, the ability which we believe you possess and we ask you to consider seriously the inherent responsibilities which you have assumed as representatives of the house. You must elevate the standard of business morals and the character of your house or you must debase the standard of business morals and the character of your house. Each salesman, therefore, whether he is in the sample room or on the road, carries with him

ARMAND CHAPUT, MONTREAL, QUE.

The President of The Montreal Wholesale Grocers' Guild.

the good name of his house, and it behooves him that it shall be kept by him unsullied.

"The members of the Dominion Wholesale Grocers' Guild feel it to be their duty to make this task as easy as possible for you to perform, and have used their best efforts to make such arrangements and adopt such methods as will enable you to do a clean, straightforward, honest business. To enable you to exercise that sterling business ability characteristic of the genuine salesman without the fear of competition from unfair and dishonorable means. We desire to ask your special attention to the "Contract Selling Plan" in connection with the voluntary "Declaration" supported by the "Secret Commission Act" now embodied in the "Canadian Criminal Code."

Penalty For Secret Rebating.

"This section of the criminal code provides among other things a penalty 'upon conviction on indictment of two years' imprisonment or a fine not exceeding $2,500 or to both and upon summary conviction to imprisonment for six months with or without hard labor or a fine not exceeding $100 or to both who

(b) Corruptly gives or agrees to give or offers any gift or consideration to any agent as an inducement or reward or consideration to such agent for doing or forbearing to do or for having after the passing of this act done or forborne to do any act relating to his principals, affairs or business, or for showing or for forbearing to show favor or disfavor to any person with relation to his principals, affairs or business, or

(c) Knowingly gives to an agent, or being an agent knowingly uses with intent to deceive his principal, any receipt, account or other document in respect of which the principal is interested and which contains any statement which is false or erroneous or defective in any material particular and which to his knowledge is intended to mislead the principal.'

"You will observe the sub-section 'b' provides against a salesman or traveler giving a clerk or agent without the knowledge of the clerk or agent's principal any rebate or consideration, and subsection 'c' provides against a salesman or traveler giving a rebate or consideration to any person without the knowledge of his, the salesman or traveler's principal. The seller, therefore, being an agent cannot give a bribe or inducement of any kind to anyone without his principal's knowledge without being criminally liable and even with the consent of his own principal cannot give a clerk a bribe or inducement without the knowlege of the clerk's principal without being criminally liable. It is equally clear that a principal cannot give a clerk a bribe or consideration either without the knowledge of the clerk's principal without being criminally liable.

"This construction of the Act by the Dominion Wholesale Grocers' Guild is upheld by the opinion of E. F. B. Johnston, who enjoys the highest reputation as a criminal lawyer. This view of the Act has never been seriously questioned by the grocery trade. The trouble has been to get evidence of these illegal acts. It is here, therefore, where the usefulness of the Declaration comes in and which in accordance with the recommendation of the Guild must be taken by the seller when called upon in case of a violation or a supposed violation of the Act.

Has Right to Refuse.

"It is, of course, the right of anyone to refuse to give this Declaration either from a sense of being guilty of the offense or from any other cause, but you must remember that your principal is under contract with the manufacturer that you or himself or both will take the Declaration when called upon and if you or he refuses, the manufacturer is

pledged to the trade not to sell his products to your principal, or impose an agreed penalty for breach of contract. It is therefore imperative if you remain a grocery salesman that you should take this Declaration.

"'There is no shuffling, there the action lies in his true nature; and we ourselves compelled, even to the teeth and forhead of our faults, to give in evidence,' as Shakespeare puts it.

"It is, therefore, clearly established that our contracts with the manufacturers must be observed if we wish to remain in the grocery business. Both you and ourselves must adhere rigidly to the prices and terms stipulated and you will also observe that in the form of Declaration recommended, you have to swear that you have not sold sugar, tobacco or other proprietary goods at less than the established prices, nor given more discount off for cash on any class of goods than provided for by the established rules of the trade.

"These arrangements we are pledged to adhere to and all of us, both principals and employes, are in honor bound to faithfully carry out.

"Gentlemen, we want you to be honorable business men. We want to be honorable business men ourselves. We want you to keep the interest of your house in view. We want you to keep the interests of your customers in view. We want your relationship with the retail trade to be dignified and fair. We want you to assure the retail merchant that the wholesale merchant will be ever watchful of his welfare. We want you to discourage the sale of any but goods that will afford the retailer a reasonable profit. We want you to assure him that his competitor cannot buy proprietary articles at less than he can. The retail merchants are honorable business men. We want you with their assistance and with our assistance to place the trade, both wholesale and retail on a satisfactory basis so that we may all be able to make a reasonable profit and raise the grocery business to a position that will be the emulation of all other branches of trade."

A Mistaken Idea.

Mr. Beckett remarked that the address was suggested by the fact that when the secret rebates act was passed many wholesalers apparently led their travelers to believe that it meant nothing. This was altogether wrong. The Government would assuredly take action whenever there was ground for prosecution.

A nominating committee was appointed, consisting of H. C. Beckett, C. H. Gross, K. MacKenzie, J. F. Edgett and Mr. Prevost.

TUESDAY AFTERNOON.

The morning session lasted until half past one, and it was nearly four o'clock before the meeting convened in the afternoon.

Sugar on the Slate.

Most of the time at the disposal of the convention was occupied in a lengthy and aminated discussion of the sugar question. Owing to the increased cost of doing business the sugar trade was deemed to be in an unsatisfactory condition, and it was felt that steps should be taken to improve conditions. The matter was referred to a committee for investigation.

Canned Goods Arrangement.

The question of canned goods came up and was finally settled by the adoption of a selling plan along the general lines of past arrangements, which is intended to result in an equitable deal for manufacturer, wholesaler and retailer.

THE WEDNESDAY SESSION.

The most important matter attended to on the last day of the convention was the election of officers. The result of the ballot was as follows:

President, Hugh Blain, Toronto, Ont.; vice-presidents, Robt. Kelly, British Columbia; W. Georgson, Alberta; H. B. Gordon, Manitoba; Geo. E. Bristol, Ontario; Archibald Miller, Quebec; R. F. Randolph, New Brunswick; R. M. Symons, Nova Scotia.

Next Convention in Toronto.

A telegram was read from the National Wholesale Grocers' Association of the United States, wishing all success to the meeting and a reply sent.

It was decided to hold the next meeting in Toronto. A vote of thanks to the Montreal trade for their courtesy during the convention was passed. Mr. Smye moving it regretted that the pressure of business made it impossible for members to more fully fill in with the entertainment plans of the Montrealers. A vote of thanks to the Board of Trade for the use of the Council Chamber for meetings was also passed, as was a vote thanking Mr. Miller for the manner in which he conducted meetings in his capacity as chairman. In the afternoon the delegates were entertained to a trip around the harbor.

WHO WAS THERE.

Those present were: R. M. Symons, of R. B. Seeton & Co., and L. Mortimer Smith, of A. & W. Smith & Co., Halifax, N.S.; J. H. Harris, of J. H. Harris & Co., Moncton, N.B.; G. E. Barbour, of G. E. Barbour Co. Ltd., St. John, N.B.; Arthur C. Pyke, Sec. Maritime Wholesale Grocers' Exchange, Halifax, N.S.; Armand Chaput, of L. Chaput, Fils & Cie., Montreal; L. A. Langlois, of Langlois & Paradis, Quebec; R. H. Beaulieu, of Cote, Boivin & Cie, Chicoutimi, Que.; J. F. Edgett, of Reed Co. Ltd., Moncton, N.B.; S. A. Jones, of Jones & Schofield, St. John, N.B.; J. B. E. Letellier, of J. B. E. Letellier, Quebec; John Dillon, of A. M. Smith & Co., London, Ont.; J. S. Royer, of J. B. Renaud & Co., Quebec; J. A. Lemieux, of A. Carrier & Fils, Levis, Que.; W. L. Harding, of W. F. Hatheway Co., Ltd., St. John, N.B.; C. H. Gross, of Leeson, Dickie, Gross Co. Ltd., Vancouver, B.C.; Fred T. Smye, of Balfour, Smye & Co., Hamilton, Ont.; A. Hudon, of Hudon & Orsale, Montreal; Thomas Kinnear, of T. Kinnear & Co., Toronto; Jos. Dufresne, of Jos. Dufresne, Joliette, Que.; W. Pouliot, of Chevalier, Pouliot & Co., Joliette, Que.; H. Laporte and Jos. Ethier, of Laporte, Martin & Co., Montreal; F. W. Humphrey, of F. W. Humphrey, Toronto; J. N. Gow, of Macpherson, Glassco & Co., Hamilton, Ont.; Wm. C. Cross, of Hall & Fairweather Ltd., St. John, N.B.; A. G. Olive, of George Foster & Sons, Brantford, Ont.; F. M. Sloan, of John Sloan & Co., Toronto; A. H. Pafford, of Davidson & Hay, Ltd., Toronto; H. T. Wilson, of Groceries, Ltd., Toronto; W. P. Eby, of Eby, Blain, Ltd., Toronto; Samuel Villa, of James Turner & Co., Hamilton, Ont.; M. S. Sutherland, of Fenwick, Hendry & Co., Kingston, Ont.; R. J. Carson, of R. J. Carson, Kingston, Ont; H. C. Beckett, of W. H. Gillard & Co., Hamilton, Ont.; Arch. Miller, of Whitehead & Turner, Quebec; A. E. Provost, of Provost & Allard, Ottawa, Ont.; J. R. Gardner, of F. J. Castle & Co., Ottawa, Ont.; K. Mackenzie, of K. Mackenzie & Co., Winnipeg, Man.

TRADELETS.

The supply of "taffy" ran short after Tuesday morning.

The Maritime Provinces were well represented as usual.

Kenneth Mackenzie, the old reliable from Winnipeg, was right there.

Glad to see C. H. Gross come all the way from Vancouver. That's the right spirit.

"Foxy Grandpa" kept good order and conducted the meetings in business-like fashion.

Fred Smye is certainly a hustler—he and Harry Beckett make a great team, alright.

G. E. Barbour is a St. John man who doesn't wear velvet gloves when he is talking.

We missed brother Randolph from Fredericton. Must be doing a heavy business down east.

The Carson-Sutherland combination from the Limestone City operated together right through.

The "Baby Doll' wore a happy smile at all times—besides an appropriated carnation on Tuesday.

Friend Provost has the right idea and he's not the kind that, to quote Harry Beckett, "lays down."

A. H. Pafford knows what he wants and has a mighty good idea of the shortest way to get there.

The delegates were entertained at luncheon, at the Canada Club, Tuesday at noon, by the Montreal Guild.

Secretary Cook did everything to make the visitors feel at home—as he always does when the convention is held in Montreal.

Fred Smye knew what he was talking about when he said wholesalers made more money by attending the meetings than by staying away.

Armand Chaput, although he took a back seat, entered into the discussions—and was on hand when the white flowers were going round.

Major Butler: "The secret rebater will get the retailer, if not to-day, then to-morrow. The only way to avoid being caught is have nothing to do with the gentleman."

"The Little Iron Man" worked just as hard as ever. Some very nice things were said about him by the members of the Guild, who can appreciate the arduous tasks he undertakes.

Practical Methods Used in Retail Grocery Stores

Cleveland Grocers Decide on the Weight Plan — Electric Fan Contrivance For Driving Flies From The Window—Chatham Grocer Advertises Source of Produce—Nothing Lost Through Early Closing.

Decide to Sell by Weight.

Cleveland, O., June 8.—Four hundred of the leading grocery stores of Cleveland, O., last week inaugurated the plan of selling vegetables and groceries by weight and not by measure.

This change comes as a voluntary concession on the part of the Retail Grocers' Association. It probably means that within a short time the dry measure method of sale and purchase of these commodities will be practically abolished. The Cleveland consumer now asks for 12 pounds of apples, peaches, beets, carrots, tomatoes, onions, etc., instead of a peck, or three pounds instead of two quarts. Irish potatoes are bought at 15 pounds for a peck.

The experiment had already been made by some of the big stores and they report that their customers were well satisfied.

Electric Fans Scare Flies.

Bracebridge, Ont., June 9.—Grocers of this town have little trouble in keeping flies from the window. This is how it's done. Bracebridge has a wonderful electric lighting system giving 24 hours' service. Nearly every store owns one or two electric fans, which, being placed in the display window, speed with such lightning rapidity that flies and other insects have no time to linger at the temptations before them.

Telling Whence Produce Comes.

Chatham, Ont., June 9.—W. J. Easton, a Chatham merchant adopts a novel idea with reference to his holiday meat trade. In his advertising, which frequently takes the form of reading notices, he gives the names of stock raisers from whom his cattle, calves, lambs and hogs are purchased. For instance, in Thursday's paper he states: "There are some exceptionally fine Easter calves . . . fattened by Thos. Smith, concession 5, Raleigh, especially for the Easter trade." In his advertising last Christmas Mr. Easton quoted probably a dozen or more stock raisers of prominence as his source of supply.

The idea, something new in the meat trade here, should not only interest grocers who run meat shops in connection, but might also be adaptable to the handling of butter, eggs, maple syrup, and summer fruits among other lines. It is at present not an uncommon thing for customers to patronize a certain grocery store because it handles Mrs. So-and-so's butter—though, in the event of that lady's butter being sold out, the customer is generally satisfied with any other butter the grocer may recommend.

The scheme of utilizing the name of the actual producer as a drawing card for the grocery seems to offer possibilities. Of course, there is the danger that the grocer may be building up prestige for some fellow merchant to whom the butter woman or other producer may later see fit to transfer her supply. Nevertheless, the mere act of specifying where a certain line of produce comes from usually carries a great deal of weight with ordinary buyers who, as a general rule, don't know the producer named from Adam.

Loses Nothing by Closing Early.

Toronto, June 9.—Another enthusiastic worker for early closing and the Wednesday afternoon holiday the year round is A. A. Martin, 202 Lippincott Street. For his own satisfaction he has given the early closing a trial and is quite satisfied he has lost nothing by it.

Mr. Martin says a man working until 10 and 12 o'clock every night is not capable of doing his business justice the next day. He closes at 7.30 in the evening and sales after that hour would scarcely pay for the gas, he says.

P. R. Morrison, of 127 Lippincott St., is another strongly in favor of shorter hours and both gentlemen would like to hear the opinions of other Toronto merchants.

TRADE NOTES.

G. K. Nauta, representing "De Jong's" cocoas and chocolates, Wormerveer, Holland, is making a business tour of Canada. He was in Toronto this week and will visit Hamilton and London before going to the Pacific Coast via Owen Sound, Fort William, and Winnipeg. He also represents a Rotterdam wine and liquor firm.

The Hamilton, Ont., Commercial Travelers' Association has presented the Hamilton Sanitarium with a furnished cottage, costing $1,200. At a recent enthusiastic gathering of about 300 Hamilton citizens and the sanitarium committee, E. J. Fenwick, vice-pres. of the Travelers' Association made the presentation and J. J. Evell, the chairman of the sanitarium committee replied.

Things That Shouldn't Be

A Clerk Should not Appear as if he were Condescending to Serve a Customer—Everybody Should be Treated Courteously and Respectfully.

The Canadian Grocer

Established - - 1886

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FRUIT AND GRAIN CROP OUTLOOK

The present is an anxious time for growers of crops, both fruit and grains. Too much or too little moisture means much to them.

This year, however, none in eastern Canada can complain of too little rain, but for a time it looked as if the west would suffer on this account. However, timely rains, and snow in some parts, relieved the situation and from present prospects the west will yield as good, if not better, crops than in 1907. The acreage is much more.

In British Columbia the fruit outlook is for a heavy crop; in fact, growers look for the largest in history. All the trees seem to have come through the winter without the damage that was sustained a year ago.

The weather in the Niagara peninsula has for some time been backward and cool, but that of the past week was much better.

There promises to be a fine crop of strawberries there. The early varieties are ripening, and the Williams, which is largely grown in that section, have set for a heavy crop and will begin to ripen about June 20.

Raspberries look well, but sweet cherries will be medium to light, the rainy weather affecting many orchards.

Plums, the Japanese variety, have set a light crop, but European varieties will be a medium to full crop.

Pears of nearly all varieties have set a full crop. Grapes will only be a medium crop from present appearances. Apples had a full bloom and are setting well, and many orchardists are spraying thoroughly for codlin moth.

From present appearances there will be, on the whole, a good fruit crop. Work is well advanced and there has been little or no injury from frost.

Tomatoes are backward, but warm weather will remedy this. Fruit lands are selling freely at high prices.

A SUGAR SCHOOL.

Something unique in the way of technical education is to be attempted at Glasgow, Scotland. This is none other than what is termed a sugar school, where young men are to be technically trained in regard to matters appertaining to the sugar trade.

The particular training is designed to fit the pupils of the school to take positions as managers, engineers, overseers and chemists at the sugar mills, which are located in different parts of the Empire.

Scotland has for many generations been famous as a centre for refining sugar. Some of the wealthy men in Glasgow are ambitious enough to think that her sons may take a greater part than heretofore in the manufacturing of the raw material, and they are backing up their ambition with substantial contributions of money in order that technical educational facilities may be provided.

Who knows but possibly the young men trained at the proposed technical sugar school at Glasgow may ultimately assist in solving the problem of the production of beet sugar in Canada, which has not by any means yet realized the anticipation of its promoters.

THE APPLE QUESTION AGAIN.

New light has been thrown on an old subject by a large United States apple exporter.

Recently he told of his troubles during the past year: "Farmers do not even stop at putting seconds and culls in with No. 1's, but even fill in with cider apples."

The result was to lower the whole market tone to such an extent that many of the largest exporters were unable to realize a profit.

This statement was made regarding the U. S. pack, but Government records here show that the same thing has been going on for some years past, and instead of being on the decrease, is becoming more and more general.

If our farmers could only be made to feel how our apple trade with England was suffering from just such small trickery, there would be a stop to it from most quarters. Unfortunately, they do not seem to realize that Canadian apples are gradually losing their pre-eminence in the English market.

A Canadian exporter estimated that fully half of our export of No. 1's would show tricky packing. This is becoming a matter of more than local interest. It is a national question, and one which so far has failed to reflect much credit on the Canadian farmer.

The only remedy seems to be to keep preaching, and wherever possible, have the commission men take up the matter, insisting on honestly packed apples. Even the numerous convictions for violations of the law on this matter have seemingly had little effect.

It is sincerely to be hoped that this year will see an improvement.

ANNOUNCE FLOUR DECLINE.

As will be seen from a report in another part of this paper, the retailers of Halifax, N.S., are alive to the advantages secured by the recent decline in flour.

They are featuring this fact in their advertisements and are very wise in doing so as a good many of the general public will patronize their stores for flour when a reduction in price has been announced.

It would be advisable to not only feature flour just now in the newspaper advertisements, but in the window as well, providing a few show cards are used to announce the decline and the lower price. This ought to bring good results.

B. C. RETAILERS COMPLAIN.

Another increase is noted in hams and bacon in the British Columbia market. One brand of hams is up from 22¾ to 23½ cents, while bacon has advanced from 28½ to 29½ cents.

These items fluctuate more than any others there, and it all depends on the stock on hand. If the stocks are heavy, the price is dropped a fraction of a cent for an inducement to the retailer, and when the stocks are low, the grocer pays a little more for the same article.

There has been more than one complaint in British Columbia, not about hams and bacon alone, but of other lines, the prices of which are handled in the same way. On the coast, the opportunity is greater than in large cities in the east, since the point of supply is not so convenient, and a few days' delay makes a big difference in the stock in hand.

FROM THE FAR EAST.

Editor Canadian Grocer.—To-day we received your very valuable number of May 27th. It alone is really worth the dollar which we sent for 6 months' subscription.

J. KELLY & CO.

Charlottetown, P.E.I., June 1, 1910

Making a Selling Window of Vegetables and Fruit

A Simple Arrangement That With Show Cards and Price Tickets is Sure to Bring Business — How It Can Be Constructed and The Vegetables and Fruits to be Used—Designed For a Corner Window.

The accompanying suggestion is for a fruit and vegetable window. While it is simple and does not require much ingenuity to construct it, it should be a good drawing card for any grocery store.

As will be observed from the shape, it is designed for a corner window, but the same idea can practically be carried out in a one-sided display.

The foundation is just a common board one, built somewhat on the stair fashion, but with slanting steps and a level platform on top.

Around the base of the window may be placed cans of vegetables such as corn, peas or tomatoes, end to end. If the labels are turned up a more attractive effect will be secured.

Next to the cans may be placed a row of carrots as suggested in the drawing, only they should be packed close together to hide the window floor. A row of beets similarly packed might come next. On the second landing corn on the ear is one suggestion, but, of course, the grocer may make this greens of some kind, asparagus, peas in the pod or any other vegetable he wishes to sell. If corn is used a row of canned corn above with the labels up would be appropriate.

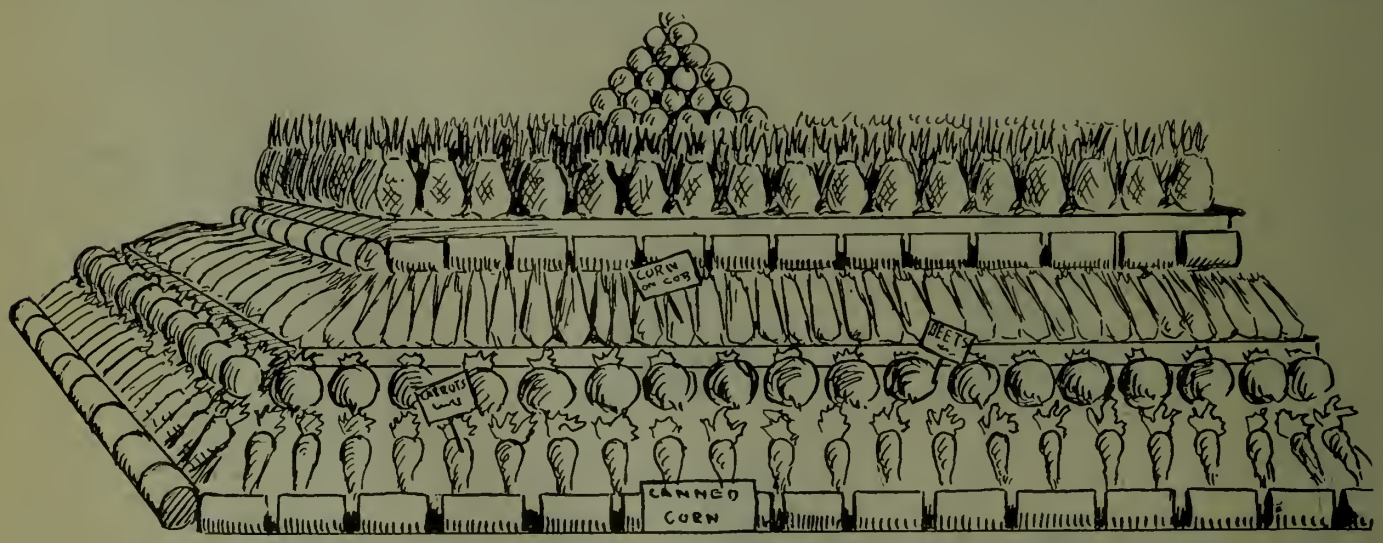
Use Tomatoes For Color.

To give a little color to the display use tomatoes by piling them neatly all the way round.

The top landing in the drawing made by The Canadian Grocer's artist is allotted to fruit—pineapples and oranges—pineapples, because these are now in big demand for preserving, and oranges as they have become a grocery staple with a demand all the year round. The pines occupy the entire platform, with the exception of a neat pile of oranges in the centre, and they are arranged symmetrically and close by each other.

To make such a display a good seller a few window cards telling of the superior quality of the various articles, their origin, etc., should be scattered here and there. The price in such a case should also be given.

It is almost as simple to make a neat display like the above as it is to throw the different fruits and vegetables carelessly into the window. Any clerk who has the interests of his employer at heart would be glad to arrange it if it were suggested to him. If this is done The Grocer would be glad to learn of the results.



A Suggestion For Dressing a Window With Canned and Fresh Vegetablesand Fruits.

NEW OFFICERS ELECTED.

Winnipeg, June 9.—The Caterers' Association, of Winnipeg, which comprises the wholesale and retail grocers, butchers and confectioners of the city, met on the evening of June 2 and elected the officers for the coming year. President Ald. Wilton acted as chairman. The vote ran as follows: President, E. Tugwell, Foley Bros. & Larson; vice-president, C. E. Christic, grocer; treasurer, W. A. Bartram, provision merchant; secretary, E. V. Battley, butcher; committee, Harper Wilson, Ald. Wilton, Ald. Gowler, B. Holman.

The association is to meet next week again to make arrangements for the annual picnic. Several invitations have been received from outside points offering sites for a pienic ground. It is expected that Winnipeg beach will be the chosen place but it is difficult to get a date when the grounds are not occupied.

SOCIABILITY AND HARMONY.

J. A. McCrea & Son, Guelph, Ont., and their staff are among the foremost of Ontario grocers in promoting a social feeling among the members of a retail store. Recently they met at the home of one of the staff where a pleasant social evening was spent, and at the same time presented R. J. E. McCrea, on the eve of his marriage, with an address and a handsome club bag. This retail firm regularly holds little social functions and the result is that all work in perfect harmony in the store.

TRADE NOTES.

Theodore O. Leonard, a Detroit traveling salesman known to many in Canada died recently.

Geo. Ruppel one of the grocers, of Elmira, Ont., is building a new residence which when completed is expected to be one of the finest homes in that pretty town.

The Dominion Government has subsidized a property in Palmerston, Ont., for a Public Cold Storage. It will be operated by the Palmerston Cold Storage Co.

Thomas Burton and Hazen John Burton, of St. Andrews, Charlotte County, N. B., have entered into a general partnership for carrying on a retail grocery business at St. Andrews, under the name of H. J. Burton & Co.

R. W. Wilson who was head clerk for Steel Bros., Fergus, Ont., for some twelve years has purchased the grocery and confectionery business of A. H. Foot, of the same town.

Davidson & Hay, Limited, wholesale grocers, of Toronto, are suing J. Broughton and W. Ball, retail grocers, for $336 and costs in County Court. Plaintiffs say they sold goods to defendants for $1,333.73, and that a deposit of $1,010.63 has been paid. The balance of $323.10 includes $12.97 interest. Mr. Ball claims that he dissolved partnership with Mr. Broughton before the goods were purchased, which the latter admits to be right.

HELPS HIM IN HIS BUSINESS

W. J. Ireland, Tottenham, Ont., writes as follows:—Thank you for your valuable "Grocer" which I appreciate a great deal. It helps me in my business very much.

The Markets—Higher Currant Prices Expected

Leading Authorities Receive Confirmatory Reports of Previous Unfavorable Weather Conditions—Advices to Buy Now Have Been Passed Around, Giving the Statement that the Opening Price of New Crop May be the Lowest—Price of Old Stock Increases One Shilling During Past Week—Rice is Much Firmer.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS.
Rice.—Up 15c.
Seed Tapioca.—Up ½c
Ginger and Mace.—Very firm.
Sugar.—Firm.

Montreal, June 9th, 1910.

The feature of last week was the 15c. rise in all lines of rice. This change took place just too late for publication in the previous issue. It has had a decidedly beneficial effect on trade in this line, buying being indulged in freely.

The short sugar war in the States attracted considerable attention. It caused refined prices in New York to drop to the $5 mark.

Monday, Tuesday and Wednesday of this week the wholesale grocers met here in Montreal. A full account appears on another page of this issue.

Dr. McCarrey, government health officer, has been very busy of late confiscating spoiled foodstuffs. Among the items were a lot of canned lobsters.

The constant rain during the past few weeks has had a bad effect on trade in general. Collections are poor and buyers seem to be afraid to lay in any large stocks. It is to be hoped matters will improve soon.

Sugar.—Since the recent advance there has been a slight weakening in the price of raws, and U. S. refiners took advantage of it to start a short cut price war. The two concerned were the Federal and the American Sugar Refining Companies. Prices touched the $5 mark. Evidently the matter has been settled, as prices are again almost normal. Trade is only fair here.

Granulated, bags	5 15
" 20-lb. bags	5 25
" Imperial	4 90
" Beaver	4 90
Paris lump, boxes, 100 lbs.	5 95
" " " 50 lbs.	6 05
" " " 25 lbs.	6 25
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 85
" " 100 lb. boxes	5 95
" " 50 lb. "	6 05
" " 25 lb. "	6 25
" " 5 lb. cartons, each	0 37½
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37½
Extra ground, bbls.	5 60
" " 50-lb. boxes	5 80
" " 25-lb. boxes	6 00
Powdered, bbls.	5 40
" 50-lb. boxes	5 60
Phoenix	5 60
Bright coffee	5 10
No. 3 yellow	5 00
No. 2 "	4 90
No. 1 " bags	4 75

Bbls. granulated and yellow may be had at 5c. above bag prices.

Syrups and Molasses.—Molasses trade is only fair at present. The bulk of the trade passing is for choice, but there is a fairly even division in all lines.

Syrup trade has improved, and orders for small lots are coming in much better.

Fancy Barbadoes molassee, puncheons	0 36	0 38
" " " barrels	0 38	0 39
" " " half-barrels	0 40	0 41
Choice Barbadoes molasses, puncheons	0 31	0 33
" " " barrels	0 34	0 36
" " " half-barrels	0 36	0 38
New Orleans	0 27	0 28
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls.		0 03¾
" ¼-bbls.		0 03¾
" 38½-lb. pails		1 80
" 25-lb. pails		1 30
Cases, 2-lb. tins, 2 doz. per case		2 50
" 5-lb. " 1 doz. "		2 85
" 10-lb. " ½ doz. "		2 75
" 20-lb. " ¼ doz. "		2 70

Tea.—Local men are awaiting the arrival of the new Japan crop, which is already near Canada. A new stimulus will be given the tea business when this takes place.

Recent cables report China Congos strong.

Locally trade is somewhat dull, and no price changes have taken place.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 30	0 35
Medium	0 25	0 28
Good common	0 21	0 23
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Coffee.—There is a decided scarcity in low grade Santos which has had a beneficial effect on other lines. Prices are firm throughout, and trade is somewhat better.

Mocha	0 18½	0 25	Santos	0 14 0 17
Rio, No. 7	0 10	0 12	Maracaibo	0 15 0 18

Spices.—Gingers and mace are firm, and slightly higher in the primary market. At the same time new business is light. Local manufacturers are busy filling old orders and preparing for the increase when the weather gets more settled.

	Per lb.			Per lb.	
Allspice	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20
" ground	0 15	0 19	Mace		0 75
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 18
Cream of tartar	0 23	0 32	" white	0 20	0 25

Dried Fruits.—Reports on the new date crop show that this year it will be excellent unless something happens to change present conditions.

Future prunes are strongly held, and higher prices are looked for.

Other lines are rather dull, with the exception of Valencia raisins, in which trade is fair.

Currants, fine filiatras, per lb., not cleaned	0 05½
" " " cleaned	0 06½
" Patras, per lb.	0 07½ 0 08
" Vostizzas, per lb.	0 08 0 09
Prunes—	
40-50	0 09
50-60	0 08
60-70	0 07
70-80	0 06½
80-90	0 06
90-100	0 05½
Raisins—	
Australian, per lb., (to arrive)	0 08½ 0 09
Old seeded raisins	0 90
" fancy seeded, 1-lb. pkgs.	0 09
" loose muscatels, 3-crown, per lb.	0 07½ 0 08
" " 4-crown, per lb.	0 08½ 0 09
" sultana, per lb.	0 07½ 0 10
Malaga table raisins, Rideau clusters, per box	2 25
Valencia, fine off stalk, per lb.	0 05
" select, per lb.	0 06
" 4-crown layers, per lb.	0 06½

Nuts.—Naples filberts are somewhat scarce and firmer. Brazil cables seem to denote a rapid exhaustion of the new crop, and if so higher prices will be in order.

Other lines are quiet at same prices.

In shell—		
Brazils	0 14½	0 15½
Filberts, Sicily, per lb.	0 11	0 12½
" Baroelona, per lb.		0 10½
Tarragona Almonds, per lb.	0 13½	0 14½
Walnuts, Grenobles, per lb.	0 13	0 14½
" Marbots, per lb.		0 12½
" Cornes, per lb.		0 11½
Shelled—		
Almonds, 4-crown selected, per lb.	0 32½	0 35
" 3-crown " "	0 31½	0 33
" 2-crown " "		0 30
" (in bags), standards, per lb.	0 26	0 27
Cashews	0 15	0 17
Peanuts—		
Spanish, No. 1		0 12
Virginia, No. 1	0 13	0 16
Pecans, per lb.		0 65
Pistachios, per lb.		0 75
Walnuts—		
Bordeaux halves	0 28	0 30
Brokens	0 23	0 27

Evaporated Apples.—During the past few days local demand has been stimulated to a considerable extent. The cause is thought to be the large buying of late for export. The poorer grades are pretty well exhausted and most of the trade passing is in the higher grades.

Evaporated apples, prime	0 08

Beans and Peas.—There is little change in the bean situation. Export trade is still holding its advantage. So far, this buying has had little effect on local trade, but there are signs of coming activity in case it continues.

Peas are quiet at unchanged prices.

Ontario prime pea beans, bushel	2 30
Peas, boiling, bag	2 50

Rice and Tapioca.—Just too late for publication last week all lines of rice went up 15c. This change is ascribed to the large increase in demand in China for foreign rices, partcularly Burma. At the advance the sale is brisk.

Tapioca is firm and seed tapioca has gone up. It is now quoted at 6-7c. Sales are only fair, however.

Rice, grade B, bags, 250 pounds	2 90
" " " 100 "	2 90
" " " 50 "	2 90
" " pockets 25 pounds	3 00
" " ½ pockets, 12½ pounds	3 10
" grade c.c., 250 pounds	2 80
" " 100 "	2 80
" " 50 "	2 80
" " pockets, 25 pounds	2 90
" " ½ pockets, 12½ pounds	3 00
Tapioca, medium pearl	0 05½ 0 06

CANNED GOODS

MONTREAL—There is a first class demand for vegetables of all the standard kinds at prevailing prices. Fruits are somewhat dull in can, but in glass the trade is quite considerable. It is thought that the growing ease with which green fruits can now be distributed has had a slackening effect on the canned fruit trade.

Peas, standard, dozen	$1 05
Peas, early June, dozen	1 07½ 1 10
Peas, sweet wrinkled, dozen	1 10 1 12½
Peas, extra sifted, dozen	1 52½ 1 60
Peas, gallons	3 87½ 3 92½
Pumpkins—3 lb., $1.00; gallon, $3.00.	
Beans, dozen	0 87½
Corn, dozen	0 80 0 82½
Tomatoes, dozen (Ontario and Quebec)	0 86 0 90
Strawberries, dozen	1 50
Raspberries, 2's, dozen	1 80
Peaches, 2's, dozen	1 70
Peaches, 3's, dozen	2 65
Pears, 2's, dozen	1 65
Pears, 3's, dozen	2 40
Plums, Greengage, dozen	1 60

Plums, Lombard dozen	1 00
Lawtonberries, 2's, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb talls, per dozen	1 87½
½-lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 02½
Other salmon—	
Humpbacks, dozen	0 95 1 00
Cohoes, dozen	1 35 1 40
Red Spring, dozen	1 60 1 65
Red Sockeye, dozen	1 85 2 00
Lobster Futures—	

½-lb. flats, doz., $2.40; 1-lb. talls, doz., $4.25.
1-lb. flats, doz., $4.50.

Compressed corned beef, 1s	1 65	Minced collops, 2s	2 50
Compressed corned beef, 2s	2 90	Corned beef hash, 1s	1 60
English brawn, 2s	3 00	Corned beef hash, 2s	2 80
Boneless pigs' feet, 2s	3 00	Jellied hocks, 2s	3 50
Ready lunch veal loaf ½s	1 30	Jellied hocks, 6s	10 00
Ready lunch veal loaf 1s	2 40	Paragon ox tongue, 1½s	7 50
Roast beef, 1s	1 65	Paragon ox tongue, 2s	8 50
Roast beef, 2s	2 90	Paragon ox tongue, 2½s	9 50
Stewed ox tail, 1s	1 60	Paragon lunch tongue 1s	4 00
Stewed kidney, 1s	1 50	Tongue lunch, 1s	3 50
Stewed kidney, 2s	2 65	Sliced smoked beef, ½s	1 60
Minced collops, 1s	1 40	Sliced smoked beef, 1s	2 60

TORONTO—"I never saw such a strong demand for canned goods at this time of the year as is now being felt," were the words in which a local dealer referred to the conditions in that market. All lines continue firm with opening prices expected to be higher than last year. Stocks are generally light, it having apparently been expected that business would be light.

Beans	0 00	0 90	
Corn	0 80	0 85	
Peas	1 10	1 60	
Pumpkins	0 80	0 90	
Tomatoes, 3's	0 85	0 90	
Strawberries, 2's	1 42½	1 55	
Raspberries, 2's	1 62½	1 70	
Peaches, 2's	1 60	1 65	
" 3's		2 65	
Lawtonberries		1 65	
Red pitted cherries, 2's		1 75	
Gallon apples	2 45	2 75	
Bartlett pears—			
Heavy syrups, 2's		1 65	
Light " 2's		1 15	
Heavy " 3's		2 40	
Light " 3's		1 70	
Lombard plums, 2's	0 80	0 85	

Clover Leaf and Horseshoe brands salmon:

1-lb. talls, dozen	2 00	Red Spring, doz.	1 85
½-lb. flats, dozen	1 37½		
1-lb. flats, dozen	2 15		
Other salmon prices are:		Lobsters, halves, per dozen	2 00 2 20
Humpbacks, doz	0 95 1 00	Lobsters, quarters, per dozen	1 40
Cohoes, per doz.	1 45 1 50		

WINNIPEG—It would take quite a catastrophe to destroy the demand for all canned fruits and vegetables in the west. Perhaps these lines are receiving more attention than any other in the grocers' list just now. Camps are calling for large quantities and labor everywhere in construction and pioneer centres depends upon these supplies. No changes in prices have been recorded.

Strawberries, per case	3 10
Lawtonberries, 2's	3 30
Raspberries, 2's	3 60
Apples, gallon, per dozen	1 40
Peaches, 2's	3 50
Pears, 2's	3 30
Plums, 2's	2 00
Tomatoes, 3's	2 10
Corn, 2's	1 80
Beans, 2's	1 75
Peas, 2's	2 25 2 40

ONTARIO MARKETS

POINTERS—

Currants—Growing firmer.

Raisins—Strong market.

Sugar—Steady.

Toronto, June 9, 1910.

Several features regarding the markets should interest grocers. Sugar, currants, raisins, rice and tapioca all need watching, and careful study of any conditions that may affect these markets. The weather man and Governmental strictions as to the extent of the crop have been at work hand-in-hand in Greece, with the result that the old stock of currants is quoted high, and in sympathy with this condition the new crops are expected to be opened at high quotations.

Raisins and olives in Spain are reported to be suffering from drought, and as yet no reports have been offered to the contrary. At any rate, the market is firm.

In spite of the tendency to weakness of some time ago following the last advance, those who are following the sugar market cannot see any signs of lower prices. The dull weather of late has not had a helpful effect on the sugar market, which with real summer conditions is expected to brace materially. The advance in rice is somewhat unexpected. It has not yet become general, but is expected to before long.

A United States rice dealer reports that the weather conditions are still unfavorable to the planting and growth of rice, and unless abundant rains come to the rescue the coming crop will be much less than expected. The crop of the past season was bountiful and excellent in quality and during the era of low prices large quantities of inferior grades were ground up for stock, low-priced Japans being used in place of screenings, which later, under renewed demand for brewing purposes, advanced sharply. Recent estimates of supply ahead reveal an extraordinary situation; and instead of an extraordinary surplus, it is now believed that the carryover will be less than last year.

Sugar—The sugar market is quiet though steady and firm, running along firmly since the last increase. There was a slight weakness following the higher quotations, but the market stiffened again and is now firm. Future options are higher than those offered for this month in raw sugars, and it is surmised from this that prices will go higher before long. Cool weather has had a certain depressing effect on the sugar market and dealers are waiting for fine weather.

Paris lumps, in 100-lb. boxes	6 15
" in 50-lb. "	6 25
" in 25-lb. "	6 45
Red Seal	7 20
St. Lawrence "Crystal Diamonds," barrels	5 95
" " " ½ barrels	6 05
" " " 100 lb. boxes	6 15
" " " 50 lb. boxes	6 25
" " " 25 lb. boxes	6 45
" " " cases, 20-5 boxes	7 70
" " Dominos, cases, 20-5 boxes	7 70
Redpath extra granulated	5 30
Imperial granulated	5 00
St. Lawrence granulated, barrels	5 30
Beaver granulated, bags only	5 00
Acadia granulated (bags and barrels)	5 20
Wallaceburg	5 20
St. Lawrence golden, bbls.	4 90
Bright coffee	5 20
No. 3 yellow	5 10
No. 2 "	5 00
No. 1 "	4 85

Granulated and yellow, 100-lb. bags 5c. less than bbls.

Dried Fruits—As pointed out in last week's issue of The Grocer, the dried fruit market is at present particularly interesting. The reports which have been received regarding the currant crop in Greece have been confirmed by additional cablegrams, and certain brokers have advised jobbers that in view of the reiterated reports that they believe it is not a case of exaggeration, and that the opening prices may be the lowest of the season. Already during the past week there has been reported an advance of one shilling on the old stock in Europe, and the speculative quotations on the new stock have gone up the same amount in sympathy with the movement in the olds. Raisins are almost equally firm, and are being quoted at ½c higher than previous prices.

Prunes are also steady. In fact, the dried fruit market is altogether interesting and changes may be expected in more than one of the items.

	Per lb
Prunes—	
30 to 40, in 25-lb. boxes	0 11 0 11½
40 to 50 " "	0 08½ 0 09
50 to 60 " "	0 06½ 0 07½
60 to 70 " "	0 06 0 07
70 to 80 " "	0 05½ 0 06½
80 to 90 " "	0 05 0 06
90 to 100 " "	0 05½

Same fruit in 50-lb. boxes ¼ cent less.

Apricots—			
Standard			0 15
Choice, 25 lb boxes			0 15
Fancy, " "			0 17
Candied and Drained Peels—			
Lemon	0 09	0 11	Citron 0 14 0 17
Orange	0 11½	0 12½	
Figs—			
Elemes, per lb			0 08 0 10
Tapnets, "			0 03½ 0 04
Bag figs			0 03½ 0 04
Dried peaches			0 08 0 08½
Dried apples			0 08
Currants—			
Fine Filiatras	0 06	0 07	Vostizzas 0 08½ 0 09
Patras	0 07½	0 08	
Uncleaned 4c less			
Raisins—			
Sultana			0 06 0 07
" fancy			0 06 0 07½
" extra fancy			0 08½ 0 09
Valencias, new			0 05½ 0 06
Seeded, 1 lb packets, fancy			0 08
" 16 oz. packets, choice			0 07½
" 12 oz. " "			0 06
Dates—			
Hallowees	0 05	0 05½	Fards choicest 0 10
Sairs	0 05		

Rice and Tapioca—A rather unexpected increase in the price of rice is a feature of this market. Short crops is one reason for this firmness. Local dealers have not given out any particular advance, although such would not be unexpected. Tapioca is also firm, not having changed during the past week.

	Per lb.
Rice, stand. B	0 02¾ 0 03
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 65
Rangoon	0 03½ 0 03½
Patna	0 05¼ 0 05½
Japan	0 04½ 0 05
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 05 0 05½

Syrups and Molasses—Trade is featureless in these lines. Demand in most lines is fair.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz. in case	2 50	Gallons, 6 to case	4 80
5 lb. tins, 2 doz. in case	2 85	½ " 12 "	5 40
10 lb. tins, ½ doz. in case	2 75	Quarts, 24 "	5 40
20 lb. tins, ¼ doz. in case	2 70	Pints, 24 "	3 00
Barrels, per lb	0 03½	Molasses—	
Half barrels, lb	0 03½	New Orleans, medium	0 28 0 30
Quarter " "	0 03½	New Orleans, bbls	0 26 0 28
Pails, 38½ lbs. ea	1 80	Barbadoes, extra fancy	0 45
" 25 " "	1 30	Porto Rico	0 45 0 62
		Muscovada	0 30

Nuts—Prices are about as high as they are likely to go. The market is firm, walnuts and almonds especially. The reports regarding Brazils are not altogether substantiated, and the crop will likely be well up to the average.

Almonds, Formigetta	0 11
" Tarragona	0 11½ 0 12
" shelled	0 32 0 35
Walnuts, Grenoble	0 13½
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 29 0 30
Filberts	0 12 0 12½
Pecans	0 16 0 18
Brazils	0 15 0 15½
Peanuts, roasted	0 08 0 12

Teas—Teas are in good demand. The market is strong under this activity with prospects even for better conditions.

Coffee—The local coffee market has no especial features. Trade continues strong, with a good demand.

Rio, roasted	0 12	0 15	Mocha, roasted	0 25	0 28
Santos, roasted	0 13	0 17	Java, roasted	0 27	0 33
Maricaibo, "	0 14	0 20	Rio green	0 10	0 11

Spices—With the exception of cream of tartar this market has no particular feature. The exception is scarce and quoted high.

Peppers, black	0 15	0 18	Cloves, whole	0 25	0 35
" white	0 22	0 25	Cream of tartar	0 25	0 28
" whole, black		0 16	Allspice	0 14	0 16
			" whole	0 14	0 16
Peppers, whole, white		0 23	Mace, ground	0 75	0 80
			Mixed pickling spices, whole	0 15	0 16
Ginger	0 22	0 25	Cassia, whole	0 20	0 25
Cinnamon	0 21	0 23	Celery seed		0 24
Nutmeg	0 20	0 30			

Evaporated Apples—The local demand for this commodity is good. Export trade, however, does not amount to a great deal.

Evaporated apples	0 06¾

Beans—Business in beans continues quiet, with no condition out of the ordinary.

Prime beans, per bushel	2 10
Hand-picked beans, per bushel	2 25

MANITOBA MARKETS

Firm—Sugar, dried fruits.
Reduced—Valencia raisins, walnuts, rolled oats.
Weaker—Beans.

Winnipeg, June 9, 1910.

The people of the west have been disappointed over the lateness of spring. The weather during March and part of April was exceptionally fine but May was a disagreeable month. When June opened and it was still cold and wet, the feeling of disappointment grew and was fully warranted by the great falling off of trade. It is believed to be true that atmospheric conditions more readily affect trade in Western Canada than in any other section of the country for reasons quite unknown, except it be the feeling that weather has everything to do with the prospective wheat crop of the country.

To-day it can confidently be said that the condition of the grocery trade is absolutely the reverse of what it was three weeks ago when a wonderful buoyancy prevailed. Prices have either been reduced or weakened and it would seem that retailers have almost quit buying. A few hours will dispel the pessimistic feeling. The snow that now lies three inches deep at Calgary and Edmonton will before this goes to press be gone, and the strain on the wheat growth will be lifted.

Of course collections are not good now. Under any conditions they would not be heavy at this particular season. But the good trade of the past few months and the increased population and other encouraging circumstances will keep money well circulated.

Sugar.—This market is firm at present as is the case everywhere on the continent. Here the market is not expected to advance however and the following prices may hold for some time.

Montreal and B.C. granulated, in bbls	5 75
" " in sacks	5 80
" yellow, in bbls	5 35
" " in sacks	5 30
Icing sugar, in bbls	6 35
" " in boxes	6 55
" " in small quantities	6 55
Powdered sugar, in bbls	6 15
" " in boxes	8 35
" " in small quantities	6 50
Lump, hard, in bbls	6 65
" " in ½-bbls	6 75
" " in 100-lb. cases	6 65

Foreign Dried Fruits.—The general line of dried fruits from California are likely to advance shortly. The occasion of the stronger market is the reports of severe damage by frost, which report is daily being certified to from the various centres of the State. It is peculiar that although prospects are for a stronger market, yet the trade is weak locally just now and recent importations of Valencia raisins had to be reduced in order to stimulate the output. When this slight backset is remedied no such prices as are now being offered will prevail.

Smyrna Sultana raisins, unoleaned, per lb	0 06 0 11
" " " cleaned, per lb	0 09 0 13
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 45
" " selects " 28's	1 55
" " layers " 28's	1 75
California raisins, choice seeded in ¼-lb. packages per package	0 06
" " fancy seeded, in ¼-lb. packages per package	0 06½
" choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08½
Raisins, 3 crown muscatels, per lb	0 06½
" 4 " " "	0 07

Prunes, 90-100, lb	0 05½	Prunes, 50-60 "	0 07½
" 80-90 "	0 05½	Prunes, 40-50, lb	0 08¾
" 70-80 "	0 06½	Silver prunes, ac. to quality	0 09½ 0 12½
" 60-70 "	0 07		

Currants unoleaned, loose pack, per lb	0 06½
" dry, cleaned, Filiatras, per lb	0 06¾
" wet, cleaned, per lb	0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08¼

Pears, per lb	0 09 0 15	Nectarines, lb	0 09½
Peaches, standard, per lb	0 08½	Dates, per lb., Hallows, bulk	0 06½
Peaches, choice	0 09	Dates, packages 30 in case	0 07
Apricots, standard, per lb	0 15	Figs, per lb	0 04½ 0 05
Apricots, choice per lb	0 15½	Peel, lb., lemon	0 09½
Plums, pitted, lb	0 11 0 12½	" " orange	0 10
		" " citron	0 13½ 0 18

Syrup and Molasses.—The syrup trade is perhaps the heavier in the list this week and this is mostly with camps which are located in various centres of the west. The molasses trade is only fair and the unchangeable prices are maintained.

Syrups—	
24 2-lb. tins, per case	2 25
12 5-lb. tins, per case	2 57
6 10-lb. tins, per case	2 51
3 20-lb. tins, per case	2 55
Half bbls., per lb	0 04
Barbadoes molasses in ½-bbls., per gal	0 50
New Orleans molasses, ½ bbls., per gal	0 33 0 36

Nuts.—Walnuts are going down in price. The storage quality in addition to the weakness in the general trade has reduced them about 1 cent. Japan plants are off the market.

Shelled Walnuts, in boxes, per lb	0 30
" " small lots, per lb	0 31
" Almonds, in boxes, per lb	0 35
" " small lots, per lb	0 36

Rolled Oats.—Wholesalers are quoting this product at a low figure this week. Competition seems to be effective but no doubt higher prices will rule in a few days.

Rolled oats, 80 lb. sacks, per 80 lbs	1 65
" 40 " " 40	0 85
" 20 " " 20	0 45
" 80 " (8, 10s)	2 15

Tapioca and Sago.—These lines which have been strong may be reduced if the present conditions continues. The demand has kept up excellently, however, and no change is anticipated.

Pearl tapioca, per lb	0 05½
Sago, per lb	0 05

Beans.—This market is likely to go down shortly as there is a good stock on hand and the demand is not pressing.

3-lb. picker, per bushel	2 25
Hand ploked, per bushel	2 35

Evaporated Apples.—Just when this product was on the rise the general trade weakened and to-day the price is held steady at about 8 cents.

BRITISH COLUMBIA MARKETS.

Vancouver, June 9, 1910.

With the reduction of 30c per bbl. in flour, there has been no reduction in the price of bread. This decrease has been looked for, since the increase was made at the time flour went up, and if the cause holds good one way, the consumer declares it should act the other way. Customers in more than one instance are making complaints to the grocer, but he can do nothing except look pleasant and try and point out that he is not the one to blame.

There has been a general advance in olive oil, one firm jobbing at from $3.90 to $4 per dozen quarts.

A surprise to the ordinary man is contained in the prices for canned strawberries and raspberries. Generally the strawberries are the highest, but there is considerable difference in their favor just now.

The potato market was never in the condition it is this spring. Last winter, prices were high, and it was hard to get good potatoes, in fact it was declared that Ashcrofts had all been used. When the warmer weather began to come, potatoes found their way in, and now the market is flooded with them, Ashcrofts and all. Ashcrofts were at $40, but now they are quoted at $20, and those who have any quantity are selling at even less to get rid of them. Locals are offered at the buyer's price. Evidently they overstepped themselves, and the holding has brought less money than if they were sold first thing last fall.

Some good eastern butter is to hand in 56 lb. boxes, at 30c to 32c, the price being the same for boxes or bricks.

California sweet oranges are jobbed at $3.50 all sizes, while navels run from $3.50 to $4.50, according to size. The sweets, although they do not present such a good appearance and have a few pips, are held by many to be the better fruit, even if the price is lower.

Strawberries are coming on the market in greater quantity and are $3 a crate. The crop this year promises to be good.

Sugar, standard granulated		5 90	Butter, local creamery		0 35
Sugar, Imported		5 25	Eggs, California		0 28
Val. raisins, lb		0 05½	Eggs, local	0 33	0 35
Cal. " "		0 07½	Cheese, Ontario	0 14½	0 15½
Prunes	0 05½	0 07½	" Manitoba		0 14
Currants	0 06½	0 08½	Bacon	0 28½	0 29½
Dried apricots	0 11	0 13	Lard, pure		0 18½
Flour, Standard, bbl		6 60	Lard, compound		0 17½
Cornmeal, p. 100 lbs		2 60	Potatoes— Ashcrofts, ton		20 00
Beans, per lb	0 03½	0 04½	Local, ton	10 00	12 00
Rice, per ton	68 00	76 00	Cal. Burbanks		32 00
Tapioca, per lb		0 03½	Canned Goods—		
Apples, box	2 75	3 00	Peas, Early June		1 35
Evaporated apples		0 08½	Tomatoes		1 27½
Butter, Eastern dairy in tubs		0 25	Corn		1 02½
Butter, Eastern dairy, choice	0 30	0 32	Apples		3 42½
			Strawberries		1 77½
			Raspberries		2 02½

NOVA SCOTIA MARKETS.

Halifax, N.S., June 9, 1910.

The butter markets are a little easier this weak. More fresh made dairy is now coming on the market than for some time, and in consequence the price has a downward tendency. Some good dairy butter was offering this week at 25 cents per pound.

Eggs are in light demand. The receipts are fairly heavy, but the price remains firm at 19 cents. Some of the dealers who had large stocks on hand

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Manufacturers and Proprietors of

"Feather-Light" Brand Baking Powder

We also carry a full line of TEAS, SPICES, etc.

Mail orders promptly attended to.

Cor. Langley and Broughton Sts.
VICTORIA, B.C.

F. G. EVANS & CO.

39 Water St. VANCOUVER, B.C.

Wholesale Grocery Brokers and Manufacturers' Agents

Correspondence Solicited.

VICTORIA FRUIT GROWERS' ASSOCIATION

The largest packers and shippers of first-class Fruits of all kinds in British Columbia.

OFFICE AND WAREHOUSES

COR. WHARF AND YATES STS. · VICTORIA

Branch at 140 Water Street, Vancouver.

Wholesale Manufacturers' Agents

Correspondence Solicited.

F. R. McINTOSH & CO.

Vancouver, B.C.

R. ROBERTSON J. Y. GRIFFIN

R. Robertson & Co.

912-913 Dominion Trust Bldg
VANCOUVER, B.C.

Wholesale Brokers

GROCERIES, PRODUCE, FRUITS, GRAINS

Importers and Exporters

Reference—Bank of Montreal.
Write us for information about B.C. trade.
Cable Address—"Robin," Vancouver.
Codes—A C, 5th Edition; Revised Economy; Modern Economy; Utility and Dowling's.

WILLIAM W. DUNCAN

Broker and Manufacturers' Agent

DISTRIBUTING

Free and Bonded Warehouses

VANCOUVER - VICTORIA

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents

144 WATER ST., VANCOUVER, B.C.

Can give strict attention to a few first-class Grocery Agencies. Highest References.

Do you want live representation? We are in touch with the trade.

Andrews & Nunn

Manufacturers' Agents and Wholesale Commission Merchants

Codes—A B C 5th Edition, Western Union

615 Dominion Trust Building
VANCOUVER, B.C.

Correspondence Solicited — Highest References

MORE THAN SEVEN THOUSAND pairs of eyes—interested eyes—rest on this page fifty-two times a year. By the use of an inch space an advertiser is able to place himself prominently before nearly one hundred pairs of eyes for every cent the advertising costs him.

The West India Co., Ltd.

The Canadian house of

Sandbach, Parker & Co., Demerara, B.G. Sandbach, Tinne & Co., Liverpool, Eng.

and with agents and correspondents in all British West Indian Islands.

WEST INDIAN PRODUCE

of all descriptions.

WRITE US FOR PARTICULARS, PRICES, ETC.

305 St. Nicholas Building, - - - MONTREAL

A Toronto Grocer's Success

Standing in the store of a successful Toronto grocer the other day a gentleman heard a lady ask the price of oranges. "30c. and 40c.," replied the grocer, a man of few words, and added, "The 40c. are the better buying." The lady took the 40c. The gentleman also wanted oranges and he too followed the grocer's advice.

Nine out of every ten of your customers can better afford to buy **40c. Red Rose Tea** than any 30c. tea. You can't afford to sell 30c. tea when you can just as easily sell **40c. Red Rose Tea.**

Just try pushing the **40c. grade of Red Rose Tea.** Make it a feature of your business and it will mean better business. You can make a profit on the motto

Red Rose Tea

Is Good Tea

The 40c. is VERY good.

Front Street East, Toronto, Ont.
315 William Ave., Winnipeg, Man.
} Branches

T. H. ESTABROOKS
ST. JOHN, N.B.

To the Manufacturer or Wholesaler——

If it were possible to employ a traveller who could call on 7,000 of the best dealers all through Canada every week, what salary would you figure he'd be worth—even supposing he did nothing more than go in and shake hands with these dealers, under such circumstances they'd be glad to see him.

Would he be worth $200, $300 or $500 per week? Many a house would pretty nearly let him fix his own salary.

Equip an advertisement in the Canadian Grocer with a verbal handshake for every dealer in Canada, and a frank, brief, pointed talk about your goods and you add a traveller to your staff who will make 7.000 calls a week for you at a salary of $4 to $8 a week—less than you would pay a first-class stenographer.

Of course this traveller won't displace any of your regular salesmen, but he will help them to sell more goods and open up more new accounts.

sold eggs a little lower, but the market price is the figure stated.

All jobbers say that the high price of pork products is restricting sales to a large extent. The demand for lard, hams, and bacon shows a heavy decline, and there is not much prospect of the prices becoming easier.

One of the principal changes in the grocery market is a drop in the price of flour. The decline is about 25 cents per barrel on all grades. There is only a fair demand for flour for household use at this season of the year. Some of the retail dealers are featuring flour prices in their advertisements this week.

The fruit dealers report business brisk. Fruits of all kinds are now coming on the market in good supply. Collections were a little slow towards the end of the month, but since then there has been an improvement. Rhubarb is scarcer than usual, much of it having been killed off by frosts early in the season. Bananas are in full demand, and the quality of the fruit in recent shipments is much improved. The price ranges from $1.75 to $2.40 per bunch.

United States cabbage dropped one dollar per barrel this week. It is now quoted at $2 per crate. U.S. beans are selling at $1.75 per box. Pineapples are in good supply and are selling at $3 per crate. Bermuda onions are still on the market, and are quoted at $1.50 per box.

Creamery prints per lb	0 28	
Creamery solids per lb	0 27	
Dairy, tubs, lb.	0 25	
Fresh eggs, doz.	0 19	
Sugars—		
Extra Standard, granulated	5 30	
Austrian, bags, granulated	5 20	
Bright yellow	5 10	
No. 1 yellow	4 80	
Flour h. wheat per bbl	6 10	6 20
Flour, Ontario blends, bbl	4 75	5 00
Cornmeal, bag.	1 55	1 65
Oats	0 48	0 50
Pork, American per bbl	29 50	
Pork, olear bbl	31 50	32 00
Beef, Amerloan plate per bbl.	19 50	20 00
Beef, Canadian per bbl	18 00	19 00
Hams smoked	0 16½	
Pork, fresh	0 10	0 11½
Codfish, quintal	5 50	
Herring, pickled per bbl	5 00	
Apples, per. bbl.	1 50	3 00
Potatoes—		
P.E. Island, bag	1 50	
Nova Scotia	1 50	
Onions, Spanish ber lb	0 02½	
Onions, American, per lb	0 02½	
Onions, Canadian, per bag	1 60	1 75
Molasses, fancy Barbados, bbl.	0 37	
Molasses, fancy Barbados, gal.	0 33	0 34
Beans, bushel	2 25	
Rolled Oats, bbl.	4 55	4 60
Sugar—		
Standard gran.	5 40	5 50
Austrian "	5 30	5 40
Yellows	4 90	5 30
Flour, Manitoba	6 15	6 25
" Ontario	5 45	5 75
Cornmeal, bags.	1 55	1 60
" bbls.	3 15	3 20
Rolled oats, bbls	5 00	5 10
Buckwheat, west. grey, bag	2 90	3 00
Val. raisins, lb	0 05½	0 06½
Cal. raisins, seeded	0 07½	0 08½
Currants, lb	0 07	0 07½
Prunes, lb	0 05½	0 09
Rice, lb	0 03½	0 03½
Beans, hand picked, bus	2 20	2 25
Beans, yellow eye, bus	3 50	3 65
Cheese, new, lb	0 14	0 14½
Lard, compound lb	0 14	0 14½
Lard, pure, lb	0 17	0 17½
Bacon	0 18	0 20
Pork, domestic mess	28 00	28 50
Pork, American olear	29 50	32 00
Molasses, foy. Barbados, gl	0 32	0 33
Butter, dairy, lb	0 24	0 27
Butter, creamery, lb	0 29	0 30
Eggs, new laid	0 19	0 20
Eggs, case	0 17	0 18
Potatoes, bbl.	1 25	1 50
Canned goods—		
Peas, doz	1 15	1 55
Corn, doz	0 90	0 95
Tomatoes, dz	1 00	1 05
Raspberries, dozen	1 95	2 05
Strawberries, dozen	1 70	1 80
Salmon, case—		
Red spring	6 50	6 75
Cohoes	6 00	6 25
Peaches, 2's, dozen	1 75	1 85
Peaches, 3's, dozen	2 85	2 95
Baked beans, dozen	1 20	1 30
Fish—		
Cod, dry	3 00	4 25
Herring, salt, bbls	4 75	5 00
Bloaters, box	0 85	0 90

NEW BRUNSWICK MARKETS.

St. John, N.B., June 9.

With the advent of warmer weather there has been increased activity in nearly every branch of the commercial markets. Eggs have dropped to 19 and 20 cents a dozen for new laid stock, and 17 to 18 cents for the case variety. Butter is also cheaper, being quoted at 22 to 23c in tubs and 24c to 27c in rolls. Bacon has advanced 2 cents per pound and is now selling at 18c to 20c wholesale. Both Manitoba and Ontario flours declined during the week. Manitoba's are now quoted at $6.15 to $6.25 and Ontario's, $5.45 to $5.75.

All over the province now the farmers are busy putting in their crops and the indications point to a much greater yield this year than last season. Vegetables are well advanced and are reported fully a month ahead of other years. The crop of hay, grain and potatoes will be considerably larger than in past years and 1910 will doubtless be a banner year with the farmers unless something unforeseen occurs.

Manitoba Fish Exports High Since First of Year

In View of High Prices of Meat in the U. S., the Latter Country Imported More in Two Months Than During 1909—Steps Being Taken to Preserve Fisheries in That Province—Conditions Existing There.

Winnipeg, June 9.—Of the many industrial enterprises in Manitoba opened during the past few years perhaps the fish trade has been one of the most important. It took many years for the people of this country to recognize that there was a wealth of resource in the fisheries of this province.

Until about six years ago the three great lakes were teeming with fish of all varieties and no one seized the idea of their tremendous commercial value, except possibly a few local fishermen who found a ready demand for a limited number within the province.

When the trade did open however it opened large, for a strongly capitalized firms from below the border began fishing operations with a view to supplying an eager market in the large cities of that country.

As a consequence within three years after this export trade began it was reported that our provincial fisheries were being rapidly depleted, and by foreign operators. Nothing was done, however, by the authorities for many months and the exportations increased, and our fish were growing more scarce. Fortunately however (from the standpoint of those who were creating the agitation), the large export firm with unlimited interests elsewhere, failed, and of course the fishing to a large extent ceased.

About this time, however, some action was being taken toward the restoration of fish in the lakes and also in the way of the curtailment of exportation by foreign operations.

$226,000 Worth Exported.

The Dominion Fishermen Commission which made the investigation was the means of stimulating the U. S. custom officers to gather some interesting information.

It was pointed out that the export during the last few months has reached tremendous proportions. It is estimated that the value of the fish export during January and February amounted to over $226,000 while the entire fish export for 1909 amounted to about $170,000. This is accounted for by the fact that meat prices in the States have made great advances recently. The great part of the export during the past winter has been frozen fish which were sent to almost every part of the country. White fish is the principal fish being exported, but there has been an increased demand for all grades, and the market has gone up to an average of about seven cents to the exporter.

What has been true of the export trade however, is not altogether true of the trade in this province or this country.

One of the wholesale fish companies states that the trade here is not particularly active, and that prices have not been enhanced. He also states that the Dominion Government was justified in curtailing the exportations from local waters, but as yet the damage has not been serious.

"In fact," he states, "with the present restrictions and with no summer fishing except on Lake Winnipeg for two and one half months, and with the further limitations of a 2,000,000 pound summer catch, the depletion will quickly be made up. Local fish dealers do not want to over-fish the lakes. It is to our interest to preserve them and severe restrictions may at the same time be necessary and an injury to the trade."

Lakes Were Overfished.

In connection with the Dominion Fisheries Commission report, it sets forth the belief that all the lakes of Manitoba had been over-fished, that some of the more valuable species such as whitefish and pickerel, had decreased very seriously in size and abundance, and that sturgeon was on the point of extinction. It sets forth that the evidence showed conclusively that the Manitoba fisheries had been unduly controlled by foreign fish operators, who have dictated the prices of fish and secured the major profits; that the better grades of fish were sent tothe United States, which curtailed the home supply; and urged, in view of the rapidly increasing population, that every effort should be made to restore the fisheries. It is urged that summer fishing on Lakes Winnipegosis and Manitoba be prohibited, and that on and after January 1, 1911, the closed season be applied with a view to restoring the pickerel and whitefish.

WANT EARLIER CLOSING.

The grocery clerks in the retail stores in the business district of St. John, N. B., are endeavoring to induce the proprietors to close the stores at 6.30 p.m. instead of 7 p.m. as at present. The clerks contend that under the present system they usually have to wait at the stores until about 7.15 which makes a long period between dinner hour at 12 o'clock and supper about 7.30. Several of the employers have expressed sympathy with the movement.

Little Girl: "That bun you sold me yesterday had a fly in it, and muvver says you ought to give me another one."

Baker: "I can't do that; but tell your ma that if she'll let me have the fly back I'll give her a currant for it."—Punch.

Golden Opportunities and Golden Realities for You!

The markets of the West are not yet glutted, and the man of enterprise has an opportunity right now of sharing in chances that will lead to fortune. What have you to sell, Mr. Manufacturer? We are here to assist you to capture this profitable trade. We have the facilities, the connection, the business ability and the financial standing to handle your goods successfully and we will do so on a reasonable commission basis. Large track warehouses at all the chief distributing centres give us facilities enjoyed by no other firm.

Send us details of what you have to sell. We are after more business. Write us to-day.

NICHOLSON & BAIN

WHOLESALE COMMISSION MERCHANTS AND BROKERS

WINNIPEG REGINA CALGARY EDMONTON FORT WILLIAM

Storage for all classes of merchandise. Cars distributed from Calgary, Winnipeg, Regina, Edmonton and Ft. William.

YOU CAN REACH SUCCESS

The Secret of Success

lies in handling goods of known worth and proven merit—in selling satisfaction-givers

E D S
BRAND

Jams, Jellies, Grape Juice and Catsup

are renowned for the purity of their composition, and the excellence of their flavour. But don't accept our unsupported statement! Ask the Department of Inland Revenue for a copy of Bulletin 194, which certifies "E.D.S" products to be 100% pure. There's no more powerful lever to move all the better class family trade your way than a reputation for selling pure foodstuffs. Seize the opportunity! Feature "E.D.S" Brand. It leaves a well-worth-while profit for the retailer.

Made by

E. D. SMITH

at his own fruit farms

WINONA,

ONTARIO

AGENTS—N. A. HILL, 25 Front St. E., Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N. S.; J. GIBBS, Hamilton.

STILL

EASIFIRST!

OUR

SHORTENING

IS A WINNER

AND A MONEY-MAKER

FOR YOU

ORDER TO-DAY.

GUNNS LIMITED PORK AND BEEF PACKERS TORONTO

COOKED HAMS

FOR THE WARM WEATHER AND OUT-OF-TOWN TRADE —LET US BOOK YOUR ORDER FOR A SHIPMENT OF COOKED HAMS EITHER DAILY OR WEEKLY.

—NONE BETTER—

F.W. Fearman Co.

LIMITED

Hamilton

Jersey Cream

Brand

Evaporated Milk

THE RICHEST

By Government Test

The Truro Condensed Milk Co., Limited, Truro, N.S.

MILD CURED

Breakfast Bacon Skinned Backs and Hams

Finest Quality. Made from Selected Hogs. Made under Government Inspection.

The WM. RYAN CO.

LIMITED

PACKING HOUSE:

FERGUS, - - ONT.

HEAD OFFICE:

70 and 72 Front St. East, TORONTO

Present Heavy Production of Cheese and Butter

Reports From Country a Unit in This Respect—Prices in Each are Lower—Butter May be Cheaper—Lard Slightly Easier—Production of Eggs Still Continues at High Figure — Provision Market Quiet.

Butter is presenting a feature in the heavy output that is now being recorded. In spite of the fact that Quebec is shipping cream across the border and in other parts of the country the same practice obtains, the manufacture of butter and cheese is far in excess of the output for the same period last year.

The indications are abundant outputs of both butter and eggs. In regard to the former, prices are easier and it is believed that they have not yet reached the minimum. From Ireland, Holland, England, etc., the manufacture of butter is equally high and export trade has suffered and prices have lost their firmness. Cheese is also easier.

The production of eggs continues at a high mark with prices down. Cold storage concerns are filled and trade is directed to home demand.

Poultry and honey markets are quiet although the former is about due to brighten up.

MONTREAL.

Provisions.—Conditions are improving in all lines of provisions. Prices have remained steady and trade has been showing a gradual increase.

There is a slight weakening in live hogs which are now quoted at $10.

When the roads improve still further increase in buying is looked for.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16¾
Cases, tins, each 10 lbs., per lb	0 16¾
" " " 5 " "	0 16¾
" " " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb	0 17
Pails, tin, 20 lbs. gross, per lb	0 17½
Tubs, 50 lbs. net, per lb	0 16½
Tierces, 375 lbs., per lb	0 16½
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 12¾
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 12¾
" 5 " " " "	0 12¾
" 3 " " " "	0 13
Pails, wood, 20 lbs. net, per lb	0 11¾
Pails, tin, 20 lbs. gross, per lb	0 12½
Tubs, 50 lbs. net, per lb	0 12¾
Tierces, 375 lbs., per lb	0 12½
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	31 00
Bean pork	27 00
Canada short cut back pork, bbl. 45-55 pieces	30 50
Clear fat backs	33 00
Heavy flank pork, bbl	20 50
Plate beef, 100 lb bbls	8 75
" 200 "	17 00
" 300 "	25 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 16½
Long clear bacon, heavy, lb	0 16
Long clear bacon, light, lb	0 16½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 16
Large sizes, 18 to 25 lbs., per lb	0 17½
Medium sizes, 13 to 18 lbs., per lb	0 18½
Extra small sizes, 10 to 13 lbs., per lb	0 19½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 19
" " " small, 9 to 12 lbs., per lb	0 19½
Breakfast bacon, English, boneless, per lb	0 19½
Windsor bacon, skinned, backs, per lb	0 20
Spiced roll bacon, boneless, short, per lb	0 16
Hogs, live, per cwt	10 00 10 75
" dressed, per cwt	14 50

Butter.—Butter is going to be plentiful this year if signs do not fail. Already the receipts show a gain of about 20 per cent. over last year. The cows are doing well and the quality so far has been good.

Receipts for the week are 18,400 packages as against 14,055 same week last year. For the season they are 59,814 packages as against 47,141 packages same season 1909.

New milk creamery	0 25
Dairy, tubs, lb	0 23
Fresh dairy rolls	0 22

Eggs.—Rather a new departure in egg circles is the guaranteed egg from the wholesaler. A Montreal firm is responsible for this innovation and it will be given a thorough trial.

Prices are ½c easier this week. Receipts for the week are 9,491 cases as against 11,679 cases same week last year. For the season they are 61,994 cases as against 64,015 same season 1909.

New laid	0 20½

Cheese.—So far there is little export demand on account of the New Zealand article still being on the market in England. Prices are steady and local trade is fair.

A large make seems to be the prospect for this season. Receipts are almost 20,000 boxes in advance of last year. For the week they are 55,799 boxes as against 44,511 boxes last year and for the season 157,607 boxes against 138,614 boxes same season 1909.

Quebec, large	0 11½ 0 11¾
Western, large	0 11½ 0 11¾
" twins	0 12
" small, 20 lbs	0 12
Old cheese, large	0 1[illegible]

Honey.—Trade in honey is light, and the market seems to be weakening somewhat. Prices are unchanged.

White clover comb honey (nominal prices)	0 15 0 17
Buckwheat, extracted	0 08½ 0 09
Clover, strained, bulk, 30 lb. tins	0 11 0 11½
Buckwheat comb	0 12½ 0 13

Maple Products.—There is no change in the bare state of the market. Prices are firm.

Compound maple syrup, per lb	0 04½ 0 05
Pure townships sugar, per lb	0 10 0 11
Pure syrup, 8½ lb. tin	0 70
" " 10½ lb. tin	0 85

TORONTO.

Provisions.—With the exception of a slight decline in lard the provision market shows but few changes. The prices of live and dressed hogs are also easier. Receipts have been light but business has been fairly active. The season is close at hand when the demand for smoked and cooked meats reaches its maximum. Dealers state that this season is featured by the breakfast demand for smoked bacon and cooked hams have become general favorites. Manufacturers state that they have hardly noticed much change as yet, but grocers themselves announce that the season referred to has already begun.

Long clear bacon, per lb	0 15 0 15½
Smoked breakfast bacon, per lb	0 19 0 20
Pickled shoulder	0 11½
Roll bacon, per lb	0 15½ 0 16
Light hams, per lb	0 18 0 18½
Medium hams, per lb	0 18
Large hams, per lb	0 17 0 17½
Cooked hams	0 26
Fresh shoulder hams	0 13
Shoulder butts	0 17 0 18
Backs, plain, per lb	0 20 0 21½
" pea meal	0 21 0 22
Heavy mess pork, per bbl	28 00 29 00
Short cut, per bbl	30 00 31 00
Lard, tierces, per lb	0 15½ 0 16
" tubs "	0 16 0 16½
" pails "	0 16½ 0 16¾
" compounds, per lb	0 12 0 14½
Live hogs, at country points	9 00 9 15
Live hogs, local	9 25 9 30
Dressed hogs	12 25 12 75

Eggs.—Receipts have been large but the demand has been steady with the result that stocks have been easily cleared. Prices are quoted at still lower figures and the high tide of production has hardly run out yet. The market at present is satisfactory.

Fresh eggs, doz	0 19 0 20
Second grade, doz	0 17 0 18
Chips, doz	0 16

Butter.—Deliveries have been steady and with production higher as expected, prices should take on an easier tone. Those who have been through the country recently state that conditions are favorable and the indications are for a heavy flow of milk. While cheese factories will be largely benefited by this condition yet the production of butter is bound to be heavier. There are some who believe prices will be lower than at present. This depends largely upon the output.

	Per lb.
Fresh creamery print	0 23 0 23½
Farmers' separator butter	0 20 0 21
Dairy prints, choice	0 18 0 19
No. 1 tubs or boxes	0 18 0 18½
No. 2 tubs or boxes	0 16 0 17

Cheese.—Prices in cheese are somewhat easier, due largely to an easier tone in the export prices. Old cheese is pretty well cleaned out. The new make is reaching high figures, showing the output to be much greater than last year. Cheese boards are receiving from 10½ to 10¾c a pound for the new make.

Old cheese—		White	0 14
Large	0 12¾ 0 13	New cheese—	
Twins	0 13 0 13½	Large	0 11½
Stiltons	0 15	Twins	0 11¾

Poultry.—No change has been experienced and nothing has as yet happened to break the dullness existing for some time. A brighter outlook should open in about two weeks.

Spring broilers, dressed	0 40 0 45
Hens, per lb. dressed	0 18
Turkeys, per lb., large	0 17 0 18

Honey.—Business quiet, with but little trading.

Clover honey, extracted, 60 lb. cans	0 10½ 0 11
" " 10 lb pails	0 11 0 12
" " 5 lb. pails	0 11½ 0 12
" " comb, per dozen	2 25
Buckwheat honey, lb	0 07

WINNIPEG.

Lard.—Wholesalers and jobbers have made a considerable cut in prices. Coincident with the general dullness, butter has become cheaper and lard is not so much in demand.

Pure, 20-lb. pails	3 55
" 3-lb. tins, 60-lb. cases	10 50
" 10-lb. tins, 60-lb. cases	10 70
Compound, 20-lb. pails, per pail	2 80
" 5-lb. tins, 60-lb. cases	8 80

Butter.Creamery from the province is jobbing at 24 cents to-day, being 2 cents below last week. Two cars are to be made up by June 15 for shipment to the coast which will tend to keep prices well up. The full grass butter is not widespread on the market yet but will be in a few days and it is not expected that prices will be much lower. No. 1 dairy is 22 cents.

Eggs.—With a good supply and the jobbing price 21 cents, eggs are likely to drop soon. The coast province has stopped buying now and the demand is only a local one.

Cheese.—Local cheese factories have opened recently and although the product is not so good as the all grass cheese will be, it is enjoying a good sale at about 12 cents. Ontario cheese is al-

ways popular here and is moving now at 13½ cents.

Honey.—The quotations of last week are still maintained strongly and there is an excellent demand, particularly for the small sizes.

Honey, 2½ lb. tins, per tin	0 37½
" 5 " "	0 75
" 12 oz. jars, per dozen	2 15
" 60-lb. tins, per lb	0 15

EARLY SATURDAY NIGHT CLOSING.

Hamilton Grocers are Considering This Move—Picnic on July 20 to the Falls.

Hamilton, Ont., June 9.—The advisability of retail grocery stores closing at 9 o'clock on Saturday evenings during the months of July and August, came up for discussion at the last meeting of the Retail Grocers' Association. If the large stores were going to close at 6 o'clock on Saturdays during the above months, the grocers ought to at least close at 9.

This was the argument that nearly all the members put up, and it was decided to circulate a petition among the various stores on the question. The matter will be decided at the next regular meeting.

"This staying open until midnight is not what it is cracked up to be," stated John Forth, who also pointed out that if the grocers could be induced to close at 9 o'clock on Saturdays during the summer months it would be likely that they would close on Saturdays the whole year round at that time.

The picnic of the association will be held on July 20 and will again go to Niagara Falls. This was agreed upon in spite of the fact that Grimsby citizens tried hard to get it for Grimsby Beach. The majority felt that it was their duty to give to those who patronized their picnic the best possible outing.

TO PREVENT GLUTTING

The West Anxious to Distribute Fruit Systematically — First National Fruit Show for Vancouver.

Vancouver, B.C., June 9.—In previous seasons, owing to lack of knowledge of where fruit supplies were wanted, there were gluts in certain points on the prairie, and this is to be obviated this year by having a special commissioner of the government watch the market closely and keep in touch with the authorities by wire. They in their turn will keep the growers and shippers informed, so that the fruit may be sent exactly where it is needed.

Growers in the Kootenay, the Okanagan, the coast districts and Vancouver Island are all sanguine that the fruit crop this year will be the largest yet. All the trees seem to have come through the winter without any damage, such as was sustained a year ago. This being the case, it is an opportune time to hold the first Canadian National Fruit Show, which is on the boards for the first week

LEITCH ANCHOR BRAND OAK LAKE

A Good Resolve

Anchor Brand Flour

Resolve never to be Second Class in anything. No matter what you do, try to be a King in it; Resolve to have nothing to do with the Inferior. Do your best in everything—deal with the Best; choose the Best; live up to the Best, and you cannot help but succeed.

These are the sentiments that govern the manufacture of ANCHOR BRAND FLOUR and those that use it. If you deal with the Best they will help you to choose the Best and carry out

A Good Resolve

Manfd. by
Leitch Brothers Flour Mills, Oak Lake, Manitoba.

MAPLE SYRUP!
Small's Maple Leaf Brand
Is the Standard the world over.
CANADA MAPLE EXCHANGE
Montreal

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

CARTER'S
EXTRA CONCENTRATED
LEMON SYRUP
"BIG WHEEL"
LEMONADE.
CRYSTALS OR POWDER.
H. W. CARTER & CO., LTD., The Old Refinery, BRISTOL, ENG.

Perfection

NO ALUM

There is one dominant spirit in the manufacture of Magic Baking Powder—the spirit of perfection. This is an intense desire to make it faultless in every respect and free from the injurious substitutes that are contained in the cheap alum powders. Modern automatic machinery and employees in spotless white uniforms insure a perfect mixture and absolute cleanliness.

MAGIC BAKING POWDER

CONTAINS NO ALUM.

MAGIC is a medium-priced baking powder and the only well-known one made in Canada that does NOT contain Alum.

E. W. Gillett Co. Ltd.

Toronto, Ont.

Winnipeg — Montreal

THIS IS THE TIME

to tell your customers about

Shredded Wheat and Strawberries

a delicious, wholesome, nourishing combination for the Summer days when the palate is tired of heavy meats and soggy pastries.

You have the Biscuit and the Berries. Educate your customers. They will thank you for reminding them of such a healthful, nourishing, appetizing Summer dish.

Heat a Shredded Wheat Biscuit in the oven to restore crispness, then pour the berries over it; serve with milk or cream and sweeten to suit the taste.

If your customers like Shredded Wheat and strawberries they will like Shredded Wheat with raspberries, blackberries, peaches, sliced bananas or any other fresh fruits.

THE CANADIAN SHREDDED WHEAT CO., LTD.

NIAGARA FALLS, ONT.

CLARK'S MEATS and Summer Homes!

Many of your customers go to their country homes now, or are in their country homes now.

—They want meats—

You can recommend CLARK'S MEATS because of their excellence and variety.

Thus you can consider your customers' needs and your own profit.

See that your stock is complete.

Wm. Clark - Montreal

Manufacturer of high-grade

—Food Specialties—

in November for Vancouver. Great interest is being taken in it, and the event promises to be a noteworty one in the history of the industry. The proposition is to hold this show in other cities in Canada in alternate seasons so that the fruit growing industry in all parts of the Dominion may reap mutual benefit.

INFORMATION FOR BUYERS.

(Supplied to the Trade by Sellers.)

There has recently been placed upon the market a development of the Automatic Springless Weighing Machine for retail merchants which is truly a wonder. By this new machine a much wider scope of utility is provided than by any other weighing device or scale heretofore invented. This scale practically gives the merchant two complete automatic scales in one. An ingenious, automatic device, operated by a simple turn of a knob, instantly changes the scale from a ten pound to a twenty pound or back from a twenty pound to a ten pound automatic scale, as may be desired. At the same time the range of selling prices per pound is also changed, allowing the merchant to see instantly the value of goods at any one of fifty prices. Scale manufacturers never before have given the merchant a computing scale with so many different prices per pound. For the weighing of higher priced goods which are sold in smaller quantities, this two-scales-in-one machine has especially designed a range of higher prices operating with the smaller weighing capacity. The lower priced goods, naturally sold in larger quantities, are handled by the features of the scale having the lower price range and the larger weighing capacity. With all these great results, the machine is simple. Any child can readily understand and operate it. It is a product of the inventors connected with the Toledo Computing Scale Company, Toledo, Ohio.

NEW WINNIPEG BROKERS.

Geo. G. Davey, late with the Imperial Extract Company, Toronto, has joined Nicholas Bawlf, of Winnipeg, in a grocery brokerage business in Winnipeg. The firm is known as Bawlf, Davey & Company, and is located at 122 Chamber of Commerce building.

The destruction of the filthy and disease-spreading house fly is a public duty, and Grocers can assist in performing this duty and incidentally make large profits by pushing the sale of

WILSON'S
FLY PADS

NO CHEMICALS are used in the manufacture of

EPPS'S COCOA

Epps's flavour is the natural flavour of fine cocoa, and is cocoa as it should be.

'MILENIA' MILK CHOCOLATE

Melts in the mouth with a delightful smoothness and a lingering delicacy of flavour.

Epps's

MADE WITH FULL-CREAM MILK.

Special Agents: C. E. COLSON & SON, Montreal

Nova Scotia: E. B. ADAMS, Halifax. Manitoba: BUCHANAN & GORDON, Winnipeg

GEO. KEMP, LTD.
LONDON, ENGLAND.

SUPPLIERS TO THE BRITISH GOVERNMENT

Dainty Novelties
Splendid Selling Lines

KEMP'S BISCUITS

YOU MUST STOCK THEM

Send your name and address for samples and Export Price List.

SOLE EXPORT AGENTS

H. COLLINGS & CO.
16 Philpot Lane, E.C., London, Eng.

FOR QUALITY

44 Biscuits to the Pound!

and every biscuit perfect, tasty, "want more" quality. Surely the biscuits to sell for steady profit—

The Canadian Biscuit Co.,
Le Perade - - Que.

"ROYAL"

MONEY-MAKERS FOR THE RETAIL STORE

A complete self-contained Roaster with electric motor.
Capacity 10 to 15 lbs.
Will roast 100 lbs. of coffee at a cost of only 10c. for gas and 8 cents for electricity.
Can be operated by any clerk in the store.
No complicated parts to get out of order.

No. 1 "ROYAL" Coffee Roaster

OTTAWA, Canada, 11-5-09.

THE A. J. DEER CO.

GENTLEMEN:

In reply to your letter of Nov. 1st we find our Coffee Roaster a huge success, as our coffee sales are increasing every day.

Yours respectfully,
(Signed) BATE & CO.

A FINE WINDOW ATTRACTION!

8

Equipped with our patented steel knives which cut the coffee, thus producing a practically uniform granulation.

The Mill that CUTS the coffee.

One of the 72 styles

NORTH ADAMS, Mass., 5-11-10

THE A. J. DEER CO.

GENTLEMEN:

Enclosed find cheque for Coffee Mill. I have found it to be the best fixture I've ever installed. It works to perfection, and for appearance is a beauty. No vibration to speak of and not near the noise of a hand mill. IT IS A TRADE WINNER.

Yours truly,
(Signed) STANDARD MERC. CO.

"ROYAL" Machines Fully Guaranteed—Sold on Monthly Payments

"DEER" Meat Slicer

For slicing Boiled Ham, Bacon, Dried Beef, or any other kind of boneless meats.

SIMPLE
SANITARY
COMPACT

Also equipped with extra meat tables.

WE PAY THE FREIGHT AND DUTY

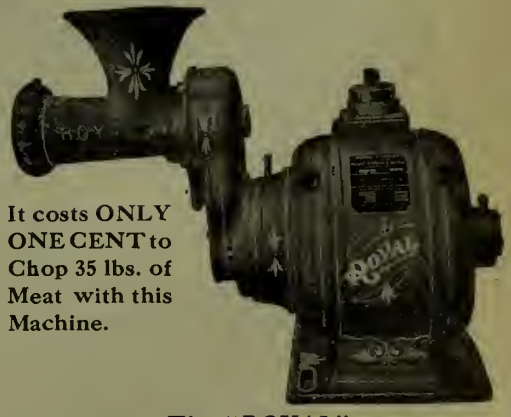
Write for free catalog of whichever machine interests you.

DO IT TO-DAY.

For your meat department!

They mean larger profits for you.

"ROYAL" Choppers
are made in several sizes.



It costs ONLY ONE CENT to Chop 35 lbs. of Meat with this Machine.

The "ROYAL"

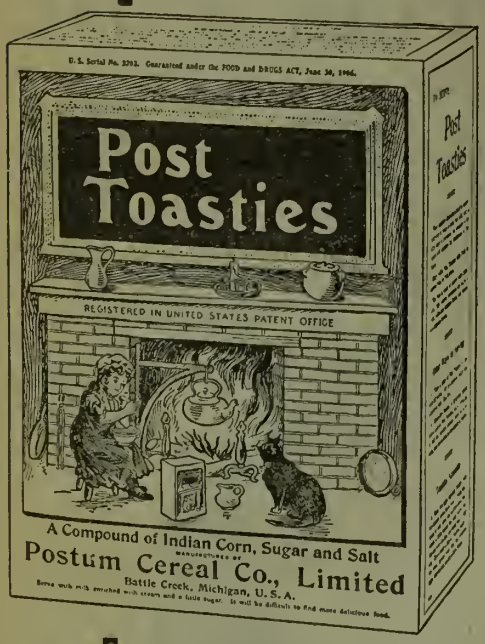
We also have a DOUBLE CUTTER ATTACHMENT (enabling you to cut your meat twice by feeding it but once), a PULLEY ATTACHMENT with which you can operate other machinery, a GRINDSTONE ATTACHMENT to sharpen your tools, and a GREEN BONE GRINDER that will enable you to sell your bones for chicken feed at from 3c. to 5c. per pound. Any of these can be quickly attached to the "ROYAL" Chopper—they are money-making features and business-getters.

WE WANT TO HELP YOU INCREASE YOUR BUSINESS. WRITE US TO-DAY

THE A. J. DEER COMPANY, 1219 West S., Hornell, N.Y., U.S.A.

Canadian Branches: Montreal, Toronto, Winnipeg, Calgary, Vancouver

Sells Quick


Post Toasties
REGISTERED IN UNITED STATES PATENT OFFICE
A Compound of Indian Corn, Sugar and Salt
Postum Cereal Co., Limited
Battle Creek, Michigan, U.S.A.

Tastes Good and Folks Want More

Post Toasties

This means steady profits to the Grocer. Persistent, heavy advertising, and the distinctive, delicious flavour of Post Toasties keeps them moving.

The sale of every package is guaranteed.

We will send prepaid, a splendid Window Display to any retail grocer, upon request.

Postum Cereal Company, Ltd., Battle Creek, Mich.

Make a note of the brand—Y & S—on our Pepsin Gum. This brand—Y & S—has been used by us and our antecedents for forty years on the best known stick licorice in the United States and Canada. It means just as high quality when used on our chewing gum. Four flavors: Licorice, Peppermint, Wintergreen and Spearmint. Each piece wrapped singly, 5 pieces to package, 20 packages to box. Order a trial box, assorted, if required, from your jobber.

National Licorice Co.

MONTREAL

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Cereals Have Been Sustained by the Weather

Delayed Summer While Not Benefiting Some Lines of Business, Has Helped the Cereal Market — Flour Market Steady, Following Recent Decline—Reports Refer to Better Trade as a Result—Wheat is Slightly Firmer.

In sympathy with a tonc of firmness that has been given the wheat market of late, the flour market is slightly stronger. This steadiness prompts the opinion that there will hardly be another decline in flour although it is not said so in words. Conditions are still favorable for a big crop in the west this year. Recent rain with snow has provided ample moisture for the present.

The total acreage under crop in Alberta this year is estimated at 1,582,973 an increase of 27 per cent. over last year. In a general way, trade in wheat is dull but the situation in flour, judging from various rcports has improved since the last drop in the price.

Business in cereals has been assisted by the chilly weather of the last three weeks and trade is reported quite satisfactory.

MONTREAL.

Flour.—Flours are firm at the recent declinc. Trade has been somewhat improved by the change, but weather conditions are so poor that the buying is in small lots. Export trade is rather light at present.

Winter wheat patents, bbl	5 25
Straight rollers, bb	5 00
Extra, bbl	4 60
Manitoba spring wheat patents, bbl	5 40
" strong bakers, bbl	4 90

Oatmeal.—The oatmeal market is rather dull this week, with few redeeming points about it. Prices are the same but a drop would not be at all surprising unless prescnt conditions change.

Fine oatmeal, bags	2 20
Standard oatmeal, bags	2 20
Granulated " "	2 20
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 65
Rolled oats, bags	2 00
" barrels	4 25

TORONTO.

Flour.—Since the decline that occurred on June 1st, the local market has been exceptionally steady. In addition to this wheat has been quoted at slightly higher prices of late and it is believed by some that the lowest quotations have been offered. There havc been no changes in the prices if flour since last report.

Manitoba Wheat.		
1st Patent	5 30	5 40
2nd Patent	4 80	4 90
Strong bakers	4 60	4 70
Feed flour		3 15
Winter Wheat.		
Straight roller		4 80
Patents		5 20
Blended		4 80

Ccreals.—The prolonged chill that has been experienced of late has benefited the cereal market and rolled oats especially has sustained its demand. The market is firm and satisfactory, with a good business reported.

Rolled oats, small lots, 90 lb. sacks	2 00
" " 25 bags to car lots	1 90
Rolled wheat, small lots, 100 lb. brls	3 00
" " 25 brls. to car lots	2 90
Standard and granulated oatmeal, 98 lb. sacks	2 20

COLLECTED OVER $1,095.

Chatham, Ont., June 9.—At the monthly meeting of the Retail Merchants' Association last Tuesday, the collection department was the central theme of discussion. The department has completed the first year of its existence, and, despite the fact that much time was necessary for organization and that the retirement of Collector Murdock last winter involved nearly a month's interval, over $1,095 was collected by the collector directly in the course of the year, all of it slow pay money and much of it regarded as hopeless. In addition, much money was paid direct to merchants, fewer credits have been asked, and the general tone of credit business throughout the city is represented to have perceptibly improved; while there is the added feature of the insurance afforded the merchant through the delinquent list.

Organization for the coming year is now in progress. Here and there are merchants who are dissatisfied with the results; but the majority will undoubtedly renew, since the new collector, Ernest Askunas, now has the department in good working order and it is in a position to give better results.

The example of the grocers, who sent John McCorvie and Wm. Potter as delegates to the recent convention at Toronto, is being followed by the local R.M.A., President A. D. Westman being appointed as delegate to the convention at Kingston. An invitation was also extended to Provincial Secretary E. M. Trowern to visit Chatham next September, when the annual banquet will probably be held. The election of officers for the local branch will take place after Mr. Westman's return from the general convention this month.

MOONEY CO. BUY WINNIPEG BUSINESS.

The Mooney Biscuit and Candy Co., of Stratford, have purchased the entire business of the Foley Bros. & Larson Co., Winnipeg, and take possession at once.

The deals involve about $500,000.

No time will be lost in bringing about a uniformity of the lines produced from both the Stratford and Winnipeg plants.

William C. Mooney will manage the Winnipeg business.

TRADE NOTES.

The Drummers' Snack Club outing goes this year to Oakville, Ont., the dates being July 29-30.

M. T. Burnett has purchased the grocery business of John Armstrong, 337 St. Antoine St., Montreal.

H. B. Wylie, late of Belfast, Ireland, has succeeded to the managership of Scroggie's grocery department, Montreal.

M. Napoleon Gendreau, son of M. N. Gendreau, of Lecaille, Gendreau & Cie., of this city, died at the home of his grandfather, M. L. Constant.

There's always a big demand among campers and picnickers for a good Soda Biscuit!

Are you stocking

Mooney's "Perfection" Cream Sodas

the kind that always reaches your customer in a crisp and fresh condition?

It's a line that never fails to satisfy, and leaves a good margin of profit.

They are pleasantly palatable and perfectly pure.

See to your stocks.

The MOONEY BISCUIT & CANDY CO., LTD. Stratford, Can.

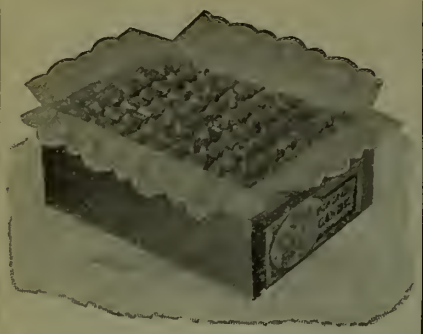
COX'S GELATINE

The Leading Gelatine for more than Sixty Years. Foremost in Purity and Manufactured by Messrs. Cox as well as PACKED by them.

PURITY GUARANTEED

Canadian Agents:
C. E Colson & Son, Montreal
D. Masson & Co. "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills,
EDINBURGH



Experience!

You remember in the old days there was a system of apprenticeship usually about four years' grinding to learn a business.

After serving this term one was supposed to be quite proficient. In time one became an expert in a chosen field—if one stayed with the work.

Experience made one such.

Now, it's fully twenty-five years since we began making Bordeaux Chocolates. In the first few years we learned all they could teach us about them.

But we were not satisfied. We did not feel we had attained perfection. We kept on plugging.

Eventually we considered we had reached highest attainable perfection.

Everyone complimented our quality by imitating it.

So we registered our brand—for your protection—the public's—our own.

That perfect confection, the result of our experimenting, our experience, has since been known, and is now famous as the

"CHOCOLATE BORDO"

and it's an all-the-time winner.

The Montreal Biscuit Company

Manufacturing Confectioners

MONTREAL

TRUMILK

IS FULL CREAMED CANADIAN MILK IN POWDER FORM

MILKSTOCK

IS FINEST SEPARATED MILK IN POWDER FORM

These products are made by the latest and most up-to-date process at our own plant in Oxford County, are free from chemicals, preservatives or adulerations, and are the most convenient form in which milk can be got. For sale by all wholesalers. For further particulars apply to the

Sole Manufacturers

Canadian Milk Products, Limited

MAIL BUILDING, TORONTO

The New Flavor

MAPLEINE

Better Than Maple

The Crescent Mfg. Co. Seattle, Wash.

Order from your jobber, or

Frederick E. Robson & Co.
26 Front St. E., TORONTO

W. H. ESCOTT

WHOLESALE

Grocery Broker

141 BANNATYNE AVENUE

WINNIPEG

COVERING

MANITOBA and SASKATCHEWAN

CORRESPONDENCE SOLICITED

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments Write us for prices. Phone order our expense

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, MANAGER

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance

WRITE TO

P. POULIN & CO.

39 Bonsecours Market, - Montreal

WE SELL FEATHERS TOO

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

CORRESPONDENCE SOLICITED

H. G. Spurgeon

Manufacturers' Agent

P.O. Box 1812 WINNIPEG, MAN.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is

The Irish Grocer, Drug, Provision and General Trades' Journal.

10, Garfield Chambers, Belfast Ireland

THE HODGSON GUM CO.

898 St. Lawrence St. MONTREAL

Makers of High Class Gums at Popular Prices. Write for Samples and Quotations.

We make special brands to order.

LAKE OF THE WOODS MILLING COMPANY
KEEWATIN
TRADE MARK
REGISTERED

Five Roses costs more and yet costs less

YOU WHO buy to sell again, have YOU ever figured the *True* Cost of Things?

So as to *know* your *Real* Margin of Profit.

For instance, Brother Grocer, take this matter of "flour."

Let us consider together how Cost is made up—*not* the Cost of Production, you know—but YOUR Cost, the cost of selling to Mrs. Ultimate Consumer.

First, of course, comes Invoice Value—what *you* pay the Maker to get Possession.

This is "First Cost."

But you can't base your Profit on *that* alone, for the Difference between First Cost and Selling Price doesn't always yield a profit, sometimes a Loss.

Isn't that so, Brother Grocer?

So you must *add* Something Else—what?

Rent, Light, Insurance, Collecting, Delivering, Bookkeeping—in short, your Cost of Doing Business.

And you add your own Salary and that of your Help.

Likewise, the Time it takes to convince the buyer, for Time is Money, you see.

And you figure a Speedy Turnover.

And like a Scientific Retailer, you throw in something to cover the Risk of Dissatisfaction, the Possible Loss of a Customer.

For Satisfaction Insurance has a Money Value of its own—your repeaters are worth something.

It's your Goodwill, Brother Grocer—your *only* asset the morning after a fire.

So you see, don't you, why some flours *cost more than others while costing less,* why a Fat Gross Profit may go hand-in-hand with Nothing Net.

Maybe *you* are harboring a robber in your cash box.

Just see, Brother Grocer, how FIVE ROSES flour pays you more in *every* way:

By saving Time in selling, since Extensive Advertising has made known the quality advantages, the success elements of FIVE ROSES.

So you have more time to push goods *harder to sell.*

And it saves board-bill by never outstaying its welcome, reducing your stockkeeping.

Makes your dollar travel faster by quickening the Turnover, increasing your available capital, allowing you to take advantage of market opportunities.

Allows you to sleep on both ears, free from worry and controversy with customers due to the "cussedness" of poor quality.

Gives you free advertising through the wagging tongue of Genuine Satisfaction.

Figure all this, Brother Grocer, in YOUR cost when you next order flour; figure all this and more when you compare Net Profits with Gross.

This is no dream of an idle mind, but a *business-building fact* as evident as your own hopes of success.

Don't you see that every bag of flour you sell that is *not* FIVE ROSES is like a thief in your Cash Box, a leak in your Till?

Reducing Present Profits and Future, Brother Grocer.

Reducing your Confidence in your Salesmanship.

Can't YOU—won't you—see it this way!

LAKE OF THE WOODS MILLING CO., LIMITED
CANADA

TOMATOES

Florida stock, only few more cars to arrive. Our first car Texas four-basket crates will arrive last of this week; understand stock is fine.

Pineapples, Strawberries, Oranges, Lemons, New Potatoes, Cabbage, Cucumbers, etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO
Carload Importers

SUPERIORITY

Each and every season shows more and more the sterlingness of the quality and pack of

"St. Nicholas"
and
"Home Guard"
LEMONS

BUY THEM

J. J. McCABE
AGENT
32 Church Street, Toronto.

Potatoes Dearer, with Higher Prices Expected

Some Dealers Even go so Far as to Express an Opinion That the Price Will Reach One Dollar—Scarcity is Reported, Particularly in Ontario—Tomatoes are Firm — Pineapples Experience Heavy Demand and Firmer Prices Prevail—Lemons are Strong in Tone.

Press rumors that have lately been noticed from different parts of Ontario referring to a scarcity of potatoes has been followed, as least so far as Toronto is concerned, by increased prices. They have not been confirmed for other localities, but dealers are all quoting at the increased price, and it has been stated that the condition will become general and higher prices will be asked before the new crop is marketed.

Pineapples have sold heavily of late at fair quotations. There is now a sign of firmness which is general. Slightly higher prices are looked for. Oranges are uneventful. The lemon market is firm, although it has not received any strength from the weather. Dealers are awaiting for news from the east in regard to any damage the earthquake of Tuesday may have done.

Tomatoes are firm. The Canadian hothouse variety is now coming in, but has not relieved the situation yet.

MONTREAL.

Green Fruits—Strawberries are coming in freely, and that cause, along with poor buying on account of the rainy weather, has weakened the price to 15c. Oranges continue to have a heavy sale. Pineapples are down to $3, owing to heavy receipts.

Apples—			Messinas	3 00	3 25
Ben Davis		6 00	Oranges—		
Russets		6 00	Floridas		3 00
Spies, per bbl		8 00	California navels	4 00	4 25
Bananas crated, bunch	1 65	2 00	Porto Ricos		2 50
Cranberries, bbl		11 00	Mexicans		2 25
Cocoanuts, bags		4 25	Sicily bitters, box	2 25	3 00
Grape fruit—			Jamaica, bbl	3 75	4 25
Florida, box		6 00	Valencias, large, per case	4 50	5 00
Grapes, Almeria, per keg	5 00	7 50	Pineapples—		
Limes, per box		1 25	Floridas, case		3 00
Lemons—			Strawberries—		
Sicily bitters, box	1 75	2 25	Florida, qt	0 15	0 18

Vegetables—The market is only fairly brisk this week, but is reported as satisfactory. Prices remain practically unchanged. Asparagus is proving popular, Celery is of poor quality now, and little is being offered.

Asparagus, doz	1 00	7 00	Lettuce—		
Beans, green, basket		3 25	Montreal, doz	0 40	1 00
Beans, wax		3 50	Imported, box		2 00
Beets, bag	0 50	0 75	Mushrooms, lb		0 75
Beets, new, doz		1 25	Onions—		
Carrots, bag		0 75	Egyptian, lb		0 02½
Carrots, new, doz		1 00	Red, per bag		1 75
Cabbage, bbl	1 50	2 00	Potatoes—		
Cabbage, new, ct	1 50	1 75	Montreal, bag	0 60	0 70
Celery—			Potatoes, new, per bbl	4 50	6 00
Florida, crate	2 75	3 50	Parsley, dozen		1 00
Celery, large, crt	7 00	12 00	Parsnips, bag		0 75
Cauliflowers, doz		6 50	Radishes, dozen bunches		0 15
Cauliflowers, per basket		4 50	Rhubarb, doz	0 25	0 35
Cucumbers, bskt	1 75	2 00	Spinach, bbl	2 00	2 25
Garlic, per lb		0 15	Tomatoes—		
Green Peppers, basket		0 75	Floridas, crate	2 50	3 50
			Cubans, crate	2 25	2 50
			Turnips, bag	0 50	0 75

Fish—Trade is improving in general now that the summer resorts are opening. There is a gradually increasing demand for most lines. Supplies are coming in fairly well, and prices are pretty well maintained. Mackerel and Gaspe salmon are more plentiful and at slightly lower prices.

FRESH

Shad, 'Roe,' ea	0 50	Brook trout	0 23
Shad, 'Buck,' ea	0 30	Lake trout	0 10
Pike	0 08	Whitefish	0 11
Perch	0 05	Mullets	0 05
Steak cod	0 05	Haddock	0 04
B.C. salmon	0 15	Halibut	0 09
Gaspe salmon	0 18	Bullheads	0 10
Market cod	0 04	Carp	0 05
Sturgeon	0 09	Dore	0 0

FROZEN

Codfish	0 04	0 04	
Dore, winter caught, per lb		0 08	
Haddock		0 04	
Halibut, per lb		0 08½	
Herring, per 100		1 25	
Market cod		0 04	
Steak cod		0 05	
Mackerel			0 08
Pike			0 06
Salmon, B.C., red,			0 10
Gaspe salmon, per lb			0 18
Smelts, 10 lb. boxes			0 07½
Whitefish, large, lb			0 09
Whitefish, small			0 07

SALTED AND PICKLED

Green cod, No. 1, bbl	6 00	8 50	Salmon, B.C., red, bbl		14 00
Labrador herring, bbl		5 00	" " pink, bbl		12 00
" " ½ bbl		2 85	" Labrador, bbl		18 00
Labrador sea trout, bbls		11 00	" " ½ bbls		9 00
Labrador sea trout, half bbls		6 00	" " trcs., 300 lb		23 00
No. 1 mackerel, pail		2 00	Salt eels, per lb		0 07
" " ½ bbls		9 00	Salt sardines, 20 lb. pls		1 00
No. 1 pollock, bl		4 00	Scotch herring, bbl		6 50
			" " keg		1 00
			Holland herring, bbl		5 50
			" " keg		0 75

SMOKED

Bloaters, large, per box	1 00
Haddies	0 07
Herring, new smoked, per box	0 13
Kippered herring, per box	1 15

SHELL FISH

Clams, Quahogs, per bbl	6 50
Clams, Little Necks, per bbl	11 00
Shell oysters, bbl	10 00
Lobsters, live, per lb	0 15
Oysters, choice, bulk, Imp. gal	1 40
" Selects, Imp. gal	1 60
" "Sealshipt," standards, per Imp. gal	1 76
" " select, per Imp. gal	2 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 8, 8, 9 & 10c. per lb.	
Shredded cod, per box	1 80
Skinless cod, 100 lb. case	5 50

TORONTO.

Fruit—As might have been expected, the weather has had a slightly deterrent effect upon the green fruit market, both from the producing and consuming ends. Pineapples have held the centre of the stage, having beat out strawberries for first place. The demand has been heavy, the retail trade having assisted greatly by featuring this fruit from the preserving standpoint. The supply has been ample, but prices have undergone no change. Strawberries are being received in continued abundance before an increased demand. Prices are quoted from 13c to 15c, and some call them even at 16c. Lemons are strong. A slight falling-off in demand was noticed recently, but the fine weather will bring the usual heavy call for this fruit. A large consignment of Verdelli fruit is on the water and will likely be quoted at high prices. Apples are pretty well cleaned out. In regard to pines, it may be said that the

market has shown firmer tendencies and quotations are slightly higher.

Apricots, crate.	3 50		Large	3 00	3 50
Bananas.....	1 50	1 75	Small.....	3 75	4 25
Cherries, California, box..	2 50	2 75	Mexican.....	2 50	2 75
Cocoanuts, sack	4 50		Valencia.....	4 50	5 00
Grape Fruit—			Peaches, new, ct		2 50
Florida.....	3 75	4 75	Pineapples, case	2 25	2 50
Lemons, Sicily.	2 75	3 50	Strawberries—		
Oranges—			Maryland, box..	0 13	0 15
California navels					

Vegetables—Probably the strongest feeling locally at present is in potatoes, which, although a drug on the market a short time ago, have of late shown a scarcity which has toned up the market. It is also predicted that owing to the nature of the season the new crop is going to be later than usual, which stimulates the market still more. Delawares are up to 75c a bag, and Ontarios are quoted at 55c and 60c a bushel. Throughout Ontario various reports are arising substantiating these statements. Several dealers expressed the opinion that they believed the dollar mark would be reached before long. At any rate, the market is strong just at present, and there is

NEW POTATOES

FANCY VIRGINIA, Large White Stock. Price now down.
Car lots arriving.

TEXAS TOMATOES

4 Basket Crates. First car of season due Monday.

WATERMELONS

First car FLORIDA MELONS due Monday.

Regular arrivals CANTALOUPES, BERRIES, CHERRIES, APRICOTS, PLUMS, etc.

"If it's new and good, we have it."

WHITE & CO., Ltd.

Branch at Hamilton TORONTO Phone Main 6565

Canadian Strawberries

will be ready coming week. Drop us a postal for prices and we shall put your name on our mailing list.

STEVENS & SOLMAN

Growers and Shippers of CANADIAN FRUITS

HAMILTON, - - - ONT.

Phones 1990, 2700

FANCY RIPE { PINEAPPLES, FLORIDA TOMATOES, BANANAS

FRESH { LETTUCE, RADISH, RHUBARB, GREEN ONIONS

Finest Oranges and Lemons

HUGH WALKER & SON

Established 1861) GUELPH, ONTARIO

Buster Brown

THE BRAND OF SICILY'S FINEST LEMONS

The Brand of Quality The Brand of Value

Be sure to mention the name when ordering from your wholesaler.

FOLLINA BROS., PACKERS W. B. STRINGER, SALES AGENT

every reason to believe that it will go higher.

Tomatoes are also being quoted at a higher mark and are quite firm. Onions have been rather irregular of late. The demand still exceeds the supply. The Egyptian onions are apparently nearing the close of their market. There is a good demand for imported green vegetables, with prices, if anything, slightly advanced. Canadian hot-house tomatoes are arriving at 17½c pound.

Asparagus, per dozen	1 25	Egyptian, sack	2 75 3 00
Beets, hamper	2 25	Potatoes, Ontario, bag	0 55 0 60
Beans, green per hamper	3 00	Potatoes, Delaware	0 75
Beans, wax, per hamper	3 00	Potatoes, Texas	4 00
Cabbage, case	2 00	Potatoes, new, bushel	1 75
Carrots, box	2 25	Bermuda, new, per barrel	5 50 6 00
Carrots, hamper	2 50	Parsley, per doz bunches	0 25 0 30
Cucumbers, doz.	1 25	Radishes, doz	0 25
Cucumbers, hpr	2 00 3 00	Peas, green, per hamper	2 00
Lettuce, hamper	2 00	Rhubarb, doz	0 15 0 25
Lettuce, Canadian, dozen	0 25 0 30	Spinach, hamper	0 60
Mushrooms, lb	0 50 0 60	Tomatoes, case of 6 baskets	2 75 3 50
Onions—		Tomatoes, Canadian, h h., lb	0 17½
Texas Bermudas per crate	2 50	Turnips, bag	0 40
Bermuda, case 45 lb	1 75		

Fish—Storms have interfered with the fish supply and there has been a resulting scarcity. The demand has remained fairly keen, but trade has suffered from the decreased supply. Prices are slightly higher.

FRESH CAUGHT FISH

Halibut	0 09 0 10	Steak cod	0 08
Salmon trout	0 11	Perch	0 07
White fish	0 11 0 12	Haddock	0 07

FROZEN LAKE FISH

Goldeyes	0 06	Pike	0 07
Pickerel yellow	0 08	Whitefish, frozen	0 07
		Perch, fresh caught	0 07

OCEAN FISH (FROZEN)

Herring, per 100	1 50	Salmon, pink, per lb	0 08
Mackerel, each	0 22	" red	0 09
Smelts, No. 1	0 08	" sea dressed	0 10

SMOKED, BONELESS AND PICKLED FISH

Acadia, tablets, box	1 60	Fillets, per lb	0 11
Bloaters, per basket	0 90	Haddie, Finnan	0 07
Codfish, shredded, box	1 80	Herrings, Digby, bndle	0 60
" Bluenose, "	1 40	Herrings, Imported Loch Fyne, per kit	1 50
Cod steak, per lb	0 07	Kippers, per box	1 25
Cod, Imperial, per lb	0 05	Quail on toast, per lb	0 05½
Ciscoes, per basket	1 25		

WINNIPEG.

Green Fruit—Apples do not figure in the market now, since the best grades have all been cleared off, and jobbers are asking a moving price only. Grape fruit is popular, as are also pineapples and strawberries. Strawberries from Hood River will be off the market next week, and new goods from Missouri will arrive soon. The stock there is reported good.

Bananas	2 50	Oranges, Cal., navels	4 50
Cranberries, bbl	8 00	Pineapples, case	3 50
Cocoanuts, doz.	0 90	Strawberries, Hood River, qt.	0 15 0 18
Grape Fruit, Florida, box	7 00		
Lemons, Messina	5 00		

Vegetables—A wide range of import stuff is having a good sale at moderate figures. Jobbers claim that lower prices prevail just now on southern grown stuff than is usual at this time of the year. The low price of potatoes here at present is a feature of the trade, and the good demand for Egyptian onions is also remarkable.

Asparagus, doz	2 00	Onions, Egyptian, per lb	0 03
Butter beans, lb	0 15	Potatoes, new, lb	0 03
Carrots, Orleans per box	2 50	Parsley, per doz.	0 05
Cabbage, new, lb	0 04	Parsnips, dozen	0 50
Cucumbers, bskt	2 00	Radish, dozen	0 35
Lettuce, doz	0 30	Rhubarb, box	2 50
Mint, doz	0 40	Tomatoes, Florida, crate	3 75
Onions, green, per dozen	0 25		

Fish—There is plenty of halibut and whitefish on the market. In addition to these, goldeyes form a considerable part of the trade in the fresh-caught fish. The salmon stock is growing lighter, due to a slow production on the Pacific. The frozen fish trade is light, but there will be some moving for a few weeks yet.

Halibut	0 9½	Ocean Frozen—	
Salmon Trout	0 11	Salmon, pink, red, dressed	0 15
Whitefish	0 9	Smoked—	
Haddock	0 3½	Bloaters, basket	1 50
Lake Frozen—		Fillets, lb	0 20
Goldeyes	0 3½	Haddie, Finnan	0 08
Yellow Pickerel	0 7	Herring, Digby, bdls	0 95
Pike	0 3½	Kippers, box	1 30
Whitefish	0 8		

Buying and Handling Vegetables at a Good Profit

What Some Grocers Pay Particular Attention to—Advisability of Always Keeping Fresh Stock on Hand and Making Rapid Turnover—Methods Used in Display.

Spring vegetables afford the grocer a fair profit with but slight possibility of his sustaining a loss. This statement is volunteered after obtaining from retailers their opinions based on their own experiences in this regard.

As soon as the prices become favorable—when market gardeners begin to bring in large quantities of lettuce, onions, radishes, carrots, tomatoes, etc.—the grocer will find that his customers expect him to carry a stock of these articles. The average grocer, however, anticipates the demand, not waiting until a customer asks for them, and prepares to handle them. Some go at it in a half-hearted manner, as if they were afraid they might find themselves with a heavy stock on hand and lose money. Others are systematic in their method. Instead of depending entirely on a catch trade they enquire among their customers in an endeavor to secure a list of persons who will regularly purchase new vegetables. Still another grocer will follow the latter method to a certain extent, but he will also decide that he is going to make a specialty of the fresh goods, for the profit that is in them, and also as an aid to his grocery business.

In any event vegetables do not require a great deal of attention. That is, there is not the same anxiety felt by the dealer as in the case of perishable fruits. It is true that vegetables should not be held over three days if possible, and if the grocer is careful in his buying and makes an effort to promote his business he will find that he is replenishing his stock at least every other day, and that it is fresh and wholesome.

One grocer carelessly remarked: "No, I never have any trouble. I have not lost a dollar's worth of goods all season. The most of what I did throw away might easily have been sold, but it was getting stale and I knew it. I felt that if I sold it, I might possibly lose a customer, so I gave fresh goods and I know that customer would be entirely satisfied. There is nothing gained in being greedy. The customer who does not relish the goods she purchases from you is not likely to be pleased, and worse than that, she might give your opposition a call the next time. The possibility and the probability of such an occurrence was one of the first lessons I learned when I started in the business. My employer one day gave—but what's the use, everybody knows the truth of the statement from their own experiences, and it is not necessary to tell mine."

Keeping Them Fresh.

It is of prime importance that the vegetables should be kept fresh. It is well that they should have an appearance of having just been gathered, with the dew not yet gone from the leaves.

There are various methods of securing this end. Some grocers have the slip-

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

TRY LEARD'S LOBSTERS and CANNED CHICKEN
Write for Prices
W. A. LEARD
Summerside, - P.E.I.

Lemon Bros.
Owen Sound, Ont., and Sault Ste. Marie
Wholesale FRUIT, FISH and PRODUCE
Commission Merchants, and
Dealers in HIDES, WOOL and RAW FURS

Oval Butter Dishes
are made in six sizes, ¼, ½, 1, 2, 3 and 5 pound. Get prices from your dealer.
Graham Bros. & Co., Kinmount, Ont.

LOGGIE'S LOBSTERS

EVERY TIN OF OUR PRODUCTS IS GUARANTEED

Golden Crown and Golden Key
ARE OUR BRANDS

THEY are made in standard sizes to suit the trade. We are expert packers and our goods have a recognized reputation. Your querulous customer in quest of quality will have no cause to complain when you show a tin of Loggie's and tell him or her to sample it. There is satisfaction in every can.

W. S. Loggie Co., Limited
SOLE PACKERS
Chatham - - New Brunswick

Your best customers will buy "Concord" Norwegian Sardines

because of their distinctive and delicate flavor, and because there is an absolute guarantee of purity of contents given with each tin.

Each tin is provided with a spare lid for use after the tin has been opened.

"CONCORD" SARDINES will more than please your better-class customers, and will prove a remunerative line to handle.

CCC
Norwegian Canned Goods

LIST OF AGENTS:
R. S. McIndoe, Toronto; A. H. Brittain & Co., Montreal; W. A. Simonds, St. John, N.B.; Watson & Truesdale, Winnipeg; Radigar & Janion, Vancouver and Victoria, B.C.

The next time you are wanting Canned Fish, be sure your Jobber has the name right:—

BRUNSWICK BRAND

This will be your guarantee that the contents of each can will be such that you can confidently recommend them to your customers. Sea foods, owing to the greater care which is now bestowed on their selection and packing, are growing in favor each season. See that you are fully stocked with BRUNSWICK BRAND to meet the coming demand.

CONNORS BROS., Limited
Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec; Leonard Bros., Montreal; A. W. Huband, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

shod system of leaving them on the counter, pouring over them a little water now and then. This is hardly an excuse for decent care. The counter gets dirty even if it is devoted to vegetables alone. Some use a shallow tub, which serves the purpose satisfactorily, but on a small scale.

Some have prepared a shallow vessel of galvanized tin suitable for a counter or a window. Others again install a fountain, which is not only a novelty, attracting attention to the vegetables, but admirably serves the purpose of keeping them fresh, thereby prolonging their virility.

These fountains are of all sizes, some occupying an entire window, which is set apart to boom the sale of vegetables and for display effect. Others are smaller and may be placed in a window or in a prominent place in the store. Moss placed around the border of the lower basin of a font with pebbles here and there in the water adds tone to the whole and creates a favorable impression, according to a grocer who has one of these fountains.

In regard to keeping goods fresh, a grocer states that he kept lettuce a week in his cellar and it was in excellent condition when he brought it up. It is safest and best, however, not to obtain too big a supply, and as in handling of fruits, it is well to do what may be termed a hand-to-mouth trade.

CHANGES OF THE WEEK.

New Businesses Opening Up, Assignments and Sales Made.

Ontario.

Annie L. Bentley, grocer, North Toronto, has assigned.

Wm. J. McIntyre, grocer and confectioner, Cobalt, Ont., has assigned.

Quebec.

Honore Blouin, wholesale grocer, Quebec, Que., has effected a compromise.

The assets of Chas. E. Gray, general merchant, Brysonville, Que., have been sold.

Mrs. L. Landry, general merchant, Buckingham, Que., is succeeded by Eugene Paquette.

Western Canada.

Jos. Prince has opened a new store at Delmas, Sask.

Jacob Gordon has opened a general store at McLean, Sask.

Ayotte Bros. have opened a general store at Souris Valley, Sask.

Jos. Edwards has opened a general store at Edmonton, Alta.

L. Hoffmeyer has gone into the fruit business in Edmonton, Alta.

Mrs. H. A. Dunn has opened a grocery business in Calgary, Alta.

Robert Anderson, grocer, Calgary, Alta., has sold to James Miller.

Neilson & Gibson, general merchants, Wawanesa, Man., have sold to W. Martin.

W. J. Bragg, grocer, Elmwood, Man., has sold to E. E. Paerry, of London, Eng.

Walter Robinson, grocer, Enderby, B.C., has sold to G. B. Agnew of Minitonas.

Howard Bros., general merchants, Bruce, Alta., have sold to L. E. Kennedy.

J. H. Beatty, general merchant, Stavely, Alta., is negotiating sale of business.

Dawson Bros., grocers, Rosthern, Sask., are giving up their business in that place.

Yeates & Salmon, general merchants, Perdue, Sask., have sold to C. Clarke, of Toronto.

R. B. Elliott, general merchant, Gainsboro, Sask., has sold to W. J. Bragg, of Winnipeg.

Wm. Schaeter, general merchant, Regina, Sask., has opened a branch store at Saskatoon.

W. G. Marshall, formerly of Portage la Prairie, has purchased a grocery business in Moose Jaw.

A. Labelle, general merchant, Ranturly, Alta., has sold to Goodman-Jones of Brandon.

Findlay & Jurema, general merchants, Oakburn, Man., have dissolved, F. M. Jurema & Co. to continue.

N. Holmes, general merchant, Claresholm, Alta., has sold to Mark Fisher, formerly of Walkerton, Ont.

Jefferson & Whittaker, general merchants, Bon Accord, Alta., have dissolved. J. F. Jefferson to continue.

A. Bridgeman, general merchant, Sandy Lake, Man., has almost completed a fine new store building, which he will occupy in a few weeks.

New Companies.

A Dominion charter has been granted to Coco-Nut Butters, Limited, capitalized at $40,000, with head office at Montreal, to carry on the business of dealers, manufacturers, importers, and brokers of coco oil, peanut oil, etc., and to convert the same into various products and to manufacture butter from the same by secret processes.

JAMAICA CIGARS
and CIGARETTES

"La Retreat" Brand

Made from the finest and choicest tobacco.

La Retreat Factory Co.
7 Port Royal St.
Kingston, Jamaica, B. W. I.

Agent required for these Products in Canada.
Special inducement to financially responsible party.

Tell Your Customers That:

SHAMROCK
BIG PLUG
SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

The best in the world are made by
McDOUGALLS
Insist upon this make
D. McDOUGALL & CO., LTD., GLASGOW, SCOTLAND

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO ILL., U.S.A.

TANGLEFOOT

The Original Fly Paper
For 25 years the Standard In quality
All others are Imitations

Black Watch
The Big Black Plug Chewing Tobacco
"A Trade Bringer"
Sold by all the Wholesale Trade

7-20-4 Cigar

Do you realise

that it's easy for you to run a Tobacco Department in your store, and it's a sure thing that your profit will be all right if you feature the

7-20-4 CIGAR

It is a high-class popular smoke which never fails to please. Write for prices.

Sherbrooke Cigar Co., Sherbrooke, Que.

—BUY—

Star Brand

Cotton Clothes Lines

—AND—

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT ?

"Tucketts Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

Classified Advertising

Advertisaments under this baading, 2e. par word for first insertion, 1e. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must he added to cost to cover postages, etc.

ADDING MACHINE.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

AGENTS WANTED.

A LEADING SCOTCH HOUSE manufacturing a high grade line of Jams, Jellies, Marmalade, Peels and Confectionery, is open to appoint agents for the Provinces of Ontario, Quebec, New Brunswick and Nova Scotia. Liberal terms. Apply, with particulars and references, to "Scot," c/o THE CANADIAN GROCER, 88 Fleet St., E.C., London. England. (24)

WANTED—Grocers to sell Nation's Custard Powder. Retail 5 cents per packet. ½ and 1-lb. patent measure tins. Gives big profit. Satisfies customers. Increases sales. Wholesale Agents:—Green & Co., Toronto; W. H. Escott, Winnipeg; W. H. Malkin Co., Vancouver. (34)

AGENCIES WANTED.

A FIRM OF COMMISSION AGENTS in Jamaica are desirous of representing Canadian firms manufacturing groceries, biscuits, condensed milk, etc. Can influence large turnover in these lines. Highest references given. Box 343, CANADIAN GROCER, Toronto. (tf)

MALE HELP WANTED.

WANTED—At once, first-class catsup maker. Give references and full particulars. Box 64, Hamilton, Ont. (tf)

BUSINESS CHANCES.

FOR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover $20,000. Must he sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

IF YOU WISH TO SELL your business or farm, we can find you a customer. If you wish to BUY, write us. We may have just what you are looking for. Address, WM. J. PLATT & CO., Bridgeport, Conn. (26p)

COUNTER CHECK BOOKS.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

FOR SALE—Automatic Computing Scale. S. H. Fagan, Windsor, Ont. (29)

FOR SALE in the city of Windsor, Ontario, large corner grocery store. Good business reasons for selling. Address 23 Pitt St. West, Windsor, Ont. (23p)

FOR SALE—Second-hand, but done up as new, f.o.b. Liverpool, all half cost price—4 h.p. Gas Engine, Crossley, cost £90; Dynamo, cost £70; Gas Oven, cost £20; Receipt Giving Till, cost £12; Flour Sifter, cost £10; Hoist, cost £5; Soda Water Plant and Syphons, cost £100. Apply MERCHANT, Southdort, England.

MISCELLANEOUS.

A BOOK-KEEPING STAFF IN ITSELF—DOING the work with machine-precision and accuracy, the National Cash Register. Write for demonstration literature. The National Cash Register Co., 285 Yonge St., Toronto.

A BOON TO EVERY GROCER. A perfectly reliable fountain pen is to be found in the Beaumei "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smoothness. Gold nibs of thicknesses to suit every style of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

ANY man who has ever lost money in the mails has had occasion to learn by painful experiance that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

ATTRACTIVE fixtures sell your goods. Walker Bin Fixtures and Show Cases prove invaluable in economising store space, and by compelling custom, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. Walker Bin and Store Fixture Company, Ltd., Berlin, Ont.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Olivers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Company, Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MISCELLANEOUS.

PROFESSIONAL MEN, business men, merchants, church workers, find innumerable uses for the Fulton Sign and Price Marker. The Fulton Rubber Type Company, of Elizabeth, N.J., are makers of Ink Pads, Daters and business outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Heath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Heath & Son, 193 Terauley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macay Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

SITUATION WANTED.

A YOUNG MAN who intends going West in August and has ten years' experience in the grocery business, is a good window dresser and show card writer, would like to hear of a position that is vacant. Can furnish the best of references. Address, "Good Worker," care THE CANADIAN GROCER, Toronto. (23p)

REPRESENTATIVES WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

Diamond — W. H. GILLARD & CO.

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-dozen	10c.	$0 85
3-dozen	6-oz.	1 75
1-dozen	12-oz.	3 50
3-dozen	12-oz.	3 40
½-dozen	2½-lb.	10 50
¼-dozen	5-lb.	19 80

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 dozen	5c.	$0 50
4 "	4-oz	0 75
4 "	6 "	1 00
4 "	8 "	1 30
4 "	12 "	1 80
2 "	12 "	1 85
4 "	16 "	2 25
2 "	16 "	2 30
1 "	2½-lb	5 00
1 "	5-lb	9 50
2 "	6-oz	Percase
1 "	12 "	$6 00
1 "	16 "	

ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams	Per doz		Per doz
		Peach	1 80
		Pear	1 70
Strawberry	1 90	Jellies	
Raspberry	1 90	Red currant	2 40
Black currant	1 80	Black currant	2 40
Red currant	1 80	Crabapple	1 70
Raspberry & red currant	1 80	Plum	1 70
		Grape	1 70
Raspberry and gooseberry	1 80	Marmalade	
		Scotch	1 40
Damson plum, stoneless	1 70	Orange Jelly	1 75
		Green Fig	2 25
Greengage plum, stoneless	1 70	Lemon	1 80
		Pineapple	2 25
Gooseberry	1 80	Ginger	2 25

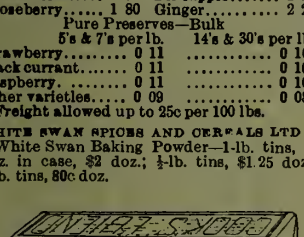
Pure Preserves—Bulk

5's & 7's per lb.		14's & 30's per lb.	
Strawberry	0 11		0 10½
Black currant	0 11		0 10½
Raspberry	0 11		0 10½
Other varieties	0 09		0 08½

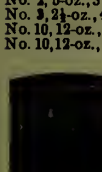
Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD

White Swan Baking Powder—1-lb. tins, 3-doz. in case, $2 doz.; ½-lb. tins, $1 25 doz.; ¼-lb. tins, 80c doz.



Cartoons—	Per doz		
No. 1, 1-lb	4 doz	2 40	
No. 1, 1-lb.,	2 doz	2 50	
No. 2, 5-oz.,	6 doz	0 80	
No. 2, 5-oz.,	3 doz	0 85	
No. 3, 2½-oz.,	4 dz	0 45	
No. 10, 12-oz.,	4 dz	2 10	
No. 10, 12-oz.,	2 dz	2 20	
No. 12, 4-oz.,	6 dz	0 70	
No. 12, 4-oz.,	3 dz.	0 75	
In Tin Boxes—			
No. 13, 1-lb.,	2 dz.	3 00	
No. 14, 8-oz.,	3 dz	1 75	
No. 15, 4-oz.,	4 dz.	1 10	
No. 16, 2½-lbs.		7 25	
No. 17, 5-lbs.		14 00	



FOREST CITY BAKING POWDER

	Dozen
6 oz. tins	0 75
12 oz. tins	1 25
16 oz. tins	1 50

Cereals

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food 2 doz. in case, per case $3.00.

The King's Food, 2-doz. in case, per case $4.80

White Swan Barley Crisps, per doz. $1.

White Swan Self-rising Buckwheat Flour, per doz. $1.

White Swan Self-rising Pancake Flour, per doz. $1.

White Swan Wheat Kernels, per doz. $1 40

White Swan Flaked Rice, per doz. $1 00

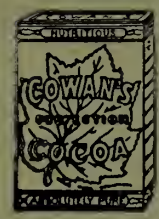
White Swan Flaked Peas, per doz. $1 00

Blue

Keen's Oxford, per lb	0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½-gross box	2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED



Cocoa—	
Perfection, 1-lb. tins, per doz	$4 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb. per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Soluble, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22

Special quotations or Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rook, ½'s & ¼'s, cakes, 12-lb. bxs	0 38
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0
Queen's Dessert, 8's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" ¼'s " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90
Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5o bundles, per box	1 35
Milk chocolate, 5o cakes, per box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

JOHN P. MOTT & Co.'s.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Hurley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz 0 90

	90 per dz.
Mott's breakfast cocoa, 10c. size	
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, ½ and ¼ lb. cakes, 35c. lb.; Breakfast cocoa, 1-5, ½, ¼, 1 and 5 lb. tins, 41c. lb.; German sweet chocolate, ½ and ¼ lb. cakes, 6-lb. bxs., 26c. lb.; Caracas sweet chocolate, ½ and ¼ lb. cakes, 6-lb. bxs., 32c lb.; Auto sweet chocolate, ½ lb. cakes, 3 and 6 lb. bxs., 32c. lb.; Vanilla sweet chocolate, ½-lb. cakes, 6 lb. tins, 44c. lb.; Soluble cocoa (hot or cold soda), 1 lb. tins, 38c. lb.; Cracked cocoa, ½ lb. pkgs., 6 lb. bags, 32c. lb.; Caracas tablets, 100 bdls., tied 5s, per box $3.00. The above quotations are f.o.b. Montreal.

Cocoanut

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases. Per lb

1-lb. packages	0 26
½-lb. packages	0 27
¼-lb. packages	0 28
1 and ½ lb. packages, assorted	0 26½
½ and ¼ lb. packages, assorted	0 27½
1 lb. packages, assorted, in 5 lb. boxes	0 28
½ lb. packages, assorted, in 5 lb. boxes	0 29
¼ lb. packages, assorted, 5,10,15 lb. cas.	0 30

Bulk—

In 15 lb. tins, 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White moss, fine strip	0 12	0 21	0 17
Best Shredded	0 18	....	0 1
Special Shred	0 17	....	0 16
Ribbon	0 19	.. .	0 15
Macaroon	0 17	....	0 17
Desiccated	16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 3-oz., 4-oz., 8-oz., 1lb.	0 17

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 50	1 15
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in amp-proof bags and tins.

Club House	$0 32	Ambrosia	0 25
Nectar	0 30	Plantation	0 22
Empress	0 28	Fancy Bourbon	0 20
Duchess	0 26	Bourbon	0 18
Crushed Java and Mocha, whole			0 17½
" " ground			0 17½
Golden Rio			0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.

1-lb. decorated tins, 32o. lb

Mo-Ja, ½-lb. tins 30c. lb.

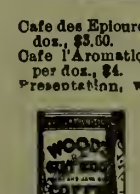
Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 26c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $5.50.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers), $10 per doz.



THOMAS WOOD & Co

"Gilt Edge" in 1 lb. tins	$0 35
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, doz.. 8 25

Medium size jars, per doz. 4 50

Small size jars, per doz. 2 40

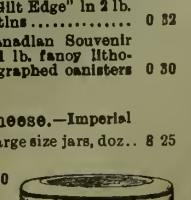
Individual size jars per doz. 1 00

Imperial holder—

Large size, doz.	18 00
Med. size, doz.	17 00
Small size, doz.	12 00

Roquefort—

Large size, doz.	2 40
Small size, doz.	1 40



Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40

	W.S.P.	Ret. P.
Ground or bean, 1lb	0 32	0 50
" " ½s	0 33	0 50
" " 1s	0 29	0 40
" " ½s	0 30	0 40
" " 1s	0 22	0 30
" " ½s	0 23	0 30

Packed in 30s and 50-lb. cases. Terms—Net 30 days prepaid.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95 dozen
Medium, cases 2 dozen	1 80 "
Large, cases 1 dozen	2 75 "
Tumblers, cases 2 dozen	1 35 "
25-lb. pails	0 15 lb.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montrea $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Infants' Food

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " "	1 75
2½ " "	2 00
4 " "	3 00
5 " "	3 75
8 " "	5 50
16 " "	10 00
32 " "	18 00

Discounts on application.

CRESCENT MFG. CO.

	Per doz
2 oz. bottles (reta at 50c.)	4 20
4 oz. bottles (retail at 90c.)	6 30
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	14 50

Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. $2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
5 and 7 lb. tin pails, 8 and 6 pails in crate, per lb	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails, per lb	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails	0 06½

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds per dozen $1.20. Chicken soup, $1.25 per dozen. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. $1.40. Tomato Ketchup—Bottles (10c. size only) doz. $1.40. Tabasco Ketchup—Bottles (10c size only) doz. $1.40. Chili Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (new) doz $1.40; No. 99 jars, doz. $1 40

W. CLARK'S SPECIALTIES

Chateau Brand Baked Pork and Beans, with tomato sauce or plain individual, 50 cts.; No. 1, 90c.; No. 2, $1.25; No. 3, $1.75 dozen. Ox Tongues (Inglass Brand), No. 1½, $10; No. 2, $12 dz.

ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Fortify Your Position

as a grocer by adding to your shelves the world's **Best Shoe Polish**

2 in 1

It produces a brilliant lasting polish and is moreover waterproof.

"2 in 1" is a popular favorite and sells all the time.

See to Your Stocks.

The F. F. Dalley Co., Ltd.
HAMILTON, Ont. and BUFFALO, N.Y.

TEA LEAD

Best Incorrodible

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London.
A.B.C. Codes used 4th and 5th Editions.

LIMEHOUSE, LONDON, E., ENG.

Canadian Agents

ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

DUST IS A GENERAL NUISANCE

BUT IT CAN BE AVOIDED BY USING

DUSTBANE

on sweeping day. "Dustbane," moreover, disinfects the room and restores carpets and rugs to their original freshness. The women swear by "Dustbane" when once they have used it. Get them on your side by selling "Dustbane. There's money in it for you

Dustbane Manufacturing Co.
Boston, - Mass.

Canadian Factories: Winnipeg, Manitoba, St. John, N.B

Ask Your Wholesaler for These Goods

NOTICE TO MANUFACTURERS

We have sold out our warehousing and forwarding business and are now prepared to handle two or three additional high-class lines selling to the Western wholesale grocery trade.

R. B. Wiseman & Co.

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Reference—Bank of Ottawa, Winnipeg

Molassine Meal

Molassine Dog and Puppy Cakes

Molassine Terrier, Hound and Puppy Meal

Molassine Chicken and Poultry Food

Are reliable foods for horses, cattle, dogs and poultry.

Sole Canadian Importer:

ANDREW WATSON

91 YOUVILLE SQUARE, MONTREAL

BROOMS OF QUALITY

WE make them! **YOU** should sell them!
YOUR customers will appreciate them! **OURS** do

and keep our factory going on FULL TIME

A postal will bring you information.

Walter Woods & Co. - **Hamilton and Winnipeg**

"Bluenose"

The finest butter in tins on the market.

Never deteriorates in hot or cold climate. Invaluable on camping or fishing trips. See that you have a good stock on hand, at this season especially.

SMITH & PROCTOR, Sole Packers Halifax, N.S.

We make a specialty of

Maple Flavor

For Manufacturers of Extracts Syrups, Biscuits and Confectionery

STUART BROTHERS

Distillers Essential Oils, Etc.

NIAGARA FALLS - - - - CANADA

OCEAN MILLS
Montreal

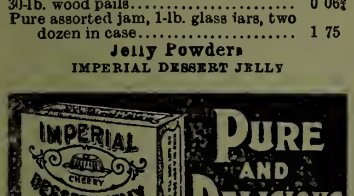
Chinese starch, 48 1-lb., per case $4.00; Ocean Baking Powder, 48 3-oz., $1. 0; 48 4-oz., $1.80; 60 8-oz., $4 50; 36 1-lb.-$3.75; 48 1-lb. pkg., $4; 10 1-lb. tins, $5; loose 25 lbs., $1.75; Ocean blancmange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6 00; 36 8-ounce, $7 20; Ocean corn starch. 48 1-lb $3.60.

Jam

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Jelly Powders

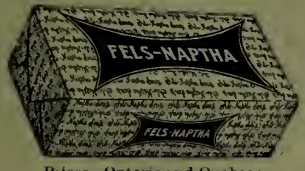
IMPERIAL DESSERT JELLY



Assorted flavors gross 10.75.

Soap

The GENUINE. Packed 100 bars to case.



Prices- Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95

Fly Pads.

WILSON'S FLY PADS

In boxes of 50, 10c.; packets, $3 per box; or three boxes for $2.80; 5 boxes $2.75.

WHITE SWAN SPICE AND CEREALS, LTD

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 13½
½-bbls.	0 13½
Tubs, 60 lbs.	0 13½
20-lb. Pails.	2 73
20-lb. tins	2 63
Cases 3-lb.	0 14¼
" 5-lb.	0 14
" 10-lb.	0 13¾

F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12½
Tubs	0 12¾
20-lb. pails.	0 13
20-lb. tins.	0 12½
10-lb. "	0 14
5-lb. "	0 13¾
3-lb. "	0 13¼
1-lb. cartons	13¾

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	
Dulc, large cent sticks, 100 in box	

Lye (Concentrated)

GILLETT'S PERFUMED LYE

Per case

1 case of 4 doz	$3 50
3 cases of 4 doz	3 40
5 cases or more	3 35

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 dozen case, per doz. $1; 16-oz. glass jars, 2 doz. in case, per doz. $1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 7½c.; pint sealers (24 oz.), 1 doz. in case, per dozen $2.25.

SHIRRIFF BRAND

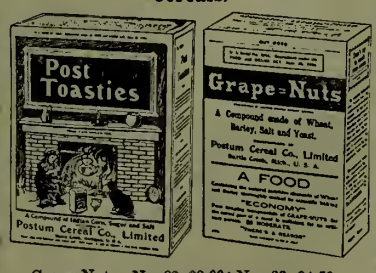
"Imperial Scotch"—

1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35

"Shredded"—

1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

Cereals.



Grape Nuts—No 22, $3.00; No. 23, $4.50.
Post Toasties—No. T3, $2.85.

ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream, family size, per case	$3 50
Baby size, per case	2.00
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F.	¼-lb. tins, per doz.	$ 1 40
"	½-lb tins, "	2 50
"	1-lb. tins, "	5 00
Durham	4-lb. jar, per jar	0 75
"	1-lb. jar, "	0 25
F.D	¼-lb. tins, per doz.	0 85
"	½-lb. tins, "	1 45

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen	0 45 dozen
Medium, cases 2 dozen	0 90 "
Large, cases 1 dozen	1 35 "

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda

COW BRAND

Case of 1-lb. containing 60 packages, per box, $3 00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3 00

MAGIC BRAND

		Per case
No. 1, cases 60 1-lb. packages		$2 60
No. 2, "	120 ½-lb. "	2 60
No. 3, "	30 1-lb. " / 60 ½-lb. "	2 60
No. 5 Magic soda—cases 100—10-oz pkgs.		
1 case		2 65
3 cases		2 55

TRADE MARK BRAND

REGISTERED

WOOD'S HOLLANDER COFFEE

Fragrant, Pungent, Delicious! *The Choicest of the Choice.*

Imported and Roasted by

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. **Montreal**

Soap and Washing Powders

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	$10 20
Maypole soap, black, per gross	15 30
Criole soap, per gross	10 20
Floriola soap, per gross	12 00
Straw hat polish, per gross	18 20

3 doz. to box..... $3 60

6 doz. to box $7 20

30 days.

1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lot

Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	Per lb
No. 1 white or blue, 4-lb. carton	$0 07
No. 1 white or blue, 2-lb. carton	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada white gloss, 1-lb. pkgs.	0 06½
Benson's enamel, per box	1 50 to 3 00
Culinary Starch—	
Benson & Co's. Prepared Corn	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue	0

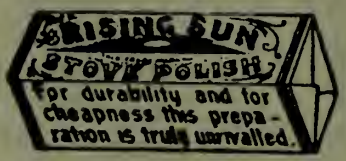
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lb	0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. canisters, cases of 48 lb.	0 07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 3 in case	0 08
6-lb. toy drums, with drumsticks in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 35 lb.	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish

	Per gross
Rising Sun, No. 1 cakes, ¼ & ½ grs. bxs.	$8 50
Rising Sun, No. 3 cakes, gross boxes	4 50
No. 5 Sun Paste, ¼ gross boxes	5 40
No. 10 Sun Paste, ¼ gross boxes	9 00



JAMES DOME BLACK LEAD

6a size, gross, $2.40. 2a size, gross, $2.50

Boot Polish

PACKARD'S BOOT AND SHOE POLISHES

Mon-Ami, $9 gross; Black "O," $9 gross; Large Combination, $20 per gross; Pony Combination, $10; French Glycerine, $9; Ladies' Special, $20; Pat. Lea. Cream $20 per gross.

Syrup

EDWARDSBURG STARCH CO., LTD.

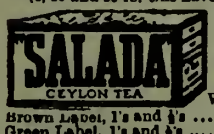
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
¼-barrels, 175 lbs.	0 03¾ "
Pails 25 lbs.	1 30 each
" 38½ lbs.	1 80 "

Plain tins, with label—	Per case.
3 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 75
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas



THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

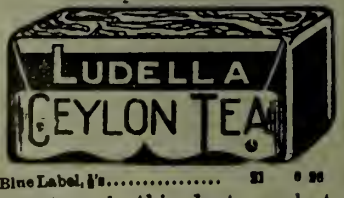
GEO. E. BRISTOL & CO., Hamilton, Ont.

EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



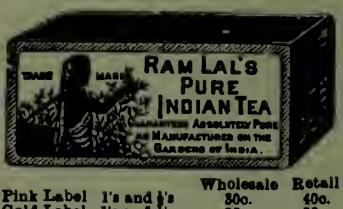
Blue Label, ¼'s	$1	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 26	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 90 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 13
Duchess, cases 60 lbs	19

BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, 1's and ½'s	0 55	0 80
Embossed, 1's and ½'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb

MELAGAMA TEA

MINTO BROS., 45 Front St. East

Black, green, mixed—⅛s, wholesale 70c., retail $1; ¼s, 55c. and 80c.; ½s, 44c. and 60c.; 1 lbs and ¼s, 40c. and 60c.; ½s, 38c. and 50c.; 1 lbs. and ½s, 35c. and 50c.; 1 lb., ¼s, 30c. and 40c.; ½s, 32c. and 40c.; ¼s, 25c. and 30c.; 1 lbs., 24c. and 30c. We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
Black Label, ½-lb., retail at 25c	0 21
Blue Label, retail at 3 lbs	0 24
Green Label, retail at 40c	0 30
Red Label, retail at 50c	0 35
Brown Label, retail at 60c	0 42
Gold Label, retail at 80c	0 55

Pure Gold Jelly Powder..... } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.

THOMAS WOOD & CO., LTD.

Montreal and Boston.

Wood's Primrose, per pound wholesale 40c., retail 60c.; Golden Rod, 35c. and 50c; Fleur-de-Lis, 30c. and 40c. Packed in ½-lb. tins. All grades—either black, green or mixed.

GILLETT'S CREAM TARTAR

	Per doz
¼-lb. paper pkgs., 4 doz. in case	$0 90
½-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ¼-lb. paper pkgs. / 2 doz. ½-lb. paper pkgs. } assorted	$7 20
	Per doz
½-lb. cans with screw covers, 4 doz. in case	$2 00
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ¼ doz. in case	0 30
10-lb. wooden boxes	0 27½
25-lb. wooden pails	0 27½
100-lb. kegs	0 25½
360-lb. barrels	0 25

THE QUAKER OATS CO.

Winnipeg prices—Quaker oats, 36's (or 2-18's) $3. case; Quaker oats, 20's, (with premium) 4.10; Quaker Best Y. Cornmeal, 24's, 2.40; Puffed rice, 36's, 2.90; Puffed wheat, 36's, 2.90; Quaker Toasted Corn Flakes, 36's, (11 case lots, 1 case free, delivered) 2.90; 5½ case lots, ½ case free, delivered); Banner oats, 20's (with premium) 4.10; Saxon oats, 20's, (with premium) 4.10; Pettijohn breakfast food, 18's, 2.25 Apitezo biscuits, 24's, 3.50; Saxon wheat food 24's, 3.25; Cracked wheat, 24's, 3.50; Hominy 24's, 2.40; Puffed rice, brls., 25 lbs. each, 22c lb

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 6 2-5s	46
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s., plug or bar.	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Ponches, 8s	59

Veterinary Remedies

W. F. YOUNG

Absorbine, per dozen	$18 00
Absorbine Jr., per dozen	9 00

Yeast

Royal Yeast, 3 doz. 5 cent pkgs.	$1 15
Gillett's Cream Yeast, 3 doz. in case.	1 15

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

SELL

Royal Metal Polishes

NOW

Do not wait for to-morrow, but push these sterling metal polishes now in the springtime, when everybody is thinking of cleaning up.

ROYAL POLISHES are the best for all kinds of metals. Housekeepers KNOW this.

HAVE YOU A STOCK?

ROYAL POLISHES COMPANY
MONTREAL

THE
WALKER PATENTED BINS
"WALKER BIN" SYSTEM
WALKER PATENTED BINS

Provides for the Complete Equipment of the Modern Grocery.

Write for Illustrated Catalogue showing some of the stores we have fitted up.

Walker Bin & Store Fixture Co. LIMITED

BERLIN : ONTARIO

BRANDS

"BANNER" & "PRINCESS"
CONDENSED MILK

are prepared from the purest and richest country milk, with no addition but that of pure sugar.

St. George Evaporated Cream
(Unsweetened)

The most sanitary conditions are observed in the canning and handling of the milk. The reputation of these brands as genuine satisfaction-givers is unsurpassed.

Lines that mean much in profit and reputation to every grocer who handles them.

J. MALCOLM & SON
ST. GEORGE, ONT.

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S
ENGLISH SAL SODA

is the **PUREST**, contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED
SOLE AGENTS MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

SALT

HIGHEST GRADES

Verret, Stewart & Co.
Limited
Montreal

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

WETHEY'S CONDENSED MINCE MEAT

Wrapped and packed in sanitary packages

SOLVES THIS QUESTION

Quality Unexcelled.
Three dozen to a case.
Absolutely Dust-proof.
All jobbers.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.

Pick this up and use it at our expense

JAR RUBBERS

Red, White, Black, Grey

If you read the papers about Rubber Prices you will buy NOW

GEO. E. BRISTOL & CO.

Wholesale Grocers
HAMILTON - - ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 111-127 University Ave. Winnipeg: 511 Union Bank Building
London, Eng.: 88 Fleet St., E.C. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV. PUBLICATION OFFICE: TORONTO, JUNE 17, 1910. NO. 24.

All the World Loves a Winner

AND

KEEN'S

OXFORD BLUE

has proved a world winner because of its satisfaction-giving qualities. Keen's goes further than any other blue, and is just the line to handle to build up the trade you are after—the steady family trade.

See to the stocking of your shelves. For sale by all the Canadian jobbing trade.

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

Agents for the Dominion of Canada

Canada's Leading Starches

Edwardsburg

"Silver Gloss" Starch

(for laundry purposes has no equal)

Benson's "Prepared" Corn

most perfect for cooking, puddings, desserts, etc.

These brands are found in every up-to-date grocery store. They make satisfied trade.

Demand them of your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

IMPERIAL

OLIVES

Imperial Products

FOR SALE BY ALL UP TO DATE JOBBERS

QUALITY COMBINED WITH PROFIT

MANUFACTURED AND GUARANTEED PURE BY

MacLaren Imperial Cheese Co. Limited

MANUFACTURERS AND IMPORTERS—GROCERS' SPECIALTIES

Toronto, Canada

ARTHUR P. TIPPET & CO.

Agents

Montreal *Toronto*

Bramwell's Epsom Salts

Not a "by product" but manufactured especially for the most particular class of trade—folks who are super-sensitive over quality. It's as easy for a camel to go through the eye of a needle as for impurities to be discovered in Bramwell's Epsom Salts.

Unlike ordinary "Salts," they contain no moisture. Great dryness is a distinguishing feature of the Bramwell product.

Made by particular people for particular people. Made in St. Helens, Eng.

Contain No Moisture

Olsen & Kleppe Sardines

The English trade in Olsen & Kleppe's Sardines is enormous and grows steadily from year to year. The product has a national reputation for quality. The two special brands ("Albatross" and "Ambrosia") signify small and medium sized fish respectively—each the best of its kind.

Packed in Olive Oil whose purity can not be questioned. Selected with the skill and care that long experience dictates. Sardines that reach the top-notch of perfection.

Packed in Norway

Montreal Office

Manufacturers' Agents
and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

Winnipeg Office

R. B. Colwell
BROKER HALIFAX, N.S.
REPRESENTING LEADING MANUFACTURERS, SUCH AS
E. D. Smith Lowneys Toblers

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE, HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
—
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
MONTREAL
General Commission Merchants
Representing Morris Packing Co.
Pork and Lard—Finest Quality

CLARE, LITTLE & CO.,
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
SASKATOON, Western Canada

H. B. BORBRIDGE
Wholesale and Retail Grocery Broker
OTTAWA

BUCHANAN & AHERN
Wholesale Commission Merchants and Importers
QUEBEC, P.Q.
Groceries, Provisions, Sugars, Molasses, Dried Fruit and Nuts, Grain, Mill Feed, Fish, Fish Oil, Etc.
Correspondence Solicited. P.O. Box 29

Live Representation !
Do not neglect the Eastern Townships. Am open for another good agency. Know the trade. Have three travelers,
E. H. BOWEN, SHERBROOKE, QUE.
Manufacturers' Agent and Broker.

I WILL GET BEHIND AND PUSH
one good staple line. No "dead ones" or "maybes" considered. I only want one, so write me to-day.
G. WALLACE WEESE
Manufacturers' Representative
30-32 Main St. East HAMILTON.
"Face to Face Business" Canada

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers.
Warehousemen
ST. JOHN, - - - N.B.
Open for a few more first-class lines

SALMON—We can quote you on different lines, and as salmon is likely to be very much higher, our prices will interest you.
W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

NEWFOUNDLAND
T. A. MACNAB & CO.
ST. JOHN'S. NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A,B,C, 5th adition, and private.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT
Trade Established 12 Years.
Domestic and Foreign Agencies Solicited

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885

W. G. PATRICK & CO.
Manufacturers' Agents and Importers
77 York Street, Toronto

MacLaren Imperial Cheese Co.
Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

RAW SUGAR ON SPOT
1 car each, light and dark Jamaica Crystal.
Prices Right.
Lind Brokerage Company
73 Front St. E., Toronto

THE HARRY HORNE CO.
Grocery Brokers and Manufacturers' Agents.
309-311 King St. West, - - Toronto
Leading manufacturers of Grocery Specialties, desirous of extending their business, should write us at once. Correspondence solicited from Foreign Firms.

WATSON & TRUESDALE
(Successors to Stuart, Watson & Co.)
Wholesale Commission Brokers and Manufacturers' Agents.
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

CORRESPONDENCE SOLICITED
H. G. Spurgeon
Manufacturers' Agent
P.O. Box 1812 WINNIPEG, MAN.

WRITE TO
10 Garfield Chambers, Belfast, Ireland
For sample copy of the
Irish Grocer, Drug, Provision, and General Trades' Journal
If you are interested in Irish Trade.

DISTRIBUTORS, LIMITED
P. O. Drawer 1893
EDMONTON, ALBERTA
Manufacturers' Agents, Commission Merchants, Warehousemen.
We sell direct from the Manufacturer to the Retailer
Track connections with all Railroads.

For Summer Selling—

A new line

"Fish Monogram" Norwegian Smoked Sardines

to retail at 10c. tin

"ANCHOR" brand English Pickles

finest quality guaranteed

½ pints retail at 15c. bottle
pints " 25c. "

Sweet and Sour Mixed, Chow, Walnuts, Onions and Gherkins

Send us your orders

New Finnan Haddie in Stock

"Thistle" and "Connors" brand for immediate shipment

EBY-BLAIN, LIMITED

Wholesale Grocers - - - - Toronto

We Safeguard You Against Complaints

It is most important what grade of tea you handle, because you are directly connected with the Consumer, who holds you responsible for the tea you sell.

We appreciate and anticipate all this when we stock you with

"Blue Ribbon Tea"

which we guarantee will save you from every possible complaint.

Do you not think this is a matter for consideration?

The Blue Ribbon Tea Company, Limited

MONTREAL, Canada

PERRIN'S

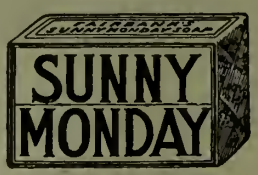
RED LABEL

PACKAGE

20 CENT TINS

GRAHAM WAFERS

DELICIOUS GOODS, HANDSOME PACKAGES



Fairbank's Famous Five

Your stock is not complete without Fairbank's Famous Five Products, viz. :

Fairbank's Gold Dust Washing Powder
" Fairy Soap (for Toilet and Bath)
" Glycerine Tar Soap
" Sunny Monday Laundry Soap (contains no rosin)
" Pummo Soap

Half Box Gold Dust free with each 5 box purchase.

WRITE FOR PRICES

THE N. K. FAIRBANK COMPANY

MONTREAL, CANADA

WHEN you buy your Canned Goods, see that you get those packed by Dominion Canners, Limited. Quality is guaranteed. You take no risks.

Leading Brands :

"Aylmer"
"Little Chief"
"Log Cabin"
"Simcoe"
"Delhi"

ETC.

DOMINION CANNERS
LIMITED
HAMILTON.

POULTON & NOEL, Ltd.

English Preserved Provision Manufacturers

LONDON, ENGLAND

OX TONGUES
POTTED MEATS
GALANTINES
ETC., ETC.

IN GLASSES AND TINS

PRICE LIST MAY BE HAD ON APPLICATION TO US OR

ROSE & LAFLAMME, Limited, CANADIAN SELLING AGENTS
MONTREAL TORONTO

The W. A. Freeman Co., Limited

MANUFACTURERS, MERCHANTS

Phones
1475
1476
1477
537
597

Cable Address "FREEMAN"

No. 08 MEAT, OR GROCERS' DELICATESSEN
White tile panels, bronzed metal legs.

Counters, Silent Salesmen, Portable Offices,
Oyster Cabinets, Etc.

Please Write for Catalogue

HAMILTON, - - CANADA

The Vinegar Problem

is easily solved
if you just stock

White Cottell & Co.'s
PURE MALT VINEGAR

It is a perfect vinegar, of delicious flavour, guaranteed strength and rich, delicate aroma. Keeps well in bottle or wood and gives such satisfaction that you'll find it desirable to stick to this particular brew and hold your trade with a good article.

CANADIAN AGENTS:
Messrs. Martin & Robertson, Vancouver and Victoria, B.C.
Messrs. W. L. Mackenzie & Co., Ross Ave., Winnipeg.
MacGreegor Specialty Co., 437 Parliament St, Toronto.
Mr. Kenneth H. Munro, Montreal.
Mr. L. A. Gastonguay, 60 Bedford Row, Halifax, N.S.

White Cottell & Co.
CAMBERWELL, S.E., LONDON, ENG.

UNSWEETENED

Borden's Brands Do Build Trade—

Merchants who follow the policy of reserving the choice locations on shelves and counters, and in their windows, for such standard goods as Borden's are those who win and hold the largest measure of public confidence.

Always keep Borden's Brands to the front.

BORDEN'S CONDENSED MILK
EAGLE BRAND
Trade Mark of BORDEN'S CONDENSED MILK CO.
GAIL BORDEN
EAGLE
BRAND
by which their PRESERVED MILK will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Mason & Hickey, Winnipeg, Man.
Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B. C.

Beans, of first grade, put up scientifically are sure to be of the highest quality, particularly when put up by people of long experience in the packing business, **who know.**

In every particular

Balaklava Brand

BAKED BEANS

fill the bill. Your most exacting customer will be satisfied.

This is the line

The Eastern Canning Co.

PORT CANADA, : N.B.

CANADIAN AGENTS—C. A. Chouillou & Cie., Montreal; Green & Co., John Street, Toronto; D. O. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; Nicholson & Bain, Winnipeg, Western Agents; Martin & Robertson, Vancouver, B. C.

The Ideal Mill for the Grocer

In compactness, neatness and stability, no less than in attractiveness, finish and beauty of design

Coles' Electric Coffee Mill

has no peer at any price.

It will granulate 2 lbs. of Coffee per minute, and is connected direct up to your lamp socket, saving cost of wiring. The price cannot fail to attract you.

$65 for D.C. current, ($75 for A.C. current) and we guarantee each machine perfect. Write for details.

COLES MANUFACTURING CO.

1625 North Twenty-third St., Philadelphia

AGENTS:

Chase & Sanborn, Montreal
Todhunter, Mitchell & Co., Toronto and Winnipeg
Young Bros., Vancouver, B.C. Wm. Braid & Co., Vancouver, B.C.
L. T. Mewburne & Co., Calgary, Alta.

THERE are a good many housekeepers in every neighborhood who, if they were not already using COWAN'S Cake Icings, would do so if they knew how good and how convenient they are. That means a profitable trade for the Grocer who develops it. Why shouldn't you be the one? With Cowan's Cake Icings no eggs are required. The directions are on the package.

THE COWAN CO., LIMITED : TORONTO

THIS TIN CONTAINS

100%

PERFUMED-POWDERED

LYE

THE QUESTION OF QUALITY BEING SETTLED, WHAT ELSE INTERESTS YOU?

A MUCH LARGER PROFIT THAN YOU HAVE BEEN RECEIVING ON SIMILAR GOODS.

A TIN CONTAINING ABOUT A QUARTER POUND MORE LYE THAN IS USUALLY GIVEN.

A TIN WITH ROTATING COVER AND SIFTING TOP

YOU WANT MORE PROFIT
YOUR CUSTOMERS MORE PURE GOODS

OPPORTUNITY OFFERS TAKE IT TO-DAY

WHITE SWAN SPICES & CEREALS, LIMITED
TORONTO

Tell this to the WOMEN

By sing Minute Tapioca a first-class, delicious summer dessert can be produced in fifteen minutes.

Minute Tapioca does not require soaking—ready for instant use right from the package. One package of

MINUTE TAPIOCA

makes six full quarts of a pudding that is unusually delicious in taste and appetizing in appearance.

MINUTE TAPIOCA is absolutely pure and is put up in the largest and most sanitary tapioca factory in the world.

Ask your jobber for MINUTE TAPIOCA

Minute Tapioca Co., Orange, Mass.

ELGIN NATIONAL COFFEE MILLS

are made in no less than

40 DIFFERENT STYLES

This favorite mill, in addition to its being the easiest running and fastest grinding on the market is an ornament to any Grocery, owing to its attractive symmetry and finish.

The ELGIN has steel grinders, can be adjusted while running, and sells at a

LOW COST

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

Smoked Herring in Bouillon

The new line put up by CHR. BJELLAND & CO., Stavanger, Norway (packers of King Oscar Brand Sardines.)

¶ A large tin of small Herrings packed sardine style in Spiced Bouillon.

Pays the retailer a handsome profit at

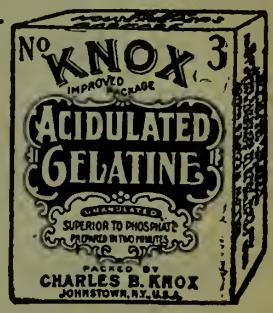
10 cents per tin.

John W. Bickle & Greening
(J. A. Henderson)
Canadian Agents Hamilton

EXTRA PROFIT THAT DESERVES EXTRA PUSH

Canadian grocers are now going to make a better profit on KNOX GELATINE than they have in the past, because they will no longer have to stand that 27½ per cent. duty. This means a profit worth going after, for at the new price KNOX GELATINE will sell faster and better please customers. We GUARANTEE each package to be satisfactory in every respect or money refunded.

CHARLES B. KNOX CO.
JOHNSTOWN, N. Y.



WE WISH TO ANNOUNCE TO THE TRADE that we are in a position to handle a greater volume of business this season than ever before. We pack a full line of high-grade Fruits, Vegetables and Side Lines and are in a position to look after your interests no matter how varied the assortment required. Communicate with us before booking your order. Invest two cents and be convinced that we can save you Dollars.

ESSEX BRAND IS KNOWN TO ALL THE TRADE

Essex Canning & Preserving Co.

Essex, Ont.

Gossages' Magical Soap

The Best, The Sweetest and The Cheapest Free Lathering Soap in the Market.

GUARANTEED GENUINE

William Gossage & Sons, Ltd., Widnes, Eng.

Better Service. **No Advance in Price**

COUNTER CHECK BOOKS

To Suit Any System

Write for samples, or telephone repeat orders at our expense.

F. N. BURT COMPANY, Limited

TORONTO and MONTREAL

Phone Main 2511 Phone Uptown 5962

EMPRESS BRAND JAMS

20-oz. Glass Jars—1909 Fruit

The attractive appearance sells them. Their delicious taste brings the customers back for more. TRY THEM. That's all we want. We are sure of your future orders once you have had the

EMPRESS BRAND

WRITE US FOR PRICES

Empress Manufacturing Co.
Limited

VANCOUVER, B.C.

"CENTURY SALT"

The well-advertised Salt—have you got it? Let us hear from you, and we'll send new price list—we want your business, and will take every care of it when we get it. *Century Salt* is well advertised—it's the Salt to sell! Manufactured and shipped in various grades—Table, Dairy, ordinary Fine and Coarse Salt, etc. We have taken over the plant formerly operated by The Empire Salt Company, Limited, of Sarnia—and will make salt *Right* in both quality and price. Let us hear from you.

Dominion Salt Co., Ltd.

Manufacturers and Shippers

SARNIA, - ONTARIO

The United States Circuit Court, on May 16, 1910, at Chicago, Ill, issued

AN INJUNCTION

against the

MONEYWEIGHT SCALE COMPANY

and all its Agents and Salesmen, ordering them to stop selling Dayton Fan-shaped Scales, which the Court declared to infringe our patent. This is our scale which they imitated and infringed.

Made in Canada

Made in Canada

We also own the foundation patent on Platform Cylinder Scales like this. We claim this patent is also infringed by the Moneyweight Scale Company by its sale of **Dayton Barrel-shaped Platform Scales,** and having now established our exclusive right to the fan-shaped scale, we shall now proceed with suit against the Dayton Barrel-shaped Scale.

WARNING

All users of such scales are hereby notified that our attorneys will bring such suits in the United States Courts against the Makers, Sellers or Users of such Scales as may be necessary to protect us against the infringement of said patent. **Do not involve yourself in costly litigation.**

Toledo Computing Scale Co.

Makers of Honest Scales

TOLEDO, OHIO

TRADE MARK KEYSTONE BRAND REGISTERED

Any Broom bearing the Keystone trade-mark can be relied upon to give satisfaction, and you can place it in the hands of a customer with an assurance that there will be no complaint about its wearing qualities. If, however, you desire to handle the very best that can be produced, select the

"Klondike" and "Jubilee"

Manufactured by

Stevens-Hepner Co., Limited

Port Elgin, Ontario, Canada

White Mop Wringer

always proves a splendid seller, because it does all we claim for it.

It never disappoints. Wrings drier and easier than any other device.

Each one sold is YOUR advertisement, creating more sales.

Watch for TRADE-MARK below; it stands for excellence.

Write for Details. **Made in Canada.**

White Mop Wringer Co.,

FULTONVILLE, : N.Y.

YOUR PROFITS

in the handling of your perishables, such as butter, eggs, etc., are secured if you are using an

ARCTIC Refrigerator

The 'Arctic' is the 'last word' in scientific refrigerator construction, and is moreover a handsome ornament to any store.

Arctic Refrigerators for All Purposes.

JOHN HILLOCK & CO

Queen and George Sts., TORONTO

Agents for Western Provinces: Ryan Bros., 147 Bannatyne Ave., Winnipeg

To Northern Ontario Merchants

WE are well situated to supply your requirements from our warehouses at North Bay and Sudbury, and can **SAVE** you the freight you would have to pay when buying in the older parts of the province. We can also promise **YOU** the promptest delivery. Get in touch with us immediately. Time is **MONEY.**

A. J. YOUNG, Limited

Wholesale Grocers and Provision Merchants

NORTH BAY and SUDBURY

Fresh Supplies of

Carr's Biscuits

are received frequently by their distributing agents in Canada, and ALWAYS IN CAR LOADS.

The retailer can therefore rest assured of the absolute freshness and condition of every biscuit he buys Carr's biscuits reach the grocer in as crisp a condition as when they leave the factory.

Get hold of, and retain the family trade by means of Carr's specialties.

Ask our agents for them

Carr & Co., Carlisle, Eng.

Order from Agents—Wm H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg; L. T. Mewburn & Co., Ltd., Calgary; Standard Brokerage Co., Ltd., Vancouver, B.C.; T.A. McNab & Co., St.John's, Newfoundland.

Redpath

is

Canada's Standard

for

Refined Sugar

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

It is to your own profit and credit

to handle a superior brand of Jelly Powders, and you have solved this problem of what to stock if your shelves hold

SHIRRIFF'S JELLY POWDERS

This well-known brand Is always reliable, easy and quick to handle, and retains in a large degree the natural flavor of the fruit.

Order from Your Jobber or Direct

Imperial Extract Co., 8, 10, 12 Matilda St., Toronto

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR

LONDON, ENGLAND
Commands a Preference over all others.

IS THE BEST
Made from the finest malted barley.

AGENTS
W. S. Clawson & Co., South Wharf, St. John, N.B. W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto. R. Robertson & Co., 912-913 Dominion Trust Bldg., Vancouver, B.C.
J. W. Snowdon, 413 St. Paul St., Montreal

We are open to do business on easy consignment terms *Write our Agents for Particulars*

FOREST CITY BAKING POWDER

THE STANDARD FOR 25 YEARS

6 oz. tins, 75c. doz.
12 oz. " $1.25 "
16 oz. " $1.50 "

Manufactured By
GORMAN ECKERT & CO., Limited
London & Winnipeg

Here it is!

ASEPTO
Soap Powder

"The Enemy of Dirt."

Will save the user labor and money, without injuring the tenderest hands or most delicate fabric. There is a fine paying proposition for you in handling **ASEPTO!**

Order Through Your Wholesaler.

ASEPTO MFG. CO.
ST. JOHN, N.B.

Agents—Rose & Laflamme, Limited, Montreal.

THERE'S a reason why

Canada First Evaporated Cream

sells so well throughout the year. Customers know that the process of manufacture is as perfect as care, skill and cleanliness can make it, and the canning in air-tight, sanitary tins, without the use of acid or solder, uniformly safe. Stock and recommend this splendid selling line.

Order from your wholesaler.

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

Tartan BRAND

CANNED GOODS ARE GETTING SCARCE

—And advancing in price. We have a full assortment of finest quality. Get in your orders while they last.

Five free phones at your service. **NO. 596** for Out-of-Town Buyers.

BALFOUR, SMYE & CO., WHOLESALE GROCERS . . **HAMILTON**

St. Lawrence

GRANULATED

and

GOLDEN YELLOWS

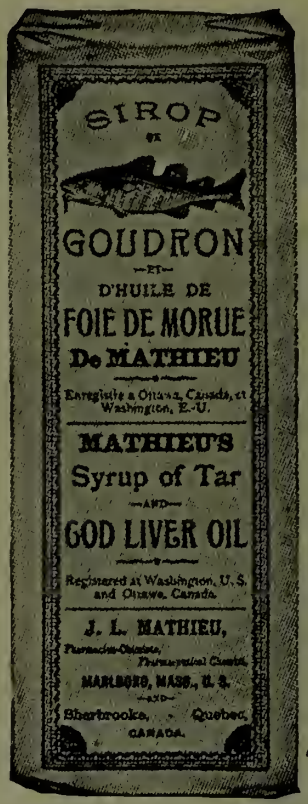
Made only from Pure Cane Sugar

The Trade will appreciate the advantage of our machine sewn bags if they will follow these instructions in opening them :—

Cut off the shortest chain close to the side of the bag, and pull out the single thread.

This is a quick operation and leaves the bag in perfect condition.

The St. Lawrence Sugar Refining Co., Ltd.,
Montreal



MATHIEU'S SYRUP

of Tar and Cod Liver Oil

MATHIEU'S NERVINE POWDERS

are the safest sellers amongst all the cold cure and cough remedies on the market.

The sale has increased enormously—

Thousands of testimonials attest their wonderful value—

They never become dead stock—

They afford dealers a good profit—

Those who once use them make them a household remedy—

Dealers who do not carry them simply lose sales that go elsewhere.

As the demand will be continuous for some months order a good supply now.

Sold by all wholesale dealers.

AND

J. L. MATHIEU CO., Props.

SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

McLean's

Original

Purest

THE CANADIAN COCOANUT CO.

Montreal

Cocoanut

QUALITY

When anyone wants a high-class household refrigerator they always buy the Ham & Nott make. Our grocer refrigerators are made on the same principle. That means the best.

Sold by leading hardware dealers, or write to us.

HAM & NOTT CO.
Limited
BRANTFORD CANADA

Royal Salad Dressing

Grocers say "People no longer consider ROYAL SALAD DRESSING a luxury, it's a necessity."

No table relish is so sure to please.

It attracts the kind of trade that buy the best.

Made in Canada by

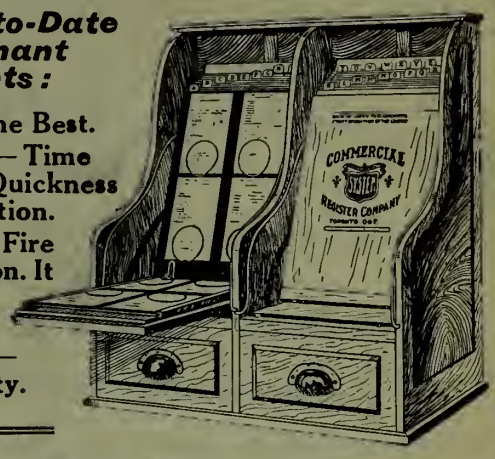
The Horton-Cato Mfg. Co.

Windsor, :: :: Ontario

The Commercial Account Register

The Up-to-Date Merchant Wants:

FIRST—The Best.
SECOND—Time Saver, Quickness in operation.
THIRD—Fire Protection. It must fit his safe.
FOURTH—Durability.



THE COMMERCIAL

has all the above features. Besides, it is equipped with the PATENT AUTOMATIC and indestructible sheet holder, PATENTED "locked" slip holder, and will LAST A BUSINESS LIFETIME.

It is the only perfect one-writing system. Does away with posting and statements. The BEST COLLECTOR known. Thousands in use in Canada and the United States. Send postal for catalogue.

COMMERCIAL REGISTER CO.

178-180 Victoria Street - - Toronto, Ont.

Are You HOT and THIRSTY ?

So is Everybody

Your customers will be asking for

"A Nice Drink"

BATGER'S

LIME JUICE CORDIAL
OR BATGER'S LEMON SQUASH

a delicious and refreshing Summer Beverage already sweetened, just add cold water. :: :: :: :: ::

ORDER FROM YOUR JOBBER

Agents:
ROSE & LAFLAMME, LIMITED
MONTREAL and TORONTO

A REAL TREAT

At any time of the year.

Goodwillie's delicious Fruits in Glass are always highly appreciated at **Any Table** at **Any Time.**

Remind your customer of **Goodwillie's** when she is buying and she will thank you for having done so.

Is your Stock Well Assorted?

Goodwillie's Pure Fruits in Glass

Agents--Rose & Laflamme, Ltd., Montreal and Toronto

YOU

HAVE ONLY TO SEIZE THE OPPORTUNITY OF HANDLING

Richards Pure Soap

to assure yourself of a large volume of the soap trade of your district.
Here is the full Richards line :

Quick Naptha Soap Snowflake Soap Chips Ammonia Powder
100% Pure Lye Toilet Soaps

You have found

the most effective means of preserving your perishables in the hot weather if you have been induced to instal a

"Eureka" Refrigerator

The "EUREKA" provides a continuous supply of cool, pure air, so long as any ice remains, and is, moreover, very economical in ice consumption.

Investigate the merits of the "Eureka" carefully.

SEND FOR PARTICULARS

Eureka Refrigerator Co.
Noble St., : Toronto

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.
Niagara Falls, . . Ontario

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

It has come to Stay !

There's no question about the reception which the public has accorded

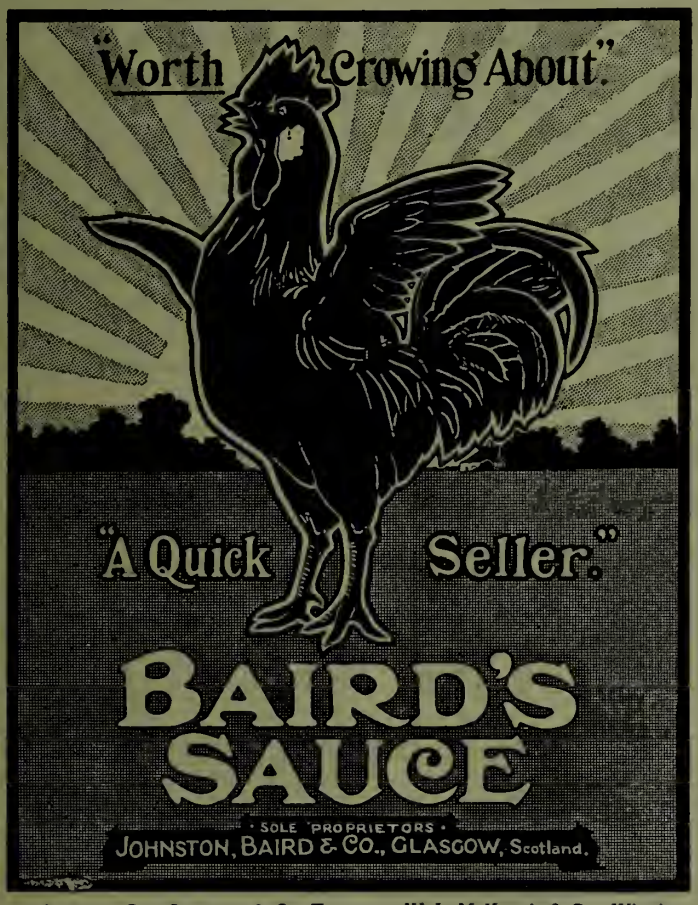
MASON'S No. 1 SAUCE

which has taken its rightful place as the leading Canadian Sauce.

Its delightfully piquant flavour is daily pleasing thousands of palates, and the wide-awake Grocer is keeping his shelves well stocked with NO. 1 SAUCE to meet the demand.

Samples and prices gladly sent on request. Agents wanted where not represented.

Masons Limited,
25 Melinda St.,
TORONTO, ONT.



Agents:—Geo Stanway & Co., Toronto; W. L. McKenzie & Co., Winnipeg; R. Robertson & Co.; Vancouver and Victoria.

GINGERBREAD
BRAND
MOLASSES

A Molasses that increases your sales.

THREE reasons for it:

No. 1—A Strong Baker
No. 2—Body
No. 3—Flavor

Packed in tins—2's, 3's, 5's, 10's and 20's; palls—1's, 2's, 3's, 5's gals. and in barrels and halves.

A trial order from your wholesaler will convince you that Gingerbread Brand is

THE BEST THERE IS

Be convinced now.

The Dominion Molasses Co., Limited
HALIFAX - NOVA SCOTIA

Branch: Sault Ste Marie.

BIGGER AND BIGGER SALES

That's the tale you'll have to tell if you are featuring

AURORA COFFEE

because superior merit and better value are bound to win. "Aurora" is the coffee with that exquisite aroma and flavor which guarantees repeats. It is the best that money can buy and retails at 40c., leaving you a splendid profit.

W. H. GILLARD & CO., :: Hamilton, Ont.

There is no Time Like the Present

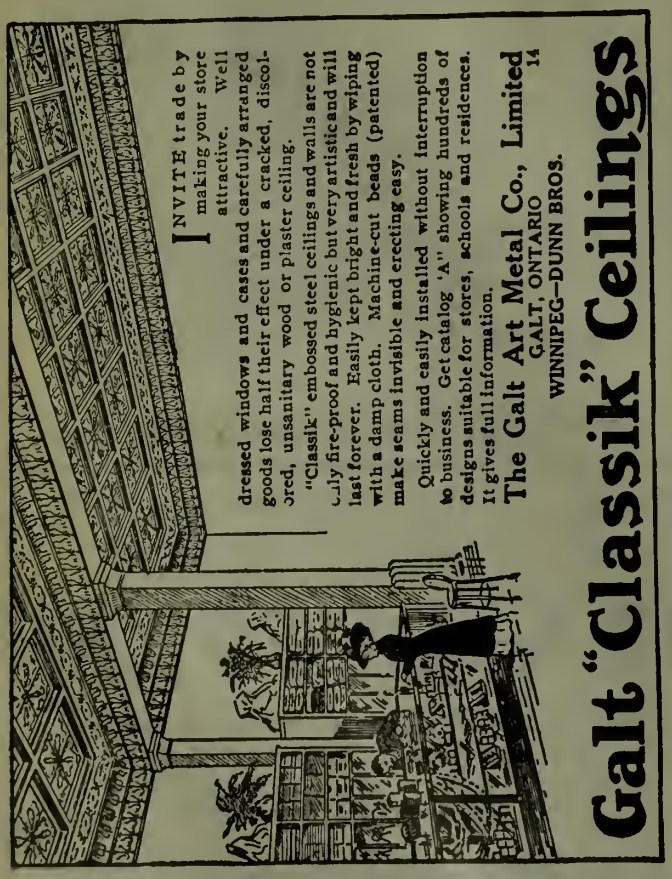
to place your orders for these goods Spring importations are now arriving. See that you are one of the early ones to receive your supplies.

PROPRIETORS

ROWAT & CO.

GLASGOW, SCOTLAND

Canadian Distributors:— Snowdon & Ebbitt, 325 Coristine Bldg. Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.


Galt "Classik" Ceilings
INVITE trade by making your store attractive. Well dressed windows and cases and carefully arranged goods lose half their effect under a cracked, discoloured, unsanitary wood or plaster ceiling.
"Classik" embossed steel ceilings and walls are not only fire-proof and hygienic but very artistic and will last forever. Easily kept bright and fresh by wiping with a damp cloth. Machine-cut beads (patented) make seams invisible and erecting easy.
Quickly and easily installed without interruption to business. Get catalog "A" showing hundreds of designs suitable for stores, schools and residences. It gives full information.
The Galt Art Metal Co., Limited
GALT, ONTARIO
WINNIPEG—DUNN BROS.

In replying to the above advertisement mention The Canadian Grocer

You'll find us

ON THE SQUARE

for it is a square deal when you stock up with **SNAP !**

We claim that for removing dirt, tar, grease or paint from the hands **SNAP** is without a rival, and a generous public by calling for more **SNAP** amply backs up our assertion.

Surely you are not going to be left out in the cold! Order to-day.

SNAP CO., Limited

MONTREAL

Cane's "New Idea" Butter Tubs

These are the kind of Butter Tubs your customers want. Show them how the specially-treated wood keeps the butter absolutely free from contamination and retains its freshness unimpaired.

YOU SHOULD HANDLE THEM

because they return you a fair profit and never fail to give entire satisfaction.

Ask your jobber for Cane's "New Idea" Butter Tubs, and when buying any kind of Woodenware remember Cane's is the best line made

The Wm. Cane & Sons Co., Limited, - Newmarket, Ont.

Downey's White Dove Cocoanut

is nearest to absolute perfection in cocoanut or it would not sell as it does.

MADE IN MONTREAL.

Cheese for 5000 Grocers

Roquefort, Gruyere, Camembert, Oka, Parmasan Edam, Stilton.

WE ARE SPECIALISTS FOR THE TRADE.

Write, Wire or Phone.

THE ST. LAWRENCE GROCERY
395 St. Lawrence Building Montreal

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

CHINESE STARCH

Quick Sales.
Satisfaction.
Large Profit.
No Dead Stock

Get Prices

OCEAN MILLS
MONTREAL

GEORGE & BRANDAY

Established 1879

Shipping and Commission Agents

Dealers in Coffee, Cocoa, Pimento, Hides, Honey Wax, Sugar, Rum, etc., etc.

KINGSTON, - - - JAMAICA

WARMINTON'S

Shipping Specialties

STRAPPING, CLUTCH NAILS, PAIL HOOKS, ETC.

Save expense to shipper

J. N. WARMINTON
207 St. James St., - MONTREAL

Now is the Time

to place your orders for

Cold Spring Lemonade Powder

After the success of last season you can rest assured of the ready sale of this summer essential.

The season for Picnics and Camping Parties is now on.

Put up in artistic and attractive ½ lb. and ¼ lb. tins.

We will be pleased to send prices and samples on application.

S. H. EWING & SONS
MONTREAL and TORONTO

PURITY and STRENGTH

have combined to place our Flavouring Extracts in their present unassailable position. By our process the extracts retain the rich natural flavour of the fruit, and will be found thoroughly reliable at all seasons.

Flavouring

Sterling BRAND

Extracts

commend themselves to the "live" Grocer, because they always give satisfaction, and leave a good profit margin!

Write for prices.

THE
T. A. LYTLE CO., LTD.
Sterling Road
TORONTO

Where are you going to get PERFECT vinegar if you don't get it from us?

The name of

Purnell & Panter

BRISTOL, ENG., Limited

on any bottle is a guarantee of highest quality, whether it's

Vinegar, Pickles or Sauce

ESTABLISHED 1750

Cars always at your disposal

Canadian Agents:

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FACTS
WORTH KNOWING ABOUT

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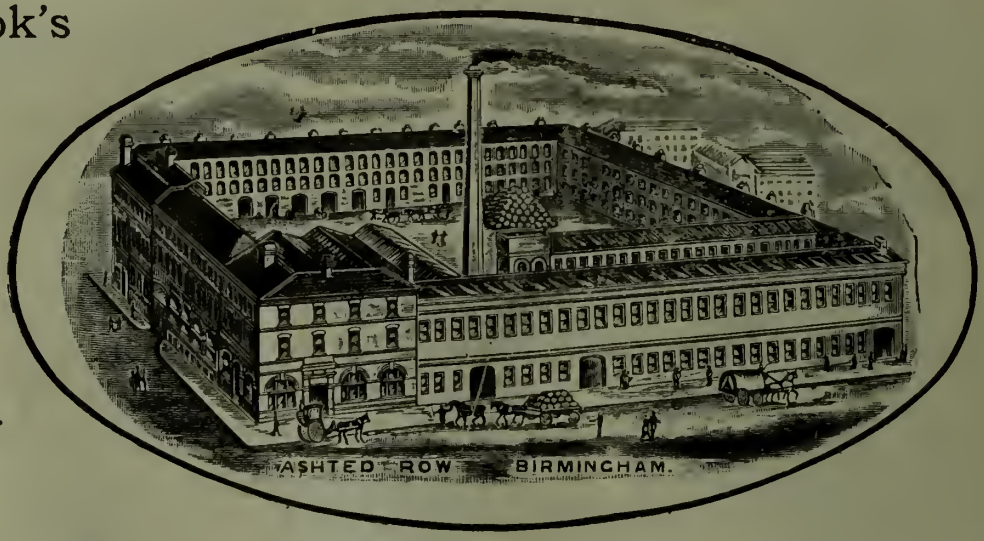

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Delegates in Attendance at the Convention in Brandon—Photograph taken in Front of the City Hall.

Hard-headed Business Men Discuss Western Problems

Annual Convention of the Associated Boards of Trade of Western Canada at Brandon—The Business and Transportation Questions Affecting the Great West Intelligently Ventilated—Delegates Present From the Three Big Central Prairie Provinces—To Lethbridge, Alta., in 1911.

Staff Correspondence.

Brandon, Man., June 14.—An organization in western Canada which is growing stronger year by year, both in numbers and potency is the Associated Board of Trade of Western Canada.

It takes many years for a body covering such a great area and having for its aims the improvement of diversified interests to get its machinery into smooth running order. But the seventh annual convention of that association held in Brandon, June 9-10, was the most successful one since the efficiency of the body, both in its integral parts and its ability to handle large questions became prominent. Last year at the convention held in Saskatoon, Manitoba was represented for the first time. The delegates from that province and particularly from Winnipeg, evidently did not throw themselves entirely into sympathy with the work of the boards from the other provinces. Last year this was a detriment. This year there was no trace of this divided feeling, and the delegates united as one harmonious body to discuss in perfect sympathy such questions as were introduced from the various centres.

The work of arranging the details of the convention were well worked out beforehand by Secretary J. T. Hall. One result of the smooth working machinery was the shortening of the convention session by about seven hours over any previous sitting; and although there were not so many resolutions submitted as last year, yet there were more resolutions retained for discussion than last year, and the discussion also proved to be more intelligent and concentrated.

Out of thirty resolutions submitted by seven local boards of trade only four were struck out by the resolutions committee. This proved that the questions which were vital for the different points appealed to the resolutions committee as questions of great interest to the west as a whole.

E. M. SAUNDERS, MOOSE JAW,
Elected President of the Associated Boards of Trade of Western Canada.

Most of the questions under discussion revealed the fact that the west was developing faster than the various governments, federal and provincial realized. There were urgent needs dominant everywhere which the boards of trade were anxious to bring to the attention of the governments.

On Wednesday evening, the day before the scheduled date of the convention, the resolutions committee met to prepare the program, so that everything was in readiness to proceed next day.

THURSDAY MORNING.

The resolutions committee submitted their report with M. Isbister, Saskatoon, in the chair. The report was accepted. The appointment of committees was then taken up and the following were named as the committee of procedure: President William Cousins, Medicine Hat; Judge Maguire, Prince Albert; F. Nation, Brandon; C. N. Bell, Winnipeg; G. Knowles, Moose Jaw.

A committee to draft a resolution re the death of the late King and accession of George V. was named, consisting of Judge Maguire, Prince Albert; E. D. Martin, Winnipeg, and J. A. McNicol, Lethbridge.

The report of the secretary was called for and although practically nothing but statistics was reported, yet this feature

was intensely interesting since it showed a balance of about $122.65 on hand, the receipts totalling up to $612.

President's Address.

President W. Cousins, Medicine Hat, read the following address:

"As a retiring president of the seventh annual convention of the Associated Boards of Trade of Western Canada, I have herewith the honor to present and deliver the annual address.

"In doing so, I desire to express my appreciation of the honor you conferred on me last year when you elected me to preside over your deliberations — an honor that I consider worthy of any man's ambition; and esteem more highly to-day than when first conferred because of the assemblages of representative business men here, and because of the wonderful growth of Western Canada during the past twelve months.

"In these days, when graft and bribery have so much to do with selecting men to fill representative positions, it is very gratifying to know that such considerations have had and still have nothing to do with the election of a president of this, the most representative body of live business men in this part of the Dominion of Canada.

"The attendance at this convention—the second in which Manitoba participates, and the first to be held in Manitoba—must be a source of satisfaction to those who have labored so earnestly to make the work of these conventions a means of securing the attention requisite to the welfare and development of Western Canada.

"Conventions have been held in the principal cities of Alberta and Saskatchewan. To-day, we are here in Brandon the centre of what may safely be called the greatest wheat section in the world.

"It is customary for each president in his annual address, to take up a considerable amount of time in going over those things that are worthy of attention, but I know that you are business men and take it for granted that you are quite as well acquainted with what is going on, as I am. Therefore, I will not take up your time at any great length, but will mention a few things that I noticed. President McAra said in his 1907 address, that if we had a favorable season, he would venture to say that the value of the 1908 crop would reach $125,000,000.

Money Coming From The South.

"The people from the south who are invading our country (and we are glad to see them), are bringing in $100,000,000 in cash this year—and how much more in benefits, no one can begin to estimate.

"The same wonderful development is taking place all over Western Canada for the past year that had been going on for the previous seven years.

"To-day, we are in the eye of the world. In New York, and in Chicago, the latest and most popular song is about one of the presidents of our big milling companies, "Has Anybody Here Seen Kelly?" and in Washington, the question, "Why go to Canada?" is as important as the question, "Should Women Vote?"

"Towns have sprung up in places which were bald-headed prairie last year; steam ploughs are now working up the soil on the vast tracts of country over which the buffalo roamed in countless thousands within the memory of many of you; elevators and flour mills have been built and are gathering in the golden store of grain that will make our country one of the greatest in the world; tall chimneys have been built in all the cities of our land and we are starting in to manufacture. It will not be long before we make our own needles, and thus save the heavy freight charges which we have had so much reason to complain about.

The Great Growth of the West.

"When the first convention was held in Calgary, seven years ago, the population of that city was then 10,000; and to-day, it claims close to 40,000.

M. ISBISTER, SASKATOON,
President of the Saskatoon Board of Trade.

"At the convention at Regina, the delegates from a place on the Saskatchewan River, called Saskatoon, invited all the convention delegates to visit them, and even had the nerve to agree to furnish each delegate with transportation and pay their hotel bill—no mention being made as to bar account. I can say, as one of the delegates, who accepted the invitation, that the reception we received on that occasion at the hands of the people of Saskatoon, will remain green in my memory as long as I live, because while under the influence of their hospitality, I purchased a number of lots in what was then a village, but is now a large-sized city. Lots very close to where I bought, sell for twice the price per front foot now, that I paid for a twenty-five-foot lot then.

"How different is this to the early days, even in the memory of so young a man as myself. During my first year in the country, I was told by one of the leading manufacturers in Canada, that he would not give us his watch and chain for the whole country from Winnipeg to Vancouver, and would not care to sell me a carload of stoves unless I could get my father to guarantee payment, because he was afraid there would never be enough people in the country to use them. To-day, he has a warehouse in every large centre between Winnipeg and the coast.

"In the Province of Alberta, I have seen apples grown that for flavor and appearance, can not be beaten, and it is known to most of you here that strawberries grown in Manitoba for the Winnipeg market are the best flavored in the world.

Annual Stock-Taking Time.

"With our natural advantages, we know what a great nation we are to become if we use what we have, right; and it is well to meet as we are doing now to take stock once a year and consider the questions that affect our interests. It may be that the Associated Boards of Trade have not had all to do with the development that has taken place, but it is a fact that the big start took place about the time of the organization of the association.

"Delegates who have been in the habit of attending these conventions, have expressed to me their doubts as to whether it is worth while to hold these meetings, and say that they do not know that we have done much good. They also complain that whether we have or not, they are not in a position from lack of information to know what the results have been. This brings up an important matter which is the remuneration to be paid to the secretary, and the cost of printing for the various Boards of Trade, information as to what has become of their, and other, resolutions. To do this, we need money; and I would recommend the appointment of a committee to go thoroughly into the matter, and bring in a report with which the convention may deal as they think proper.

"If you will take a look over the subjects discussed and dealt with at the conventions held prior to this one, you will see what a great deal of matter we have handled and when you consider the effect of our bringing these matters to the attention of those concerned and consider the advantage of the attention they have had, and the improvements wrought through our efforts. I am sure you will agree with me when I say our labor has not been in vain, nor our time wasted, to say nothing of the mutual benefit derived from bringing together men from all parts of the three provinces.

"At our last convention, the remuneration to be paid our secretary was left to the executive to arrange, Mr. Hall kindly consented to accept the work for $300 per annum, which the executive considered very reasonable; in fact, a less sum than the work was really worth.

and decided to leave the question of increasing this amount to the convention.

Freight Rates on Coal.

"One of the most important questions brought before the convention at Saskatoon by the delegates from Moose Jaw, was regarding the freight rates on coal. This was left with the executive to take up and discuss with the representatives of the different railway companies and take, if necessary, before the Railway Commission. The executive consisting of President, William Cousins; First Vice-President, E. M. Saunders; Third Vice-President, A. E. Cross and our Secretary, J. T. Hall, held a conference with the representatives of the C. P. R. and the C. N. R. in Winnipeg. As far as the conference is concerned, it was a very pleasant one, and we left for our respective homes feeling that we would be able to come here to-day and expect that this convention would at once pass a vote of thanks for the efforts made in behalf of the public by the executive; but we won't expect that vote of thanks to-day unless you find that the rates have been put down to your entire satisfaction. That we did not succeed in our mission we are free to admit, and it is due to the fact that the railway representatives are better posted in regard to freight rates than are the members of your executive. We feel now that rings were worked around us and we must confess defeat.

"The resolution being brought up by Moose Jaw at this convention, No. 11 on your list, "The Appointment of a Freight Expert for the Province of Saskatchewan," I commend to your favorable consideration as a way of geting better results.

"In conclusion, let me again thank you for the honor you have done me in selecting me as your chairman. I trust that the high standards set by former presidents has been maintained, and that your deliberations here to-day may be productive of much good."

Election of Officers.

President Cousins called for the election of officers which resulted as follows:

President, E. M. Saunders, Moose Jaw, Sask.; first vice-president, W. Georgeson, Calgary; second vice-president, M. Isbister, Saskatoon; third vice-president, C. J. K. Nourse, Lethbridge; fourth vice-president, E. D. Martin, Winnipeg.

THURSDAY AFTERNOON.

Freight Expert.

W. E. Knowles, Moose Jaw, brought forward the following resolution which was slightly discussed and carried.

"That a recommendation be sent to the governments of Manitoba, Saskatchewan and Alberta requesting that they engage a freight expert in transportation matters whose duty it shall be to study the freight tariffs of the railway companies operating in the provinces and endeavor to adjust any differences arising between the mercantile interests and the railway companies in connection with these tariffs."

Distribution of Harvest Hands.

This resolution also emanated from Moose Jaw with W. E. Knowles as its sponsor. He made a strong plea in the light of past experiences everywhere in the west and with the possibilities of a heavy crop this coming season.

The resolution recommended that the Board of Trade, the governments of the three provinces and the railways, cooperated in the matter of properly distributing harvest hands.

There was no one to speak for the government but W. B. Lanigan, C.P.R. assistant freight traffic manager, was present and spoke on the question. He said: "This is a serious question. The railways admit that they are unable to complete their plans due to heavy traffic in all departments. Not only in the distribution of harvest help but for all dependable business it is urgent that steps be taken to bring help into the country. The country is going to suffer if some feasible system is not put into operation to do the necessary work in the country and properly locate the great influx of immigrants. It is necessary that the different provinces and the railways co-operate in the matter. I suggest that each district put a special man on the field to estimate the number of men needed for a given locality and report to a combined committee from the government and the railways."

J. T. HALL, MEDICINE HAT,

Re-elected Secretary for Another Year.

F. M. Selanders, Saskatoon, said: "Last year from Saskatoon about fifteen hundred messages were sent out to get an estimate from the farmers as to the amount of help required. Out of that number applications came in from only two. The farmers cannot be depended upon; the railways and governments must take the matter up."

The resolution was carried.

Sheep Industry in the West.

W. Georgeson, Calgary, introduced a resolution regarding the sheep industry of Alberta. It was along the line of the much needed protection to all live stock interests in the country. The people of the provinces felt that particularly the foothills of the Rockies, where there were thirty-four townships and which were practically useless for anything else should be used for sheep culture which would be a great source of wealth to the country.

The motion was seconded by W. Cousins, Medicine Hat, and carried.

Accommodation for Immigrants.

W. Georgeson, Calgary, moved a resolution to approach the Dominion Government for better accommodation for incoming settlers. It was brought out in the discussion which followed by C. N. Bell, C. Webster and others that although some places in the west had no complaint in this regard—Winnipeg for instance had a splendid immigration system—special places should be named where the government should be asked to look into the question. The resolution was amended to cover this and was carried.

Better Customs Facilities.

"WHEREAS the general settlement of the west is causing numerous wholesale manufacturing and jobbing centres to be established where a large amount of importing is done, thus necessitating the maintenance of an adequete staff at the said points, and

"WHEREAS at the present time a number of these ports of entry are not supplied with a sufficient number of hands, and

"WHEREAS this condition of affairs not only causes considerable loss to the different merchants but also retards the general business of the country.

"Therefore this convention desires to urge upon the Honorable Minister of Customs the necessity of increasing the facilities at such ports throughout the west by adding to the staff a sufficient numher of hands to handle the work without delay to the importer."

This resolution was introduced by W. Georgeson, Calgary, and was felt to be an important one.

"We just wish to call the government's attention to the fact that they are not moving fast enough to keep up with the conditions of the country In the customs departments there are often vexatious delays. A week is sometimes required to get an article through when twenty-four hours should be sufficient," he said.

It was agreed to state the matter specifically to the government and the motion, seconded by Chas. Webster, was carried.

The Naming of Grains.

P. Loney, Moose Jaw, brought forward a resolution respecting the naming of grain grown in the different provinces, or a suitable name for wheat grown everywhere in Western Canada.

A. Kelly, Winnipeg, thought it was a mistake to change the name "Manitoba No. 1 hard" as it now had a world reputation which was a distinct asset to the commodity.

In the discussion which followed nearly everyone was in favor of leaving the name unchanged. Mr. Shaw, traffic manager C.N.R., referred to the "Duluth" wheat in the United States as applied to the grain grown in three states. Besides it was a question for the terminal elevators to decide.

W. B. Lanigan, C.P.R., Winnipeg, recalled the history of a brand of cheese

produced in different counties in Ontario where the name was an asset to the trade. In this connection Mr. Lanigan took pains to do honor to the name of Hon. T. Ballantyne who was the pioneer cheese producer of Ontario.

The resolution was withdrawn.

The committee of procedure submitted their report at this point. It was presented as follows by the chairman, Thos. H. Maguire:

"Your committee appointed at this morning's session to consider the best means to be adopted to give effect to the resolutions passed at the seventh annual meeting, beg to make the following recommendations:

"That your executive, when they deem it advisable, request the assistance of the Boards of Trade at the capitals of the three provinces, to take up on behalf of this association, matters that the association desire to present to the several provincial governments, and that the said Boards of Trade on behalf of the association, use their best efforts to have the Provincial Government carry into effect by legislation or executive action, the expressed views of this association.

"That where matters dealt with by this association are to be presented to the Federal Government, that the Executive not only present such matters to the government in writing, but also, when possible, by deputations and by direct appeals to the representatives in Parliament and the Senate from constituencies in the three provinces.

"That the progress made by the Executive in the securing of results from the action of the association in various matters dealt with from time to time, be communicated by the secretary of each Board represented in this association, by a leaflet or circular letter issued, say, monthly.

"That this association take such action as will result in making the annual income of the association equal to, at least, $1,000.

"That the salary of the secretary for the coming year be placed at $40 per month, in view of the increased duties to be required of him."

The report was adopted and the meeting took up the matter outlined in clause four re the increasing of funds.

H. B. Gordon, Winnipeg, suggested an increase of 50 per cent. in membership fees. This was thought to be too small, and it was moved by F. Nation and W. Cousins, that the fee be fifty dollars, instead of twenty-five. It was carried.

THURSDAY EVENING SESSION.

Opening Indian Reserves.

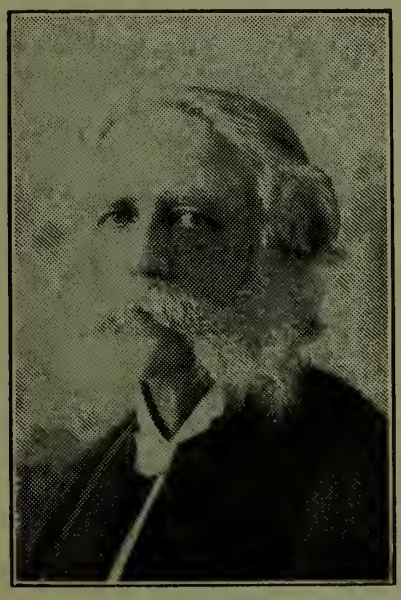
Be it resolved that this convention request the Department of the Interior to favorably consider the question of greater activity in throwing open Indian reserves for settlement.

W. Georgeson, who introduced the resolution, stated that the Indians were rapidly dying off, and that they do not develop the country. At present it is estimated that over 565,000 acres more than the Indians are entitled to are in their possession. This would make room for about 19,000 white people.

D. S. Beech, (Cardstone, Man.), stated that in his district there were 365,000 acres of excellent land possessed by the Indians. The difficulty to get the land is that the Indian agent has to sell it and they do not like to lose their jobs. The Government has not made any effort to secure the land, and open it for agricultural or railway purposes, but he thought they would if this association approached them. The motion was seconded by C. Webster and carried.

To Repeal Liquor Statutes.

Section 4 of Chapter 38 of the Statutes of Saskatchewan for 1909, prohibits any municipality from collecting a business tax from a hotel or any liquor licensed business. J. Loney (Moose Jaw) considered this unjust, and asked the convention to have the statute repealed. It was seconded by W. Cousins (Medicine Hat). After a brief discussion, in which



JUDGE T. H. MAGUIRE, K.C., LL.D.,
Delegate from Prince Albert Who Introduced Several Resolutions.

it was brought out that the question was wholly one for the municipalities to deal with. It was withdrawn.

Interest on Overdue Accounts.

W. J. Birnie (Carman, Man.) moved the following:

"Resolved that this associated Boards of Trade of Western Canada are of the opinion that legislation should be enacted to make it clear that overdue accounts shall bear interest from date due on the same terms and same rules as are now provided for overdue bills and notes."

Mr. Birnie, in moving the resolution, admitted that it aimed at the curtailment of a lengthy credit system, and would tend to bring a retail business into an established system of cash, which, he claimed, was necessary for the maintenance of a successful business.

F. Nation (Brandon) said "A merchant ought to be able to settle the account himself without getting the aid of law. I have had no trouble in this particular regard."

Judge Maguire—"Giving notice to the creditor would render the debtor liable to interest, just as legally as in the case of bills and notes."

W. E. Knowles—"A Carman lawyer stated that accounts running cannot bear interest."

There was an evident difference of legal viewpoint, but upon motion the resolution was carried without much discussion.

Fire Insurance Policies.

This resolution, which is perhaps the most radical one on the whole programme, was introduced by W. J. Birnie, of Carman, Man., It read:

"Whereas the present forms of fire insurance policies are many and varied, and in many cases are worded in such an ambiguous manner as to be difficult of interpretation and open to serious objection. The objectionable clauses are numerous and tend to useless and costly litigation."

"Therefore, be is resolved that the Governments of Manitoba, Saskatchewan and Alberta be petitioned to introduce and pass such legislation as will make the using of a standard form of fire insurance policy (free from such clauses) compulsory."

Mr. Birnie said: "This resolution may appear rather difficult to carry into operation, and may seem rather one-sided until the details are gone into carefully. It must not be taken for granted that my opinion is that all fire insurance companies are grafters, and that the policyholders are all innocent victims, but I have long considered that legislation regulating the terms of fire insurance parties might, with advantage to the insured and without undue hardship to insurance companies, be enacted. Fire insurance policies are accepted without proper scrutiny into their provisions. It is difficult to name any security that requires more care than fire insurance policies, as at present drawn up, and insurers must of necessity be experts and give their most careful attention to the wording and conditions of the policies they accept; and, no hardship would be entailed upon the fire insurance companies by compelling them to adopt a standard form of policy easily understood and devoid of all contentious clauses."

The resolution was seconded by H. E. Robison (Carman).

Joseph Cornell, a Brandon insurance company manager, spoke in favor of the resolution. It was the ambiguous wording contained in the policy that necessitated the change. A standard form of policy, which originated in New York, was now used throughout the United States, with great satisfaction. Mr. Cornell compared several clauses in the New York policy with the policy of a com-

pany doing business in Manitoba. He made it clear that the U. S. policy was more simplified and would be more easily understood by the average policyholder.

After a brief discussion in favor of the resolution it was unanimously carried.

Sign Posts in Backwoods.

The first resolution from Prince Albert recalled the fact that there was much pioneer life yet in the great west. Judge Maguire who moved a resolution to have signs established in new districts for the guidance of travelers and new settlers related some vivid experiences of those who had wandered many miles out of there course because of the lack of anything to guide them on the journey. Delegates from the cities and settled portions were inclined to be unsympathetic toward what seemed to them amusing incidents, but those who had "been there" made it clear that it was no joke. The resolutions carried with a good majority.

Telegraph Rates.

Judge Maguire moved a resolution to request the railway commission to go into the matter of reconstructing the telegraph rate schedule for the three western provinces. The resolution was, however, based upon false premises, namely that the Board of Railway Commissioners refused to take up the matter formerly, and after a warning by Mr. Georgeson against such a resolution it was withdrawn.

In the discussion, however, it was brought out that the railway companies practically admitted that the telegraph rates were too low in Ontario and Quebec and to overcome the loss of revenue to these provinces they raised the rates in the west. It was argued that such rates as were allowed in the east should hold in western Canada. In consideration, however, of the fact that the railway commission was already dealing with this question, the resolution was withdrawn.

Householders' Tax.

"Whereas by recent legislation there has lately been added to the city act an amendment instituting what is known as the householders' tax, and whereas this tax is opposed to the principle of taxation without representation, therefore be it resolved that the government be urged to remove this clause out of the statutes."

The delegates approved of this resolution by the trend of the discussion, but it was thought to be a matter for the Western Canada Municipalities Association, and was withdrawn for this reason.

Judge Maguire, Prince Albert, introduced the resolution.

President E. M. Saunders made two announcements at this point, relative to the entertainment features the following day.

At five o'clock Friday an automobile tour about the city had been arranged.

At seven o'clock the same evening a banquet was to be given in Aagaard's Cafe.

FRIDAY MORNING.

Steam Boiler Construction.

"Be it resolved that this convention of the Associated Boards of Trade of Western Canada, do respectfully draw the attention of the Dominion and Provincial Governments to the hardship suffered by manufacturers and others, owing to the existence of special separate steam boiler and boiler inspection and engineers' certificate requirements for the different provinces, and urge the desirability of early legislation with a view to providing for a boiler construction and Inspection Requirement Act of Dominion-wide application.

This resolution emenated from Brandon and was moved by John Hanbury. The response that came from every part of the house proved that the question was one of great significance to the country as a whole. One speaker stated that he purchased three boilers for Saskatchewan and wished to purchase more for Alberta of the same type but the provincial regulations forbid him. He also pointed out that it was a severe hardship upon manufacturers to comply with the various provincial regulations and they were necessarily delayed in making satisfactory deliveries. It was carried heartily.

WM. COUSINS, MEDICINE HAT,

The Retiring President of the Associated Boards of Trade.

Mining Stock Restrictions

Whereas it is certain that with the construction of the Hudson Bay Railroad considerable mining areas will be opened up in the north of Saskatchewan and the N. W. T. and whereas this will almost inevitably lead to the flotation of schemes devised for the sole purpose un fleecing unsuspecting investors, therefore be it resolved that representations be made to the provincial governments urging them to make even more strong the legislation in the matter to of mining and similar company promotion and the sale of stock in such companies.

The Prince Albert sponser, Judge Maguire, stated that there were already cases where men were reduced by fraudulent promoters of gold mine schemes, and he thought the law was not stringent enough to curtail wildcat schemes. One of the requirements that a promotor should produce, should be a certified prospectus of the company he represents. Cobalt was named as centre where much harm was done by illegitimate selling of stock.

In support of this resolution, W. Georgeson (Calgary), said in part:— "Something should be done to protect the innocent public. There are both legitimate and illegitimate companies, which alike fleeced their shareholders. There was a company selling fire insurance, that was legitimately formed, and did business in a proper way, and floated stock for a good purpose. I among others, took shares in this company. We were all fleeced. The company could not be touched, they had enacted their business legally, but they should have been examined by a government commission, to make them more secure. At present the world is crazy over rubber and oil stocks. Someone is going to lose heavily, and when the schemes begin to float widely in this country the public should have adequate protection against them. The trouble is we cannot see the difference between a good thing and a poor one. If it turns out all right we like the money, and if the scheme fails we are sorry, that's all. It is unfair to ask the government to do something which we ourselves cannot figure out. But the resolution is alright, if only to draw the attention of the public to bad paying schemes."

The resolution was carried.

Vacancy on Railway Commission.

S. C. Burton (Regina), moved:—

"That it is the opinion of this convention that the vacancy on the railway commission be promptly filled by a western man with commercial training and having a full knowledge of conditions in the west."

Mr. Burton stated that names had been presented by all business people, and the farmers were anxious to be represented. It was reported that the Moose Jaw Board of Trade asked to have the vacancy filled in 1908, and Hon. Geo. P. Graham had acknowledged the letter, but it was not known why the appointment was delayed. E. D. Martin supported the resolution strongly, and said the matter was urgent. It was carried.

Navigation of Saskatchewan River.

A resolution was adopted urging the Dominion Government to continue the work of opening the water course between Winnipeg and Edmonton, and the sourthern portion of the river. The resolution also expressed satisfaction with the action of the Government in opening the Red River by constructing the St. Andrew's locks.

Judge Maguire and C. N. Bell stated that the Government had outlined a larger scheme than western men knew of, and they thought that the Board of Trade should encourage rather than

urge further work. It was believed that the great river would fully justify any expenditure that the Government saw fit to expend upon it. The Mississippi River was referred to as the artery of the United States, and the Saskatchewan River would be the same to Western Canada.

Mr. Martin said that now coal was brought down from Edmonton to Winnipeg at $4.50 per ton, and by boat, coal could be landed profitably at $1 per ton.

Hon. G. R. Coldwell was introduced to the convention, and spoke briefly on this point of navigation, stating that it would be highly beneficial for interprovincial trade. The resolution was carried.

Duty on Imported Fruits.

"This convention of the Associated Boards of Trade of Western Canada respectfully urges that the Honorable Minister of Customs take into consideration the re-adjustment of duties charged on imported fresh fruit and vegetables, and this association would further suggest that a specific duty be levied."

W. Georgeson (Calgary), brought forward this resolution, which had a widespread interest in Western Canada. He argued that the duties were excessive, and the consequent changes on the public was very large and the volume of trade was small. The resolution aimed at the increase in the volume of trade. He thought that when the weight of the package was included in the duty charge that it was time to complain. He believed that a satisfactory schedule for shipper and consumer could be arranged at lower figures on all fruits and vegetables.

W. Cousins (Medicine Hat).—"This is a question which has been up for twenty-five years and the trouble arises when our own fruit growers try to protect their market."

J. A. Nicol (Lethbridge). — "The matter of duty would stand further enquiry, for I think the duty is not solely the cause of the present high price of fruits and vegetables. The middleman is getting the odd nickel. We are growing our own stuff in southern Alberta and British Columbia, and we do not want a lower duty."

C. N. Bell (Winnipeg).—"A duty schedule should be arranged for certain months of the year. Sometimes it could be arranged to have the stuff come in free, but the fruit growers in the east and west strongly oppose better trade relations in the matter of fruits, and it is almost impossible to have anything done."

F. Nation (Brandon), was of the opinion that what was needed for cheaper fruit was co-operation between importer and consumer.

J. A. Simington, a fruit importer in Moose Jaw, stated that the resolution only touched the fringe of the problem, and did not meet the needs of the consumer or the requirements of the country. At the present time B. C. fruit growers were anxious to have the duty raised. Peaches bear a 50 per cent. duty, and this was beneficial to the grower for a certain time, but it was not necessary to have the duty continually at that figure. As for vegetables, there would be no injury to the growers of this country to have them come in free.

The resolution was referred back for re-adjustment.

Lethbridge in 1911.

The last business taken up by the convention, was the choosing of the next place of meeting.

J. A. McNicol, Lethbridge invited the delegates to visit his home city next year, and without discussion the invitation was accepted.

The meeting adjourned with a vote of thanks to Brandon for the splendid accommodations offered in the City Hall.

At five o'clock an enjoyable auto ride to the Experimental Farm was given the visitors, and at seven o'clock the delegates were treated to a gorgeous banquet at which many interesting and witty speeches were delivered.

According to the official register the following delegates were in attendance:

J. E. Howard, Prince Albert; C. W. Webster, Calgary; J. A. McNicol, Lethbridge; C. N. Bell, Winnipeg; H. L. Tweed, and W. Cousins, Medicine Hat; Jos. Cornell, Brandon; E. M. Saunders, Moose Jaw; H. B. Gordon, Winnipeg; D. McDonald, Virden; M. Isbister, Saskatoon; B. Chabb, Saskatoon; J. Hanbury, Vancouver; R. W. Morrison, Winnipeg, J. F. Sweeting, Winnipeg; W. I. Rowe, Manitou; Geo. Moorhouse, Thos. H. Maguire, H. W. Morton, and A. L. Mattes, Prince Albert; E. D. Martin and J. E. Carpenter, Winnipeg; W. E. Knowles, Moose Jaw; O. Bush and R. B. Douglas, Strathcona; A. Kelly, Winnipeg; P. Loney, Moose Jaw; A. E. Boyle, Winnipeg; J. Inglis and A. E. McKenzie, Brandon; D. S. Black, Cardstone; Alberta; H. J. Smith and S. C. Burton, Regina; J. Willingby, Saskatoon; T. B. Patten, Regina; A. C. Fraser, Brandon; A. T. Hunter, Regina; A. T. Colquhoun, Brandon; W. B. Lannigan, Winnipeg; A. A. Evans, Brandon; W. J. Birnie and T. McClain, Carman; W. Georgeson, Calgary; J. M. Madison and E. T. Jones, Canora, Sask.; T. L. Arnett, Souris; E. J. Carlisle ,Indian Head; F. Maclure Selanders, Saskatoon; H. E. Robison, Carmon; J. A. Simington, Moose Jaw, and Alfred Estlins, Melita.

TRADE NOTES.

D. Spinelli & Co., manufacturers of vermicelli, Montreal, have assigned. The petitioner is Francis G. Bush.

Wm. B. Clough, formerly manager of Fraser, Viger & Co., Montreal is representing the Litster Pure Food Co., Ltd., in Montreal and suburbs.

J. T. Tracey, formerly with Fraser, Viger & Co., Montreal, has opened a new store at 137 McGill St., Montreal. He is making a specialty of steamship contracts.

The grocers' section of the R.M.A., Montreal, Que., will hold their annual picnic on July 13th at Coney Island Park. A large crowd is expected this year, as the programme of sports will be good ; fine prizes have been offered, and the former "good times" have induced many to buy their tickets already.

Theodore H. Estabrooks, proprietor of Red Rose Tea, is one of the applicants in a company seeking incorporation as the Wilson Box Co., with head office in Milford, St. John County, New Brunswick. The company plans to manufacture wooden boxes, barrels, etc., of all kinds. The capital stock is $50,000.

The St. John, N.B., correspondent writes: W. C. Cross, of Hall & Fairweather; Simeon A. Jones, of Jones & Schofield; W. L. Harding, of W. F. Hatheway & Co.. and G. E. Barbour & Co., returned home last Thursday from Montreal, where they were attending the annual convention of the Dominion Wholesaler Grocers' Guild.

The Royal Gazette this week announces the appointment of W. D. Baskin, retail grocer, St. John, N.B., as a member of the board of liquor license commissioners for that city. The appointment of Gilbert W. Ganong, of Ganong Bros., confectioners, St, Stephen, N. B., as chairman of the board of school trustees for St. Stephen, is also gazetted.

C. H. WEBSTER, CALGARY,
Secretary of the Calgary Board of Trade.

Practical Methods Used in Retail Grocery Stores

Vancouver Retailers Excited Over Price-Cutting by New Grocery Firm—How One Grocer has Worked up Big Trade With Farmers—Lindsay Merchants Having Trouble in Obtaining Early Closing—Chatham Grocer Proves That the Consumer is After Quality in Pineapples.

Old Trouble of Price-Cutting.

Vancouver, B.C., June 16.—With the establishment of a grocery section by David Spencer, Limited, the small dealers are wondering what will result. A determined bid is being made for the trade, and to get it standard articles are offered at a reduction that cannot fail to have effect. Of course, this cannot be maintained, as goods are being sold at a loss for the sake of advertising, and the question is if the people will remain with that firm after the first low quotations. Cash has to be paid, and when figures are back to the normal, with the ordinary cheap catches, most people will realize that the bargains were for a purpose.

It is particularly annoying to the smaller dealer to have customers take their cash away in such instances as these. It is generally the one who has an account to settle and who hardly ever has the cash on hand for their regular dealer. It is a repetition of the departmental store trade in the small towns. When the customer has no money handy, or wants it for something else, credit is obtained of the local dealer, and when the cash is available it is sent away, regardless of the favors that were asked for.

Some of Spencer's prices are as follows: A jam, 15c per one-pound jar, (sold ordinarily at 25c); pineapple, four cans for 25c (usual two tins for 25c); salmon, 10c (usual, two tins for 25c); sugar, (B. C.) 18-lb. sack, 90c, (usual, $1.25); baking powder, per 12-ounce tin, 30c, (usual, 40c); one brand of catsup, two for 45c, (usual, 35c each).

Such catches as these are apt to appeal to the householder. In one instance, where the catsup was ordered, it was found the stock had been exhausted, and something would be sent "just as good." This is an old story. In fact, one of the cut dealers in Vancouver declared only a short time ago that while standard articles were offered at a reduction, the effort was always made to get the customer to buy the other kind at the usual profit. Generally, this ruse was successful.

Early Closing at Leamington.

Leamington, Ont., June 16.—The business men of Leamington have unanimously agreed to early closing on three nights a week. A written agreement has been drawn up and is signed by forty merchants, to the effect that they will close their places of business at 6 o'clock on Monday, Wednesday and Friday evenings. Exception is, as usual, made where such nights come before holidays or during fair week. On Tuesday, Thursday and Saturday nights the stores will remain open as heretofore. The agreement came into operation on Monday, June 6.

As the merchants are practically unanimous, no difficulty is anticipated in carrying out the agreement, which many hope will pave the way to early closing on all week nights except Saturdays.

Trouble in Getting Early Closing.

Lindsay, Ont., June 16.—Lindsay grocers are having their troubles in securing enough signatures for the early-closing by-law. The petition was circulated and every merchant on Kent Street, but one, signed in favor of early closing, but the mapority of the merchants in the small corner stores scattered in the wards of the town, refused to close, and consequently the two-thirds was not reached. The clerks employed in the main stores are anxiously awaiting the outcome.

A. S. Harrison is the only grocer in town who handles an ice cream parlor in connection with his grocery business. He claims that it pays, and that is the reason why he is not in favor of closing his store at six o'clock.

Mr. Harrison makes considerable profit when excursions are in town. He caters to the public and attracts the attention of the passer by displaying neatly-printed signs that do not fail to catch the eye.

Secured the Higher Price.

Chatham, Ont., June 16.—In connection with the sale of pineapples for preserving, a local grocer has just turned a rather neat trick.

He had bought quite extensively of pineapples of the better quality and larger size, which he calculated on retailing at $2.25 or $2 a dozen for preserving purposes. He found, however, that other merchants were offering pines at $1 50 a dozen or even less, and that the public, attracted by the lower price, overlooked the fact that the cheaper pines were always somewhat smaller.

Confronted with the prospect of having to sell at a loss, the grocer, instead, sent out his boy with instructions to go around and buy one dozen of the smallest pineapples he could pick up at rival stores. These the grocer placed in his window, labeling them, "The $1.50 a dozen quality." Side by side with them he placed a dozen of the $2 pines. The contrast in size was so striking that the grocer had no difficulty in disposing of the large fruit at the higher price, while the cheaper fruit remained uncalled for.

Big Butter and Egg Trade.

Stratford, Ont., June 15.—McCully & Haugh, grocers, of this city, may be said to specialize on butter and eggs, being particularly active in these two lines. They employ four men whose duties are devoted entirely to the packing of butter and counting eggs.

Recently they shipped to their agents in Toronto 2,800 dozen of eggs and 2,300 pounds butter, which may be considered a fairly good day's showing. Their local business reaches a maximum on Saturdays, when their average sales amount to 700 or 800 pounds of butter and about 600 dozen eggs. They have developed an extensive trade with the farmers of their district, and are always willing to take their offerings of butter and eggs, no matter what quantity may be offered.

It need hardly be added that not only does this firm reap benefits from their extensive business in butter and eggs, but it is helpful to their general business.

McCully & Haugh have also developed a large trade in potted plants, this business being almost entirely confined to the spring and early summer. Their premises are arranged according to modern ideas, combining all the features that are now found in grocery stores that are really business factors.

Windows for Scotchmen's Day.

Bracebridge, Ont., June 16.—Extra efforts among the grocers were made this week in preparing better and brighter windows, and also in making the interior more attractive. This was for Scotchmen's day (Wednesday), when some thousands of visitors were in town.

Summer trade is upon us, and the way the grocers are hustling is good to watch. People when they come to Muskoka generally get the Muskoka appetite and that is the secret of the merchants getting busy.

A Simple Novel Display.

Lindsay, Ont., June 16.—Jos. Brown, grocer, employed a novel method of attracting the attention of the pedestrian last week. He happened to secure two extra large hen's eggs, and also an extra small hen's egg. These he supplemented with an egg of medium size and placed them in his show window for exhibit. He then had a newspaper reporter refer to the odd collection in the daily paper, calling the attention of the reader to Brown's window. Many a person stopped and examined the large eggs. It worked well.

Nation & Shewan, one of the general mercantile houses of Brandon, Man., are making additions to their premises.

P. F. Millman, of W. H. Millman & Sons, Toronto, is back to business again, after an illness extending over two months.

The Canadian Grocer

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JOHN BAYNE MACLEAN - PRESIDENT

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CANADIAN STRAWBERRIES IN.

As anticipated in The Grocer a couple of weeks ago, Canadian strawberries were placed on the market this week.

Not until about the end of next week, however, will they likely be ready in abundance. The season has been an unusually good one for strawberries since the frequent rains and rather backward weather prevented them ripening in too big a hurry. They therefore have had plenty of time to mature and good, healthy, well-flavored fruit is expected.

In figuring out prices, fruit canners and preservers, who are packing increasing quantities from year to year must be considered. It is likely nevertheless that prices somewhat similar to a year ago will prevail.

The crop outlook in the prairie provinces is becoming more promising as the days and weeks go by. Recent rains and warm weather combined have done much to make this favorable condition and with continued warm weather and occasional showers this year's western grain crops will be the best in history.

In looking into the future of the Nova Scotia apple crop, prospects are bright. The blossoms are set well and show no damage from frost. J. W. Bigelow, president of the N. S. Fruit Growers' Association declares that if good weather continues that province may expect a crop of 1,000,000 barrels for export trade. It is a significant fact that Nova Scotia has never yet lost an apple crop by frost.

Plums, pears and all small fruits in Nova Scotia promise an abundant crop.

In the Muskoka district of Ontario the huckleberry bushes are healthy due to plenty of rain and the crop is expected to be a record one.

Farmers in Waterloo County, western Ontario, report having to sow some portions of fields of grain twice on account of devastations made by the "wire" worm in low lands. The grain crops in general, however, all over Ontario are looking fine.

SECRET REBATER UNPOPULAR.

That the day of the secret rebater had passed has become our firm belief since the recent law was enacted by Parliament. Anyone having any doubt as to his immunity from prosecution if he continued to operate would have been convinced that he must indeed be a man of high courage if he had the "nerve" to practice after learning what the trade thought of him and his methods.

At recent conventions of both wholesale and retail grocers various speakers representing both branches of the trade condemned the practice of secret rebating, and those who practiced it, in the strongest terms, and took measures to detect offenders, who will be prosecuted to the full extent of the law. It is a regrettable fact that in some instances the new law has been looked upon as simply another statute which would be law on the books only.

Nothing is further from being the exact situation. The trade is practically unanimous in condemning secret rebaters, and 95 per cent. of Canadian merchants will do everything possible to make effective this important Government measure. Manufacturers, as well as wholesalers and retailers have promised their active co-operation.

It is pleasing to see such unanimity of sentiment in regard to so pernicious a habit, which, to use a paradoxical expression, should have been stopped before it began.

BORROWING A MAN'S DAGGER TO STAB HIM.

A manufacturer in a short address recently let drop a remark worthy of consideration by all sections of the trade. It was to the effect that a man's trade mark is just as much his private property as his horse or his hat, and anyone who, in any way, injured his trade mark did wrong just as much as he would by detracting from the value of any other piece of property the man might possess.

Too often we forget the fact that after all a trademark, while an intangible something, is a very concrete proposition to the man who owns it. The majority of trade marks have been purchased at the expense of several hundred to several million dollars paid out for publicity. A trade mark is of no use unless it is known, and it cannot be made known unless it is advertised.

There may be some difference in the minds of some people between the spending of money to buy a horse and the spending of money to buy a trade mark. But if there is their morals are a little upset. Few of us relish the title of horse thief, yet some of us do not consider our action criminal in taking another man's trade mark for our own purposes.

DISPLAYING EGGS IN THE SUN.

For a long time The Canadian Grocer has been pointing out the losses which accrue every year through the unscientific handling of eggs. According to a large produce dealer the loss is estimated at 17 per cent. of the entire production in Canada.

How is this loss to be prevented?

Farm and Dairy, a farmer's paper, points out that the principles upon which our egg trade is conducted are radically wrong. The loss that results is caused by the neglect of many trifles which when summed up make a large aggregate.

The producer is not the only one at fault. One illustration will serve to fix the responsibility for part of the trouble and loss elsewhere. A leading produce merchant in a city last week was making a specialty of fresh laid eggs. He put them in his window immediately behind the plate glass. Shortly after noon the sun was shining directly on these eggs. The temperature they were in must have ranged about 100 degrees for most of the afternoon.

Under such conditions it would not be long before those eggs would be ruined. The merchant did not realize that the germs in the eggs were being started well on the way to incubation and that every moment they remained in the window they were rapidly deteriorating in quality.

How much fancy butter could that merchant have sold at the current market price had he put it in the window beside those eggs? The corners of the prints would soon have rounded off, and the quality be lost. No merchant would think of exhibiting butter in this way; yet, because the eggs have shells, although their quality is as rapidly destroyed, they are frequently exposed in this way.

There is much to learn about the egg business by dealers and merchants, as well as by the producers. A general campaign of education has long been due. In order to market eggs at the best possible price, the farmers in several districts are organizing into co-operative fresh egg circles.

Opens at Eight O'clock and Closes at Six Sharp

Another Strong Advocate of Concentrating Business in a Short Time Period—Keeps Premises in First class Shape—Does This on Wednesday Afternoons—A Believer in Show Cards, Which he Writes Artistically Himself—No Worry Over Department Store Prices—Regular Deliveries Every Two Hours.

Toronto, June 16.—Perhaps no grocer in Toronto has made more rapid strides toward success than R. N. Walker, of 68 Harbord Street, who now has a modern grocery store.

Although practically a young man, he has been in the business for sixteen years. After serving six years with Clancy Bros., at the corner of Major and Harbord Streets, he went into business on Queen Street West, with his uncle, Mr. Notter, where he made steady progress for several years, but finding the hours from 7 a.m. to 10 and 12 p.m. too arduous, he decided to try the northern section, and located at the southwest corner of Robert and Harbord Streets. There he and his brother, C. J. Walker, entered into partnership as Walker Bros.

After a couple of years of hard work their business had grown to such an extent that they found their premises too small, and decided to buy the property on the opposite corner. At this time C. J. Walker severed his connection with the firm, but his brother still conducted the business under the old name.. The property being his own, Mr. Walker took great pride in improving it in every possible way.

His Methods Systematic.

His success may be largely attributed to his systematic methods of doing business. He keeps everything running smoothly, and in this way has gained the confidence of all his customers. The store is opened at eight o'clock sharp each morning, and his customers all know just when they can find him in. Mr. Walker says he no sooner reaches his store at that time when the phone orders commence. At ten o'clock regularly his first delivery goes out, and every two hours after, a delivery wagon makes the round. His customers are now educated so that the orders are never too late to catch the deliveries, and seldom is he asked to have parcels delivered in the intervals.

Doesn't Worry About Others.

With regard to the large department stores cutting prices in groceries. Mr. Walker says it does not hurt his business a particle. He can sell goods as cheaply as they can.

When advertising specials in canned goods. vegetables, fruits, etc., he writes a neat, display card, in which art he is quite proficient, and this, together with other ideas, enables him to secure a good share of the trade.

Closes Sharp at 6 O'clock.

Mr. Walker takes as much pride in having his store neat and attractive as he does his own home, and everyone appreciates cleanliness. He also believes in having a few hours to himself, closing his store every evening, except Saturday, at 6 o'clock. He is also closed on Wednesday afternoons in the months of June, July and August, and is now considering the question of closing on Wednesday afternoons the year round. He says he does not believe that his business will suffer to any extent. The half-holiday, he considers, should be used to improve the appearance of the store, and he thinks he can make more money by so doing.

Mr. Walker would like to see early closing throughout the city, and from his own experience, cannot see where the grocer will lose any business thereby. On the other hand, he will be benefited by the shorter hours.

The grocer requires his daily rest hours the same as the average workman, and by closing early he will not only put more energy and vim into his business, but he will be more cheerful in his dealings with his fellowmen. Shorter hours, he claims, help to liberate the grocer or clerk from practical slavery, make the clerks appreciate work and the glad smile they bring attracts the customer and creates only favorable impressions.

Neat Store Interior of Walker Bros., Harbord Street, Toronto, Who do Things Systematically.

Question of Weighing Paper Bag with the Sugar

Examinations in England That Grocers are Trying—Held by Institute of Certified Grocers—Successful Candidates Get Title "F. G. I."—Problem in Slicing and Weighing Bacon—Methods for Securing Public Support Apart From Cutting Prices.

Oliver Bryant, a Midland, Ont., merchant writes The Canadian Grocer as follows:—

> "I am enclosing a cutting from the London (Eng.) Daily Mirror, of 6th May, which possibly may interest you. Shall we ever see the like in Canada, think you?"

The enclosure is as follows:

Judged by his examination papers, the grocer of the future will be a "man of parts"—a veritable "super-grocer"!

Twenty students sat at the Westminster Institute yesterday on the occasion of the first national examination held by the Institute of Certified Grocers, which entitles the successful candidate to write "F. G. I." after his name.

Selected at random from their three papers, headed respectively Law, Commodities and Methods of Business and Principles of Advertising, some representative questions were:—

Law.

Is a tradesman entitled to charge interest on overdue accounts?

Suppose a man is proved to have sold food or drugs mixed with injurious ingredients and is prosecuted, what must be shown to escape conviction?

A grocer carrying on business in a university town supplies an undergraduate (eighteen years of age) with champagne to the amount of £80 on credit.

The undergraduate was well supplied with pocket-money by his parents. Can the grocer recover the price?

Is a grocer justified in weighing the paper in which tea or sugar is to be wrapped with the commodity sold?

Is a married woman entitled to pledge her husband's credit? If so, to what extent?

—

A "BACON" CONTROVERSY.

Commodities.

Describe with the aid of a diagram how to cut up and price a side of bacon weighing 60 lb., costing 78s. per cwt., invoice date February 15, to show 15 per cent. profit.

What eggs would you buy for ready money trade in winter to sell at eight, twelve, sixteen a shilling, and in summer twelve, sixteen, twenty a shilling?

What character of teas would you use in a blend for hard water, and what for soft water?

Give the various growths of ginger and the purposes for which they are generally used; also describe the reason for their adaptability for the above purposes.

Write down in order of importance the countries whence we obtain rice, sago, tapioca.

Business and Advertising.

What methods would you adopt, other than "cutting prices," for securing public support?

You have a useful, reliable and profitable (but not largely advertised) line, probably with your own name on; what methods of sale or advertisement would you adopt for placing same with your customers and the public?

In addition, candidates were engaged in practical tests yesterday.

"Tea-matching" was one of them. It was complicated. From seven pots of tea, fourteen teacups of tea were poured, two from each. Then they were "shuffled," and the would-be F. G. I. had to rearrange, by tasting, the fourteen cups into their original pairs.

£100 Prize.

"The man who comes out first in this examination," Aubrey Rees, the secretary, told The Daily Mirror, "gets £100 besides his certificate."

"But the 'exam.' is primarily conducted for certificate purposes, and in years to come we hope that all self-respecting grocers will be able to write F. G. I. after their names and over their shops."

All the twenty candidates competing in the final yesterday were picked men who had passed the necessary preliminary tests at the various provincial headquarters.

About the first thing, The Daily Mirror gathered, that a grocer academically inclined would have to do would be to demonstrate beyond all shadow of doubt his abilities in the way of "cheese-slicing."

It was pointed out that to approach a 30 lb. round of Stilton armed only with a length of wire, and to detach from the main bulk the weight demanded by a customer exact to nearest ¼ oz., was, in fact, a most difficult knack to acquire.

—

PAPER SOLD AS TEA.

Short weight in the sale of such necessaries as bread, tea and sugar was the subject of some remarkable instances quoted by James Allis in a paper read recently before the Society of Inspectors of Weights and Measures, London, England.

Mr. Allis, who is chief of the Public

Things That Shouldn't Be

While Some Grocery Clerks Think Themselves Above Waiting on a Customer, Others Get Too Familiar for the Good of the Business.

Central Department of the L.C.C., gave three instances of the profit made on tea by the inclusion of the wrapper in the weight of the package:—

(a) A gain of 7lb. 3oz. in weighing up every 11lb.

(b) A profit of some thousands of pounds a year obtained by a firm with some hundreds of shops; and

(c) In another case the prosecution alleged that the practice represented a profit of at least £16,000 or £17,000 a year.

In connection with sugar he instanced a case where the proceedings showed that the sales worked out at 12,532 lb. of paper sold as sugar by the firm in twelve months.

Cutting Down Profits on Established Goods

One Grocer Selling for 20 Cents an Article Which Cost 25 Cents—Didn't Know That Money Was Being Lost—A Case of Price-cutting on Soap in Stouffville, Ont., Where Eight Bars of Laundry Soap are Being Sold for 25 Cents—Special Price From a Wholesaler.

By A. H. H.

One would think that there is no grocer foolish enough to purchase goods for $3.10 per dozen and sell the same for $2.40.

Yet this is an actual case and moreover it was not a case of voluntary price cutting; the grocer—who in this case is a woman—retailed the goods at 20 cents each, thinking she was making a profit. They actually cost her 25 5-6 cents each and she was therefore losing 5 5-6 cents on every article, not taking into account her cost of doing business. This is at least 12 per cent.

The above case serves to show the need of close application to business. There are numerous grocers throughout the country doing this every week. They are actually selling goods for less money than those goods cost and they don't know it.

Merchants who are watchful and careful of their selling terms may doubt the statement but it is nevertheless an absolute fact.

Profits must be protected if headway is to be made. A man many open a grocery store who has a couple of hundred dollars and apparently exist a few years on a gross profit of 5 p.c. But all the time he is sinking into a hole which finally buries him.

Where Net Profit is too Small.

Grocers of the next half century will look to adequate profits. Goods for instance which they purchase for $1 per dozen, will not be sold at 10 cents each in places where the cost of doing business is 15 p.c. because that only means 1 or 2 per cent. net profit.

To offset the unintentional selling of goods below cost there is but one remedy. It is business education on the part of the person who buys and who decides upon the market price. He must know positively whether he is paying 15 or 25 cents each for articles.

It must be remembered that while such unconscious price-cutting through ignorance of the cost is injurious to the retail trade as a whole, it effects more so the person who cuts the price. It makes it much more difficult for him to sell at the right price if he discovers his mistake, and also to sell other goods, the relative values of which are known to the general public.

If an article is sold by one grocer at 15 cents which should be sold at 30 cents, other merchants in the vicinity soon find it out. Requests are made upon them for the same price and they are often branded as "cheats" if they do not give it.

In such cases it is wise to inform the price cutter that he is selling much below cost and that he is making a price which will be recognized as the established one if others meet it. Then if they do there will be no special benefit coming to him even if he were the first one to make it. The final result would be that the whole trade in that district will be losing money when they might just as well be making a legitimate profit.

A Cut in Soap Prices.

Word emanates from Stouffville, Ont., that one grocer there is selling 8 bars of ——— soap for 25 cents. His competitors claim that he is not obtaining it from the manufacturer, but from a wholesaler who gives him a special price whereby he can sell it at 3⅛ cents a bar and break about even.

If he advertises well, he is going to sell pretty nearly all the laundry soap in Stouffville for a time. If the source of supply cuts off the special price to him—as it should—then he will be worse off than ever in going back to the established figures.

On the other hand should he continue to sell 8 bars for a quarter others will in time meet his price. Eventually that will become the established price in Stouffville—no one will benefit and all will suffer. The grocer who cut the price in the first place will then have to carry the blame. "He made the rope to hang his competitors and got hung himself."

These are representative evils in the trade which demand attention and when they are successfully coped with the trade will be on a much more sound basis.

EXTRA-PROVINCIAL LICENSE.

Law Which Comes Into Effect in British Columbia on July 1st.

Vancouver, B.C., June 16.—The law respecting Extra-Provincial Corporations doing business in British Columbia passed at the last session of the legislature comes into effect on July 1st.

Regarding the licensing and registration of extra-provincial companies the law reads:

Every extra-provincial company having gain for its purpose and object within the scope of this act is hereby required to be licensed or registered under this or some former Act, and no company, firm, broker or other person shall, as the representative or agent of, or acting in any other capacity for any such extra-provincial company carry on any of the business of an extra-provincial company, within this province until such extra-provincial company shall have been licensed or registered, as aforesaid.

This section shall apply to an extra-provincial company, notwithstanding that it was heretofore registered as a foreign company under the provisions of any Act, 1898, c. 13, s. 5; R.S. B.C., c. 44, s. 123.

Disabilities and Penalties.

If any extra-provincial company shall, without being licensed or registered pursuant to this part, carry on in the Province of British Columbia any part of its business, such extra-provincial company shall be liable to a penalty of fifty dollars for every day upon which it so carries on business, and so long as it remains unlicensed or unregistered under this Act, it shall not be capable of maintaining any action, suit or other proceeding in any court in British Columbia, in respect of any contract made in whole or in part within this province in the course of or in connection with its business, contrary to the requirements of this part;

Provided, however, upon the granting or restoration of the license or the issuance or restoration of the certificate of registration or the removal of any suspension of either the license or the certificate, any action, suit or other proceeding may be maintained as if such license or certificate had been granted or restored, or such suspension removed before the institution of any such action, suit or other proceedings."

When the act was being drawn up there was a provision respecting the doing of business through travelers or by correspondence, but at the last minute this was thrown out. It read:

Provided that taking orders for or buying or selling goods, wares and merchandise by travelers or by correspondence, if the company has no resident agent or representative and no office or place of business in British Columbia, shall not be deemed a carrying on of business within the meaning of this Act.

Provided, also, that the onus of proving that a company has no resident agent or representative and no office or place of business in British Columbia, or that it is not carrying on business in British Columbia, shall in any prosecution for any infringement of this section rest upon the accused, and

Therefore, all incorporated companies, doing business in this province in any way, should either obtain license or become registered before July 1st, as otherwise, they will be not only liable to penalties, but will be unable to maintain any action suits or other proceedings in the courts of British Columbia.

The Markets—Prospects of Canned Goods Prices

Will Opening Prices be Higher or Lower Than a Year Ago?—The Former Is More Likely, But Advances Will be Slight—Big Crop of Strawberries Will Require Plenty of Sugar—Prices May Go Up Again—Firmness in Dried Fruits.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—

Sugar—Firm.

Seed Tapioca—½c higher.

Prunes—Firm and likely to advance.

Canned Beef—Higher.

Montreal, June 16, 1910.

Since the weather has cleared up, trade has received a big impetus, and nearly all lines of trade report improved conditions. Collections are much better and orders are being placed for season supplies, where before they were only to meet immediate requirements.

Prices are much the same as last week, the most noteworthy advances being seed tapioca and the three lines of canned beef.

Country buyers are much more numerous and local retailers are laying in larger stocks. Taken all in all, this summer trade promises to be good.

Sugar remains firm in spite of a slightly weaker raw market.

A rather alarming report regarding the tomato situation has been spreading, and has greatly increased the buying in this line. Other vegetables have had a good fair share of this demand, due to the same cause.

Sugar—Raw sugars show a slightly weaker condition this week, though they are still high enough to warrant present refined prices. Trade is dull, however, and buyers seem to be waiting for the weather to settle down before laying in any large supply.

Granulated, bags	5 15
" 20-lb. bags	5 25
" Imperial	4 90
" Beaver	4 90
Paris lump, boxes, 100 lbs.	5 95
" " " 50 lbs.	6 05
" " " 25 lbs.	6 25
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 85
" " 100 lb. boxes	5 95
" " 50 lb. "	6 05
" " 25 lb. "	6 25
" " 5 lb. cartons, each	0 37½
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37½
Extra ground, bbls.	5 60
" " 50-lb. boxes	5 80
" " 25-lb. boxes	6 00
Powdered, bbls.	5 40
" 50-lb. boxes	5 60
Phoenix	5 60
Bright coffee	5 10
No. 3 yellow	5 00
No. 2 "	4 90
No. 1 " bags	4 75

Bbls. granulated and yellow may be had at 5c. above bag prices.

Syrup and Molasses—Several sales of Barbadoes are reported to local jobbers at slightly lower prices. The situation is good however, and supplies seem to be getting short. Jobbers report sales good.

Syrups are only having a fair sale.

Fancy Barbadoes molasses, puncheons	0 36 0 38
" " " barrels	0 38 0 39
" " " half-barrels	0 40 0 41
Choice Barbadoes molasses, puncheons	0 31 0 33
" " " barrels	0 34 0 36
" " " half-barrels	0 36 0 38
New Orleans	0 27 0 28
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03
" ½-bbls.	0 03½
" ¼-bbls.	0 03¾
" 38½-lb. pails	1 80
" 25-lb. palls	1 30
Cases, 2-lb. tins, 2 doz. per case	2 50
" 5-lb. " 1 doz. "	2 85
" 10-lb. " ½ doz. "	2 75
" 20-lb. " ¼ doz. "	2 79

Tea—The tea situation is much the same as last week, with some trade for the expected new Japan cargo. The samples are pronounced excellent.

Prices show a slightly higher tendency for Japans. Others are steady.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 30	0 35
Medium	0 25	0 28
Good common	0 21	0 23
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Coffee—There is a strong upward movement in coffees, particularly in Santos. This line is becoming gradually firmer, and will probably end in an advance unless something unforeseen occurs. Sales are good in all lines and the demand seems to be well distributed among the various manufacturers.

Mocha	0 18½	0 25	Santos	0 14	0 17
Rio, No. 7	0 10	0 12	Maracaibo	0 15	0 18

Spices—Gingers are still firm. In fact there is a firm tone throughout the spice market. Manufacturers report a rushing business in all lines and the best of it is that there seems to be no letup.

With the fine weather now prevailing there seems to be a likelihood of a record season.

	Per lb.			Per lb.	
Allspice	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20
" ground	0 15	0 19	Mace		0 75
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 18
Cream of tartar	0 23	0 32	" white	0 20	0 25

Dried Fruits—The prune market is strong and seems certain to advance prices in the near future.

The trade in Valencia raisins is good. In currants it is improving, and prices show additional firmness.

Currants, fine filiatras, per lb., not cleaned	0 05½
" " " cleaned	0 06½
" Patras, per lb	0 07½ 0 08
" Vostizzas, per lb	0 08 0 09
Prunes—	
40-50	0 09
50-60	0 08
60-70	0 07
70-80	0 06½
80-90	0 06
90-100	0 05½
Raisins—	
Australian, per lb., (to arrive)	0 08½ 0 09
Old seeded raisins	0 90
" fancy seeded, 1-lb. pkgs	0 09
" loose muscatels, 3-crown, per lb	0 07½ 0 08
" " 4-crown, per lb	0 08½ 0 09
" sultana, per lb	0 07½ 0 10
Malaga table raisins, Rideau clusters, per box	2 25
Valencia, fine off stalk, per lb	0 05
" select, per lb	0 06
" 4-crown layers, per lb	0 06½

Nuts—New York reports the Brazil situation somewhat of a puzzle. The better grades are holding much higher than was expected. This has had an upward effect on the local market, and the better grades are hard to obtain. This year's crop seems to be of poor quality. Trade generally is rather slack.

In shell—	
Brazils	0 14½ 0 15½
Filberts, Sicily, per lb	0 11 0 12½
" Baroelona, per lb	0 10½
Tarragona Almonds, per lb	0 13½ 0 14½
Walnuts, Grenobles, per lb	0 13 0 14½
" Marbots, per lb	0 12½
" Cornes, per lb	0 11½
Shelled—	
Almonds, 4-crown selected, per lb	0 32½ 0 35
" 3-crown " "	0 31½ 0 33
" 2-crown " "	0 30
" (in bags), standards, per lb	0 26 0 27
Cashews	0 15 0 17
Peanuts—	
Spanish, No. 1	0 12
Virginia, No. 1	0 13 0 15
Pecans, per lb	0 65
Pistachios, per lb	0 75
Walnuts—	
Bordeaux halves	0 28 0 30
Brokens	0 23 0 27

Evaporated Apples—The market is again dull and export trade has apparently about exhausted itself. The trade are very much dissatisfied with the local situation during the past few months.

Evaporated apples, prime	0 08

Beans and Peas—Export demand has finally dropped off to a certain extent. There is still sufficient to support prices however.

In peas the situation is weaker, but no change has taken place as yet.

Ontario prime pea beans, bushel	2 30
Peas, boiling, bag	2 50

Rice and Tapioca—The recent rice advance has somewhat checked the sale of this commodity, though there is still a fair trade passing.

In tapioca there has been a still farther advance in seed tapioca, which is now quoted at 6-7c. There is still no change in pearl.

Rice, grade B, bags, 250 pounds	2 90
" " " 100 "	2 90
" " " 50 "	2 90
" " pockets 25 pounds	3 00
" " ½ pockets, 12½ pounds	3 10
" grade c.c., 250 pounds	2 80
" " 100 "	2 80
" " 50 "	2 80
" " pockets, 25 pounds	2 90
" " ½ pockets, 12½ pounds	3 00
Tapioca, medium pearl	0 05½ 0 06

CANNED GOODS

MONTREAL—Excitement has been caused by reports of frost damage to the tomato crop. If true, prices are sure to feel the effect. Already a heavy business is passing at present prices.

Fruits are oly in fair demand, while the sales of vegetables continue large.

Canned beef prices have been ad-

vanced to $1.80 and $3.15. Trade is good at those prices.

Peas, standard, dozen	$1 05
Peas, early June, dozen	1 07½ 1 10
Peas, sweet wrinkled, dozen	1 10 1 12½
Peas, extra sifted, dozen	1 52½ 1 60
Peas, gallons	3 87½ 3 92½
Pumpkins—3 lb., $1.00; gallon, $3.00.	
Beans, dozen	0 87½
Corn, dozen	0 80 0 82½
Tomatoes, dozen (Ontario and Quebec)	0 85 0 90
Strawberries, dozen	1 50
Raspberries, 2's, dozen	1 80
Peaches, 2's, dozen	1 70
Peaches, 3's, dozen	2 65
Pears, 2's, dozen	1 65
Pears, 3's, dozen	2 40
Plums, Greengage, dozen	1 60
Plums, Lombard dozen	1 00
Lawtonberries, 2's, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb talls, per dozen	1 87½
½-lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 02½
Other salmon—	
Humpbacks, dozen	0 95 1 00
Cohoes, dozen	1 35 1 40
Red Spring, dozen	1 60 1 65
Red Sockeye, dozen	1 85 2 00
Lobster Futures—	
½-lb. flats, doz., $2.40; 1-lb. talls, doz., $4.25. 1-lb. flats, doz., $4.50.	
Compressed corned beef, 1s	1 80
Compressed corned beef, 2s	3 15
English brawn, 2s	3 00
Boneless pigs' feet, 2s	3 00
Ready lunch veal loaf ½s	1 30
Ready lunch veal loaf 1s	2 40
Roast beef, 1s	1 80
Roast beef, 2s	3 15
Stewed ox tail, 1s	1 60
Stewed kidney, 1s	1 50
Stewed kidney, 2s	2 65
Minced collops, 1s	1 40
Minced collops, 2s	2 50
Corned beef hash, 1s	1 60
Corned beef hash, 2s	2 80
Jellied hocks, 2s	3 50
Jellied hocks, 6s	10 00
Paragon ox tongue, 1½s	7 50
Paragon ox tongue, 2s	8 50
Paragon ox tongue, 2½s	9 50
Paragon lunch tongue 1s	4 00
Tongue lunch, 1s	3 50
Sliced smoked beef, ½s	1 60
Sliced smoked beef, 1s	2 60

TORONTO—Wholesalers are practically sold out of peas and prices are much higher than the opening figures which came out last July. While corn is quoted at 80c, a number of jobbers would not care to sell that low and tomatoes are firm at 85 cents; some declare they ought to be higher.

So far as canned fruits are concerned all prices are strong and since opening last year are 7½c higher. It is believed that not many canned raspberries are yet on hand, but that there are more strawberries. The latter fruit will be a bumper crop this year and there is likely to be a glut at some time during the season. Canners will therefore likely buy them rather cheaply.

Opening prices for canned goods will be out some time in July. It is not anticipated that they will be lower than last year's opening figures as then canners were shading as near to cost as possible in view of competition. Neither is it expected that they will be much higher this year at least, and if they are sold to wholesalers on the contract selling plan basis, they are likely to remain pretty much uniform during the season. This arrangement is probable this year.

Beans	0 80	0 90	Red pitted cherries, 2's		1 75
Corn	0 80	0 85	Gallon apples	2 45	2 75
Peas	1 10	1 60	Bartlett pears—		
Pumpkins	0 80	0 90	Heavy syrups, 2's		1 65
Tomatoes, 3's	0 85	0 90	Light " 2's		1 15
Strawberries, 2's	1 42½	1 55	Heavy " 3's		2 40
Raspberries, 2's	1 75	1 85	Light " 3's		1 70
Peaches, 2's	1 60	1 65	Lombard plums, 2's	0 80	0 85
" 3's		2 85			
Lawtonberries		1 65			
Clover Leaf and Horseshoe brands salmon:					
1-lb. talls, dozen		2 00	Red Spring, doz.		1 85
½-lb. flats, dozen		1 37½			
1-lb. flats, dozen		2 15			
Other salmon prices are:			Lobsters, halves, per dozen	2 00	2 25
Humpbacks, doz	0 95	1 00	Lobsters, quarters, per dozen		1 40
Cohoes, per doz.	1 45	1 50			

Strawberries, per case	3 10
Lawtonberries, 2's	3 30
Raspberries, 2's	3 60
Apples, gallon, per dozen	1 40
Peaches, 2's	3 50
Pears, 2's	3 30
Plums, 2's	2 00
Tomatoes, 3's	2 10
Corn, 2's	1 80
Beans, 2s	1 75
Peas, 2's	2 25 2 40

ONTARIO MARKETS

POINTERS—

Canned Peas—Almost all sold.

Canned Fruits—Firm market.

Sugar—Large demand.

Starch—Selling well.

Toronto, June 16, 1910.

Warmer weather has stimulated trade considerably during the week. This is particularly so in the case of sugar, canned fruits and vegetables and dried and evaporated fruits. Now is the time to expect hot weather and it is here; and when it comes in season trade responds in particular lines, the same as it does when cold weather comes in its proper season.

So far as prices are concerned there have been few changes. Sugar is temporarily weak but nothing but manipulation contrary to its natural tendency will make it decline. With the strawberry season upon us it is bound to sell rapidly and there is little or no likelihood of it going down. It is generally believed that the end of the month will see another advance.

Teas are quite strong. Reports from the east indicate that newly picked Ceylons are showing a falling off in quality and flavory teas are likely to be scarce. New crop Japans are expected here soon.

Evaporated apples are strengthening and quoted by some higher than a week ago. The reason is that the supply is getting short.

Currants are firm in primary markets due to rains in Greece, while raisins, almonds and olives are strong in Spain due to drought.

Laundry starches are enjoying a heavy sale just now, this being their best season.

Sugar—Locally the sugar market remains about the same as a week ago. Sales are heavy because retailers are anticipating the strawberry preserving season and are getting supplied. This fruit will be an enormous crop and will be fairly cheap so that sugar will sell well from now on. While temporarily the market is not so strong, there is no chance for a decline unless unnatural manipulation, which no person can foresee, takes place. Prices are some 60c higher than a year ago and are likely to go higher before many weeks pass. So far as the visible supply is concerned the total stock of Europe and America, 2,528,572 tons, as against 2,683,823 tons last year at the same date. The decrease of stock is 155,251 tons, against a decrease of 172,292 last week. Total stocks and afloats together show a visible supply of 2,668,572 tons, against 2,788,823 tons last year, or a decrease of 120,251 tons according to Willett & Gray.

Paris lumps, in 100-lb. boxes	6 15
" in 50-lb. "	6 25
" in 25-lb. "	6 45
Red Seal	7 20
St. Lawrence "Crystal Diamonds," barrels	5 95
" " " ½ barrels	6 05
" " " 100 lb. boxes	6 15
" " " 50 lb. boxes	6 25
" " " 25 lb. boxes	8 45
" " " cases, 20-5 boxes	7 70
" " Dominos, cases, 20-5 boxes	7 70
Redpath extra granulated	5 30
Imperial granulated	5 00
St. Lawrence granulated, barrels	5 30
Beaver granulated, bags only	5 00
Acadia granulated (bags and barrels)	5 20
Wallaceburg	5 20
St. Lawrence golden, bbls.	4 90
Bright coffee	5 20
No. 3 yellow	5 10
No. 2 "	5 00
No. 1 "	4 85
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

Syrup and Molasses—There is not much trade in these goods just now outside of orders going to construction camps in the north. Their season is about over as no person now who can buy fresh strawberries at 10c per box will use them.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz. in case	2 50	Gallons, 8 to case	4 80
5 lb. tins, 2 doz. in case	2 85	½ " 12 "	5 40
10 lb. tins, ½ doz. in case	2 75	Quarts, 24 "	5 40
20 lb. tins, ¼ doz. in case	2 70	Pints, 24 "	3 00
Barrels, per lb	0 03½	Molasses—	
Half barrels, lb	0 03½	New Orleans, medium	0 28 9 30
Quarter " "	0 03½	New Orleans, bbls	0 26 0 28
Pails, 38½ lbs. ea	1 80	Barbadoes, extra fancy	0 45
" 25 " "	1 30	Porto Rico	0 45 0 82
		Muscovada	0 30

Dried Fruits—For a time wholesalers found difficulty in selling dried and evaporated fruits, but recently they have sold well. Prunes are scarce in the medium sized and are firming up at the coast. Some wholesalers are out of apricots almost and prices are marked up. There is little or nothing doing in figs and dates as is usual at this time. Currants are strong in Greece, due to wet weather, as pointed out last week. Raisins are firm in the Spanish market but no price changes are expected to the retailer for a time at least.

	Per lb
Prunes—	
30 to 40, in 25-lb. boxes	0 11 0 11½
40 to 50 " "	0 08 0 09
50 to 60 " "	0 06½ 0 07½
60 to 70 " "	0 06 0 07
70 to 80 " "	0 05½ 0 06½
80 to 90 " "	0 05 0 06
90 to 100 " "	0 05½
Same fruit in 50-lb. boxes ½ cent less.	
Apricots—	
Standard	0 14 0 15
Choice, 25 lb boxes	0 15
Fancy, " "	0 17 0 20
Candied and Drained Peels—	
Lemon 0 09 0 11 Citron	0 14 0 17
Orange 0 11½ 0 12½	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag figs	0 03½ 0 04
Dried peaches	0 08 0 08½
Dried apples	0 08
Currants—	
Fine Filiatras 0 06 0 07 Vostizzas	0 08½ 0 09
Patras 0 07½ 0 08	
Uncleaned ½c less	
Raisins—	
Sultana	0 05 0 07
" fancy	0 06 0 07½
" extra fancy	0 08½ 0 09
Valencias, new	0 05½ 0 06
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07½
" 12 oz. " "	0 06
Dates—	
Hallowees 0 05 0 05½ Fards choicest	0 10
Sairs 0 05	

Tea—Reports indicate that the new crop Japans are equal in quality to last year, but that the aggregate crop quantity will be less. Prices are firm in Japans, and are from 1 to 2 cents higher than last year. Ceylons and Indians are also firm. A recent London cable says that the quality of Ceylons is falling off and the flavory teas are likely to be scarce for a time. The weather has not been all that is required for the right growth.

Coffee—The coffee market shows no features of interest. The local demand is good for quality coffees.

Rio, roasted	0 12 0 15	Mocha, roasted	0 25 0 28
Santos, roasted	0 13 0 17	Java, roasted	0 27 0 33
Maricaibo, "	0 14 0 20	Rio green	0 10 0 11

Rice and Tapioca—Wholesalers report a weak market in rice so far as prices are concerned. Sales have been fairly

good. On the other hand tapioca is strong, attributed to so much attention being taken up with rubber in the tapioca growing countries.

	Per lb.
Rice, stand. B	0 02½ 0 03
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 65
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 05½
Japan	0 04½ 0 05
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 05 0 05½

Nuts—Almonds are reported to be a light crop in Spain on account of drought. Walnuts are strong and so are Brazils. Local trade is slight, not many orders being sent in from retailers.

Almonds, Formigetta	0 11
" Tarragona	0 11½ 0 12
" shelled	0 32 0 35
Walnuts, Grenoble	0 13½
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 29 0 30
Filberts	0 12 0 12½
Pecans	0 16 0 18
Brazils	0 15 0 15½
Peanuts, roasted	0 08 0 12

Spices—The spice market is comparatively quiet with only the usual demand for those which are used during the present season.

Peppers, black	0 15	0 18	Cloves, whole	0 25	0 35
" white	0 22	0 25	Cream of tartar	0 25	0 28
" whole, black		0 16	Allspice	0 14	0 16
Peppers, white		0 23	" whole	0 14	0 16
Ginger	0 22	0 25	Mace, ground	0 75	0 80
Cinnamon	0 21	0 23	Mixed pickling spices, whole	0 15	0 16
Nutmeg	0 20	0 30	Cassia, whole	0 20	0 25
			Celery seed		0 24

Evaporated Apples—This market is higher than a week ago, some jobbers quoting them ¾ of a cent in advance. 'Evaps' are getting into small compass. The price quoted is 7½c.

Evaporated apples	0 07½

Beans—Beans are firm, $2.10 being the standard price for primes. Demand is firm as it has been during the entire winter.

Prime beans, per bushel	2 10
Hand-picked beans, per bushel	2 25

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., June 16, 1910.

Another drop in flour has been made, the quotation now being $6.50. Still there has been no reduction in the price of bread, and the declaration is made that inferior flour is used to a large extent, this having come into requisition when the price soared.

Local butter for the first time for a long period has come down to 30c from 35c.

There has also been an advance in the price of canned salmon, the best grades going up from about $5.75 to $6.50.

Sugar, standard granulated		5 90	Butter, local creamery		0 30
Sugar, Imported		5 25	Eggs, California		0 28
Val. raisins, lb		0 05½	Eggs, local	0 33	0 35
Cal. "		0 07½	Cheese, Ontario	0 14½	0 15½
Prunes	0 05½	0 07½	" Manitoba		0 14
Currants	0 06½	0 08½	Bacon	0 28½	0 29½
Dried apricots	0 11	0 13	Lard, pure		0 18½
Flour, Standard, bbl		6 50	Lard, compound		0 17½
Cornmeal, p. 100 lbs		2 60	Potatoes—Ashcrofts, ton		20 00
Beans, per lb	0 03½	0 04½	Local, ton	10 00	12 00
Rice, per ton	68 00	76 00	Cal. Burbanks		32 00
Tapioca, per lb		0 03½	Canned Goods—		
Apples, box	2 75	3 00	Peas, Early June		1 35
Evaporated apples		0 08½	Tomatoes		1 27½
Butter, Eastern dairy in tubs		0 25	Corn		1 02½
Butter, Eastern dairy, choice	0 30	0 32	Apples		3 42½
			Strawberries		1 77½
			Raspberries		2 02½
			Canned salmon		6 50

NOVA SCOTIA MARKETS.

Halifax, N.S., June 16, 1910.

The wholesale grocers report business fully up to the average for the season of the year.

The butter market shows considerable improvement this week, and prices are much easier. Good dairy butter in rolls and small tubs, is more plentiful. Choice creamery is also down 2c per pound. Eggs are in fairly good supply, and are still selling at 19c per dozen.

Prices of provisions continue high, and there does not seem to be any indication of a drop. The best hams are quoted at 18½c, and side bacon at 20c. These prices are higher than ever before quoted here. There is a marked decrease in the sales of lard, owing to the high price. Tomatoes (canned) are 97½c, less 2½c per dozen on ten-case lots. Rolled oats are lower. There is a good demand for oranges. bananas, pineapples, and the quality of the fruit is excellent. The late arrivals of U. S. strawberries are of better quality.

Creamery prints per lb		0 27	Beef, Canadian per bbl	18 00	19 00
Creamery solids per lb		0 26	Hams smoked		0 18½
Dairy, tubs, lb	0 23	0 24	Pork, fresh	0 10	0 11½
Fresh eggs, doz		0 19	Codfish, quintal		5 50
Sugars—			Herring, pickled per bbl		5 00
Extra Standard, granulated		5 30	Apples, per. bbl	1 50	3 00
Austrian, bags, granulated		5 20	Potatoes—		
Bright yellow		5 10	P.E. Island, bag		1 50
No. 1 yellow		4 80	Nova Scotia		1 50
Flour h. wheat per bbl	6 10	6 20	Onions, Spanish per lb		0 02½
Flour, Ontario blends, bbl	4 75	5 00	Onions, American, per lb		0 02½
Cornmeal, bag	1 55	1 65	Onions, Bermuda, per box		1 50
Oats	0 48	0 50	Molasses, fancy Barbados, bbl		0 36
Pork, American per bbl		30 00	Molasses, fancy Barbados, gal		0 32
Pork, clear bbl		31 00	Beans, bushel		2 25
Beef, American plate per bbl		20 00	Rolled Oats, bbl		4 7

NEW BRUNSWICK MARKETS.

St. John, N.B., June 16, 1910.

Ontario flours dropped another 15c on Friday last, and the wholesale quotation is now $5.50 to $5.60 per barrel. Since the first of January the price of Ontario brands has declined 55c, and Manitoba 40c. Butter has dropped 2c a pound, and is now selling at 18c to 20c in tubs, and 22c to 25c in prints. Prices in other lines are unchanged.

As a result of price-cutting by the local retail dealers the consumers are getting bananas cheaper here now than they can be bought in Boston, where they are landed direct from the steamers. The fruit is selling at 10c to 15c a dozen, and in some cases as low as three dozen for 25c.

Sugar—			Rice, lb	0 03½	0 03½
Standard gran.	5 40	5 50	Beans, hand picked, bus	2 20	2 25
Austrian "	5 30	5 40	Beans, yellow eye, bus	3 50	3 65
Yellows	4 90	5 30	Cheese, new, lb	0 14	0 14½
Flour, Manitoba	6 15	6 25	Lard, compound lb	0 14	0 14½
" Ontario	5 50	5 60	Lard, pure, lb	0 17	0 17½
Cornmeal, bags	1 55	1 60	Bacon	0 18	0 20
" bbls	3 15	3 20	Pork, domestic mess	28 00	28 50
Rolled oats, bbls	5 00	5 10	Pork, American clear	29 50	32 00
Buckwheat, west. grey, bag	2 90	3 00	Strawberries, dozen	1 70	1 80
Val. raisins, lb	0 05½	0 06½	Salmon, case—		
Cal. raisins, seeded	0 07½	0 08½	Red spring	6 50	6 75
Currants, lb	0 07	0 07½	Cohoes	6 00	6 25
Prunes, lb	0 05½	0 09	Peaches, 2's, dozen	1 75	1 85
Molasses, fcy. Barbados, gl	0 32	0 33	Peaches, 3's, dozen	2 85	2 95
Butter, dairy, lb	0 22	0 25	Baked beans, dozen	1 20	1 30
Butter, creamery, lb	0 29	0 30	Fish—		
Eggs, new laid	0 19	0 20	Cod, dry	3 00	4 25
Eggs, case	0 17	0 18	Herring, salt, bbls	4 75	5 00
Potatoes, bbl	1 25	1 50	Bloaters, box	0 85	0 90
Canned goods—					
Peas, doz	1 15	1 55			
Corn, doz	0 90	0 95			
Tomatoes, dz	1 00	1 05			
Raspberries, dozen	1 95	2 05			

GROCERS PASS STRONG RESOLUTIONS.

Want Manufacturers of Proprietary Goods to Sell on Contract Basis—Object to a Price Advance.

Toronto, June 17.—On Monday night the grocers' section of the Toronto branch of the R.M.A., met and among the resolutions adopted were the following:

"That in the opinion of this section it is desirable that the retail grocers should be represented on the joint committee of wholesalers and retailers called to discuss trade questions, by five active grocers at present engaged in business and we recommend that the executive of the provincial section be urged to exercise their authority and appoint five such active grocers on that committee."

"That the representatives of this section of the R.M.A., who meet with the committee of wholesalers to confer with manufacturers with respect to better trade conditions, be instructed to insist upon all manufacturers of package goods and proprietary articles sold in the grocery trade, marketing their products on a direct contract plan thus maintaining a uniform price and insuring to the retailer a legitimate living profit."

"That a committee consisting of W. L. Collard, D. W. Clark and J. F. Holloway, be appointed to wait upon the charcoal firms re the recent advance in the price to the retailer."

"That a committee consisting of five be appointed to wait on a committee from the Toronto Retail Grocers' Association to confer re possibility of amalgamation."

"That the executive board interview the Board of Works in regard to having our pavements properly laid and that the Teamsters' Union, the Wholesale Grocers' Guild and the Bakers' Association and all others interested in the welfare of horses be asked to co-operate with us in this matter."

There was also a resolution passed disapproving of the action of a soap manufacturing company in reducing the size of the bar of its soap instead of raising the price and "thus giving the grocers an opportunity to make a fair profit by selling it at 5c a bar."

ST. LAWRENCE MILLING CO.

A meeting of the stockholders of this new Montreal milling concern was held last week to elect officers and pass on plans for their new mill. George A. Grier, president, Thos. Williamson, vice-president; Lt.-Col. A. E. Labelle, managing director, R. Forget, M.P., and C. J. Fleet, K.C., directors, was the result of the election. Colonel Labelle and Mr. Williamson were formerly in connection with the Ogilvie Milling Co., Ltd.

It was reported at the meeting that all the stock, $600,000 preferred and $1,200,000 common, has been taken up by private subscription.

The plans for the new mill were passed on and call for a mill of 2,500 barrels per day capacity. It is expected to be ready by the first of next year. Temporary offices have been taken at 1110 Notre Dame St. West, Montreal.

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Manufacturers, Manufacturers' Agents, Brokers, Etc.

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Importers and Roasters of High Grade Coffees.

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We also carry a full line of TEAS, SPICES, etc.

Mail orders promptly attended to.

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FRUIT GROWERS' ASSOCIATION
The largest packers and shippers of first-class Fruits of all kinds in British Columbia.
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Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

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The West India Co., Ltd.

The Canadian house of

Sandbach, Parker & Co., Demerara, B.G. **Sandbach, Tinne & Co., Liverpool, Eng.**

and with agents and correspondents in all British West Indian Islands.

WEST INDIAN PRODUCE

of all descriptions.

WRITE US FOR PARTICULARS, PRICES, ETC.

305 St. Nicholas Building, - - - MONTREAL

"If the Grocers Would let Them"

A prominent tea man said last week in private conversation: "Nearly every family in Canada would be using 40c. tea if the grocers would let them."

Then if your tea trade is not mostly in the 40c. grade and better you are missing two golden opportunities, more satisfied customers and larger profit.

The 40c. grade of **Red Rose Tea** (Blue Label) is the best tea in Canada at the price. More than any other tea it will help you to get your tea trade on a 40c. basis. Recommending **RED ROSE** steadily will do it. Why not begin to-day?

Red Rose Tea

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"Is Good Tea"

T. H. ESTABROOKS
ST. JOHN, N.B.

GLOBE STRAWBERRIES

2's, Heavy Syrup

$1.00

L. Chaput, Fils & Cie. Distributors Montreal

Do You Sell Wafers?

If so, read what a Pacific Coast firm have to say about the keeping qualities of

Frou-Frou

The World's Greatest Wafer.

MacGreegor Specialty Company, Toronto, Canada. Seattle, Washington, Feb 1, 1910

GENTLEMEN:

In reply to your favor of 27th ult., would beg to state that Frou-Frou is the best seller we know of on this coast, once an order is placed it means a repeater.

The goods have many great merits, one of the principal ones being they *keep fresh, moist and sweet indefinitely*, never knew of a single can becoming rancid. We placed Frou-Frou on the Great Northern R.R. Steamer "Minnesota," one of the largest in the world, and it is on salt water all the time and in the different tropics, and we reserved a can for a test as to its keeping qualities, and on its last arrival here December 22nd, 1909, *the can that was left open was just as fresh and sweet as when placed on board*, being nearly a year back and forward from Japan, China, Manilla and other far Eastern points to the port of Seattle.

Yours faithfully,
THE THOMPSON-GAY CO.

Grocers run no risk in stocking this honey-combed, cream-filled wafer, any season of the year. The crispness and flavor of Frou-Frou are always the same.

FREE OFFER

We want every grocer in the Dominion to "Taste the Taste of Frou-Frou." Send along your name and address aud we will mail you a sample tin, with full particulars.

TASTE THE TASTE OF FROU-FROU
The Dutch Wafer of indescribable charm.

MACGREEGOR SPECIALTY CO.

Canadian Distributors TORONTO, ONT.

When you sell a Customer ordinary Coffee you have to make the whole sale. Chase & Sanborn's High Grade Coffees are half sold when you put them on your shelves

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MONTREAL

Get in on the Ground Floor

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Write us fully to-day, advising what you have to sell, and we will tell you candidly what demand there is, and what chance you have of successful trading.

We will also handle you goods for you on a reasonable commission basis.

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100 per cent. PURE

Here's a recommendation that carries enormous weight with the largest section of the buying public—the people who demand *pure foodstuffs*. We don't have to rely on our own unsupported statement that

"E.D.S." Brand Jams, Jellies, Grape Juice and Catsup

are as pure as care, skill, up-to-date and sanitary methods can make them. Look after your own interests by sending to the Department of Inland Revenue for Bulletin No. 194. You can have no more forcible recommendation than this to feature "E.D.S." Brand. Get a copy of this Bulletin to-day. It will open your eyes, and convince you that you'll have to find liberal shelf room for "E.D.S." goods if you wish to cater for the 'particular' customer.

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at his own fruit farms —WINONA, Ont.

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is the Popular Favorite and an Easy Winner in the Shortening League.

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HAMS BACON LARD

During the Summer months we will run out of Hamilton at least one refrigerator car which will make no stop this side of New Brunswick, except where ice may be required. This will insure good delivery of any goods you may have on order and also ensure delivery in good order.

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REINDEER Coffee

With Milk and Sugar

Ready To Use

No trouble to prepare
Just add Boiling Water

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MILD CURED

Breakfast Bacon Skinned Backs and Hams

Finest Quality. Made from Selected Hogs.
Made under Government Inspection.

The WM. RYAN CO.

LIMITED

PACKING HOUSE:

FERGUS, - - ONT.

HEAD OFFICE:

70 and 72 Front St. East, TORONTO

Warm Weather Aids Demand for Hog Products

English and Canadian Markets Stimulated—Heavy Production of Butter, But Consumption is Likewise Heavy — Export Demand for Cheese Light in View of Prices—Eggs Quite Plentiful

Reports from England indicate a brisk demand for bacon, due in a great measure to the warm weather, which is always bacon weather. The same applies to the Canadian trade, the weather here also stimulating smoked and cooked hams.

The week also showed a slight decrease in the prices of live and dressed hogs, due to somewhat heavier supplies, but there still remains room for declines before the bacon and hog product situation will be placed on a satisfactory basis.

Production of butter is heavy and prices show a weakness. The consumption is heavy, too, and it is not anticipated that prices will dip low. Supplies from Australia and Siberia have diminished on the English market, but the outflow from Ireland shows no signs of falling off. The supply as a whole has diminished.

Up to the present supplies of Canadian cheese on the London market have not been sufficient to overtake consumption. English buyers are unwilling to pay advances asked here and business is therefore somewhat quiet.

MONTREAL.

Provisions—The market is higher for compound lards, due to the continued high price of cotton seed, oil. The advance is ½c. Porks are easier, though the difference so far is slight. The market for cured meats is firm, hams being particularly so. Dressed hogs are 50c cheaper, and live 25c. Trade is only fair.

Pure Lard—	
Boxes, 50 lbs., per lb	0 16⅝
Cases, tins, eaoh 10 lbs., per lb	0 16¾
" " " 5 " "	0 16¾
" " " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb	0 17
Pails, tin, 20 lbs. gross, per lb	0 17½
Tubs, 50 lbs. net, per lb	0 16½
Tierces, 375 lbs., per lb	0 16½
Compound Lard—	
Boxes, 50 lbs. net, per lb	0 13½
Cases, 10-lb. tins, 60 lbs. to case, per lb	0 13¾
" 5 " " "	0 13⅝
" 3 " " "	0 13¾
Pails, wood, 20 lbs. net, per lb	0 12½
Pails, tin, 20 lbs. gross, per lb	0 12¾
Tubs, 50 lbs. net, per lb	0 13½
Tierces, 375 lbs., per lb	0 13
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	30 50
Bean pork	27 00
Canada short cut back pork, bbl. 45-55 pieces	30 50
Clear fat backs	32 50
Heavy flank pork, bbl	20 50
Plate beef, 100 lb bbls	8 75
" 200 "	17 00
" 300 "	25 00
Dry Salt Meats—	
Green bacon, flanks, lb	0 16½
Long clear bacon, heavy, lb	0 16
Long clear bacon, light, lb	0 16½
Hams—	
Extra large sizes, 25 lbs. upwards, lb	0 16
Large sizes, 18 to 25 lbs., per lb	0 17½
Medium sizes, 13 to 18 lbs., per lb	0 18½
Extra small sizes, 10 to 13 lbs., per lb	0 19½
Bone out, rolled, large, 16 to 25 lbs., per lb	0 19
" " " small, 9 to 12 lbs., per lb	0 19½
Breakfast bacon, English, boneless, per lb	0 19½
Windsor bacon, skinned, backs, per lb	0 20
Spiced roll bacon, boneless, short, per lb	0 16
Hogs, live, per cwt	10 00
" dressed, per cwt	13 50

Butter—Butter is coming in freely at present, and prices show a weakening; 24½c is all that new milk creamery is bringing. All signs point to a large make this year, but undoubtedly the rapidly-increasing consumption will serve to keep the situation strong. Receipts for the week are 20,556 packages, as against 13,492 same week last year. For the season they are 80,370 packages, as against 60,633 same season last year.

New milk creamery	0 24½
Dairy, tubs, lb	0 22
Fresh dairy rolls	0 22

Cheese—Demand for export is still light, as New Zealand stocks in England are far from being exhausted. Locally the market is only fair, but about as good as could be expected at this time of year. Receipts are gradually going behind what they were at this time last year, being only 69,066 boxes, as against 70,174 same week last year. For the season they are 226,673 boxes, as against 208,788 same season, 1909. The reason assigned for this gradual loss is the closing down of several of the factories in order to go into the cream exportation business. It is not thought that the effect will be as serious as at first was expected.

Quebec, large	0 11½ 0 11⅝
Western, large	0 11½ 0 11⅝
" twins	0 12
" small, 20 lbs	0 12
Old cheese, large	0 13

Eggs—Eggs are still coming in freely, but not quite in the quantities of last year. The price is still 20½c, though there is a feeling that the market may weaken slightly soon. Receipts for the week are 10,290 cases, as against 11,477 cases same week last year. For the season they are 72,284 cases, as against 75,492 same season, 1909. The situation is regarded as a strong one.

New laid	0 20½

Maple Products—Maple products are still at a premium, and are all in the hands of the retailers and jobbers. Few lots are obtainable at first hand. Prices are still unchanged.

Compound maple syrup, per lb	0 04½ 0 05
Pure townships sugar, per lb	0 10 0 11
Pure syrup, 8½ lb. tin	0 70
" " 10½ lb. tin	0 85

Honey—The honey situation shows little change. If anything, sales are slightly improved and prices show no change.

White clover comb honey (nominal prices)	0 15 0 17
Buckwheat, extracted	0 08½ 0 09
Clover, strained, bulk, 30 lb. tins	0 11 0 11½
Buckwheat comb	0 12½ 0 13

TORONTO.

Provisions—There is a brisk demand for some lines of provisions which have been noticed since the warm weather began. Smoked hams, bacon and cooked hams may be mentioned in particular. There was a slight decrease in the quotations for live hogs this week, due to heavier offerings. Temporary supplies have been unusually heavy.

Long clear bacon, per lb	0 15 0 15½
Smoked breakfast bacon, per lb	0 19 0 20
Pickled shoulder	0 11½
Roll bacon, per lb	0 15 0 15½
Light hams, per lb	0 18 0 18½
Medium hams, per lb	0 18
Large hams, per lb	0 17 0 17½
Cooked hams	0 26
Fresh shoulder hams	0 13
Shoulder butts	0 17 0 18
Backs, plain, per lb	0 19½ 0 20
" pea meal	0 20 0 20½
Heavy mess pork, per bbl	28 00 29 00
Short cut, per bbl	30 00 31 00
Lard, tierces, per lb	0 15½ 0 16
" tubs "	0 16 0 16½
" pails "	0 16½ 0 16⅝
" compounds, per lb	0 12 0 14½
Live hogs, at country points	9 00
Live hogs, local	9 15 9 25
Dressed hogs	12 25 12 75

Butter—The market has not shown much change, except for the fact that production is high. There seems also to be a heavy demand. There is nothing otherwise of interest.

	Per lb.
Fresh creamery print	0 23 0 23½
Farmers' separator butter	0 20 0 21
Dairy prints, choice	0 17 0 18
No. 1 tubs or boxes	0 18 0 18½
No. 2 tubs or boxes	0 16 0 17

Cheese—Production is now reaching a high figure and old stocks are disappearing. There has been a stronger tone to the market, with prices a little higher. At board meetings the price paid has ranged from 10¾c to 11c a pound.

Old cheese—		White	0 14
Large	0 12¾ 0 13	New cheese—	
Twins	0 13 0 13¼	Large	0 11¾
Stiltons	0 15	Twins	0 12

Eggs—Production has been heavy and as cold storage demands have been practically met prices have had an opportunity to become still easier.

Fresh eggs, doz	0 18½ 0 19
Second grade, doz	0 17 0 18
Chips, doz	0 16

Poultry—There has been no change in the prevailing prices. Broilers are not yet coming in heavily, and the market is awaiting a stimulant.

Spring broilers, dressed	0 40 0 45
Hens, per lb. dressed	0 18
Turkeys, per lb., large	0 17 0 18

Honey—The market is dull, with but light stocks moving.

Clover honey, extracted, 60 lb. cans	0 10½ 0 11
" " " 10 lb pails	0 11 0 12
" " " 5 lb. pails	0 11½ 0 12
" " comb, per dozen	2 00
Buckwheat honey, lb	0 07

WHY WE HAVE DEAR BUTTER.

Not Enough Farmers Trying to Produce It, Says One Dealer.

Detroit, June 15.—A local dealer in butter and eggs asserts that the price of these staples will never decrease as long as five per cent. of the population is trying to supply the other 95 per cent.

This dealer puts part of the responsibility for the growing scarcity of butter upon conditions on the farm. He says, "The situation will never be remedied, so far as the farmer is concerned, until a perfect milking machine is invented. Milking is hard work. Men don't like it, and it is almost impossible for women to do it. The fault is, however, in part with the farmer. He thinks nobody ought to be idle on a farm. A hired hand cannot plough by lantern light, but he can milk by it in the morning and at

night, and the employer demands the service. Men won't work under such conditions.

"There are other reasons also for the scarcity of butter. Cows will not give milk unless they have proper fodder. You can get milk if you feed a cow 65 or 70 cent corn, but you cannot feed corn at that price and sell 35-cent butter. Then, again, it takes from 20 to 25 pounds of milk to make a pound of butter; that is to say, from 10 to 12½ quarts. It costs 3 cents a pound, laid down in Detroit, to produce butter. Ten quarts of milk bring 70 cents, and there is no labor or expense other than shipping.

TRADE WITH ITALY AND BELGIUM.

Intermediate Tariff Rates Granted By Canada in View of Friendly Relations.

Ottawa, June 13.—The Canadian intermediate tariff rates granted to France are extended to Belgium and the Netherlands in return for the friendly attitude which these countries have always maintained toward Canada, and in view of the fact that they are now both low-tariff countries, and are entitled to equal treatment with France. Friendly trade relations have also been announced with Italy.

Canada gives Italy the intermediate rates on eighteen items, viz: Macaroni and vermicelli, canned vegetables, lime juice and other fruit syrups, light wines and champagne, castile soap, pomades, essential oils, n.o.p., white and cream-colored lace, and embroideries of cotton, women's and children's Italian clothes, etc., when imported in the unfinished state, church vestments, velvets, velveteens, plush and slik fabrics, ribbons of all kinds and materials, musical instruments and parts thereof, head ornaments, statues and statuettes, and fine kid gloves.

Canada is given the Italian conventional or minimum tariff rates on seventeen of the principal items of Canadian export to that country, viz.: Condensed milk, carbide of calcium, timber and lumber, furniture, carriage wheels and parts of carriages, smallwares of wood, wood pulp, paper, pasteboard, fur muffs, boots and shoes, tools and implements of cast iron or steel, sewing machines, cement, horses, fish and cheese.

At present the largest items in our import from Belgium are glass iron and steel, sugar and molasses. The imports of sugar and molasses reached the figure $248,000 in 1909. The largest item in our import trade from Italy is naturally enough fruits, of which we imported in 1909, $238,000. The corresponding figure for the year previous was $305,000 out of a total fruit export of $20,000,000. Of macaroni and vermicelli we bought in 1909, $73,000 worth, while in the year previous the imports were $94,000, and strangely enough the Italian returns do not classify this product among their exports.

The consumption of olive oil seems to have increased rapidly, the figures in 1909 being $38,000, a more than threefold increase in the last four years. In 1908 their exports were valued at $12,000,000 and they have exceeded $14,000,000.

SOLD ADULTERATED PEPPER.

Kingston, Ont., June 16.—In the police court this week the magistrate fined three grocers who pleaded guilty to having sold adulterated pepper, $10 and costs each. An inspector of the Inland Revenue Department laid the charge. The grocers claimed they bought the pepper from wholesalers, who guaranteed it pure. Some time ago the grocers were also fined for selling impure coffee. The magistrate regretted he had to impose the fine, and urged the Retail Merchants' Association to get after the wholesalers, who, he declared, are partially responsible.

Farringer Bros., Medicine Hat, Alta., are opening into the grocery business, adding it to their flour and feed store.

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, Co. 138 Front Street, NEW YORK

The destruction of the filthy and disease-spreading house fly is a public duty, and Grocers can assist in performing this duty and incidentally make large profits by pushing the sale of

WILSON'S
FLY PADS

MAPLE SYRUP!

Small's Maple Leaf Brand
is the Standard the world over.
CANADA MAPLE EXCHANGE
Montreal

SUCHARD'S OOOOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal
Agents.

CARTER'S
EXTRA CONCENTRATED
LEMON SYRUP
"BIG WHEEL"
LEMONADE.
CRYSTALS OR POWDER.
H. W. CARTER & CO., LTD., The Old Refinery, BRISTOL, ENG.

Economy

NO ALUM

Economy really means—supply to your customers nothing but the best, because it pays in the long run. Baking Powder containing Alum may, and should, cost you a few cents less per dozen than Magic, because it costs less to manufacture. Alum is used in baking powder because it is cheap. Don't handle cheap goods because they are cheap. Cheapness and goodness seldom go together.

MAGIC BAKING POWDER

CONTAINS NO ALUM.

MAGIC is a medium-priced baking powder and the only well-known one made in Canada that does NOT contain Alum.

E. W. Gillett Co. Ltd.

Winnipeg — Toronto, Ont. — Montreal

MADE IN CANADA

Pays a Profit From the Day It is Installed

¶ This is THE McCASKEY ACCOUNT REGISTER in which is embodied the SYSTEM of handling ACCOUNTS WITH ONE WRITING.

¶ Sixty thousand merchants are using it.

¶ If it saves them time, labor and money it will do the same for you.

¶ We'll be glad to tell you about it and demonstrate it without any cost to you. Drop us a line saying you are interested.

FIRST AND STILL THE BEST

DOMINION REGISTER CO., Limited

Successor to the McCaskey Register Co. in Canada

96-104 Spadina Avenue - TORONTO, Can.

Clark's Meats AND Outdoor Occasions

The Picnic Season is on us.

There will be the usual demand for Clark's Meats for sandwiches, etc.

Help your Customers to make their Choice.

You know just what is needed.

Keep a good supply on hand to meet all requirements.

Wm. Clark - Montreal

Manufacturer of high-grade

—Food Specialties—

PAYS HEAVY EXPRESS CHARGES.

Retail Grocer Complains of Being Taxed by Two Express Companies.

Editor Canadian Grocer,—The difficulty I, with many others, have in shipping produce and getting goods here is principally by express. Toronto is our best market for eggs and butter. In the winter, spring and fall, on account of frost, we are obliged to ship by express. Brownsville is our nearest shipping point, and in shipping from there to Toronto goods have to go by two express companies, and the cost is nearly double what it should be.

It virtually shuts us out from shipping to Toronto, and this should be remedied. I think it is a matter which should go before the Railway Commission. We have no other place for shipping by express, except we go five miles to Corinth. From there goods go by one express company, and the cost is about half the amount it otherwise would be.

But we should not be obliged to go there, when there is an express company almost at our door.

Eggs come in rather slowly in winter and they should be got to market as fresh as possible. It does not pay to drive five miles with just one case, and in the spring eggs are always sold on a drop market.

I hope you will lay this before the Railway Commission and have the matter rectified.

M. LEESON,

Culloden, Ont., June 15, 1910.

GAVE CASH SYSTEM TRIAL.

New Ontario Merchants Favor It—How They Combat Mail Order Houses.

Englehart, Ont., June 15th.—New advocates of the cash system of doing business are Errett & Co., grocers of this town. Two years ago they decided that they were through with the credit system and announced their determination to their patrons.

"At first," they state, "we noticed a decided falling off in our trade, but after the first month or two the old customers began to come back together with new ones and since that time business has been steadily increasing. We find that we are able to sell our goods possibly more reasonable than previously and this fact is appreciated by the public."

They have not adopted any special collecting system, following only the simplest plans. They conduct special sales which are profitable and which improve trade, bringing in new customers. "Our best drawing sale," said one of the members of the firm, "was that in which we gave to the customer whose cash purchases reached the greatest total a handsome cut glass water set. There was keen competition in this instance and quite a number were materially interested in it.

"We handle only high class goods and have found that it is not such a difficult matter to educate the people in regard to the advisability of buying only goods of quality. At practically every opportunity we endeavor to explain the peculiar advantages and having once explained to a customer's satisfaction they are won over for good.

"The only methods of dealing with the mail order question is to demonstrate to your customers that you can offer them just as good inducements and point out to them their want of loyalty as shown by thus turning the channels of trade away from their home town. It seems that the wholesaler could assist the retailer in this respect by selling at one price only, regardless of quantity, not giving large mail order houses an extra discount. This distinguishing between the large and small retailer is not fair to the latter, who are thus in the very beginning placed at a disadvantage if they have not been given the same terms."

INFORMATION FOR BUYERS.

(Supplied to the Trade by Sellers.)

W. H. Millman & Sons, Front St., Toronto, have just received two cars of beans.

Robert Norman, Montreal, has joined the selling staff of Brand & Co., of which firm H. Hubbard, Montreal, is the general agent for Canada. His territory will be eastern Canada.

The truth is mighty and must prevail. And after the flourish of Fels-Naptha soap imitations, the sales of the genuine are improved.

American women are keen buyers and know that Fels-Naptha soap really does just all that is claimed for it.

44 Biscuits to the Pound!

and every biscuit perfect, tasty, "want more" quality. Surely the biscuits to sell for steady profit—

The Canadian Biscuit Co.,

Le Perade . . Que.

"ROYAL"

MONEY-MAKERS FOR THE RETAIL STORE

A complete self-contained Roaster with electric motor.

Capacity 10 to 15 lbs.

Will roast 100 lbs. of coffee at a cost of only 10c. for gas and 8 cents for electricity.

Can be operated by any clerk in the store.

No complicated parts to get out of order.

No. 1 "ROYAL" Coffee Roaster

OTTAWA, Canada, 11-5-09.

THE A. J. DEER CO.

GENTLEMEN:

In reply to your letter of Nov. 1st we find our Coffee Roaster a huge success, as our coffee sales are increasing every day.

Yours respectfully,

(Signed) BATE & CO.

A FINE WINDOW ATTRACTION!

Equipped with our patented steel knives which cut the coffee, thus producing a practically uniform granulation.

The Mill that CUTS the coffee.

One of the 72 styles

NORTH ADAMS, Mass., 5-11-10

THE A. J. DEER CO.

GENTLEMEN:

Enclosed find cheque for Coffee Mill. I have found it to be the best fixture I've ever installed. It works to perfection, and for appearance is a beauty. No vibration to speak of and not near the noise of a hand mill. IT IS A TRADE WINNER.

Yours truly,

(Signed) STANDARD MERC. CO.

"ROYAL" Machines Fully Guaranteed—Sold on Monthly Payments

"DEER" Meat Slicer

For slicing Boiled Ham, Bacon, Dried Beef, or any other kind of boneless meats.

SIMPLE
SANITARY
COMPACT

Also equipped with extra meat tables.

WE PAY THE FREIGHT AND DUTY

Write for free catalog of whichever machine interests you.

DO IT TO-DAY.

For your meat department!

They mean larger profits for you.

"ROYAL" Choppers are made in several sizes.

It costs ONLY ONE CENT to Chop 35 lbs. of Meat with this Machine.

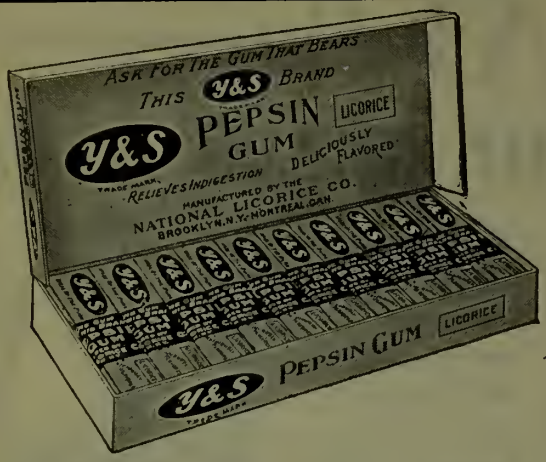
The "ROYAL"

We also have a DOUBLE CUTTER ATTACHMENT (enabling you to cut your meat twice by feeding it but once), a PULLEY ATTACHMENT with which you can operate other machinery, a GRINDSTONE ATTACHMENT to sharpen your tools, and a GREEN BONE GRINDER that will enable you to sell your bones for chicken feed at from 3c. to 5c. per pound. Any of these can be quickly attached to the "ROYAL" Chopper—they are money-making features and business-getters.

WE WANT TO HELP YOU INCREASE YOUR BUSINESS. WRITE US TO-DAY

THE A. J. DEER COMPANY, 1219 West S., Hornell, N.Y., U.S.A.

Canadian Branches: Montreal, Toronto, Winnipeg, Calgary, Vancouver



Make a note of the brand—Y & S—on our Pepsin Gum. This brand—Y & S—has been used by us and our antecedents for forty years on the best known stick licorice in the United States and Canada. It means just as high quality when used on our chewing gum. Four flavors: Licorice, Peppermint, Wintergreen and Spearmint. Each piece wrapped singly, 5 pieces to package, 20 packages to box. Order a trial box, assorted, if required, from your jobber.

National Licorice Co.

MONTREAL

BISCUITS

from the Old Country

Some of the most popular Biscuits in Britain are made by

McVITIE & PRICE

Biscuit Manufacturers

EDINBURGH and LONDON

The thousands of new-comers to Canada will welcome the sight of their old favorite varieties in your shop.

AGENTS for Manitoba, Saskatchewan, Alberta and British Columbia:
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

A FOOD LUXURY

IS BOUGHT FOR ITS QUALITY

¶ Flour, meat, sugar and salt are staple necessities, but pickles, condiments and sauces are luxuries.

¶ No one buys these luxuries except to make food taste better and add zest to appetite. Hence, if the quality does not please, there will be no repeat orders.

HEINZ 57 VARIETIES PURE FOOD PRODUCTS

have been approved by the public for forty years and their popularity is growing. Superior quality is the reason.

¶ Heinz Products are free from Benzoate of Soda and all other drugs. They are safe to sell and guaranteed to please your customers, or money back.

H. J. HEINZ COMPANY

Members of American Association for the Promotion of Purity in Food Products

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Blended Flour Underwent a Slight Decline

Wheat Market Rather Listless—Export Trade in Flour Practically Nil—Canadian Flour Conditions are Fairly Good—Estimates of the Wheat Acreage in United States and Canada.

The flour market has not shown much improvement upon the past week. From a Canadian standpoint it is a little stronger although some of the millers do not admit it. The total world's supply of wheat is 32,000,000 bus. greater than this time last year and reports of the new crops are most encouraging. Reports given out recently estimate that the acreage of wheat in Canada and the United States respectively are 9,295,000 and 19,742,000.

It has been stated in some quarters that a reverse movement may be expected soon as following the last declines. This is not accepted by the majority, although it is not easy to surmise what way the market will move next. Flour sales are steady.

MONTREAL.

Flour.—Local demand for flour has improved materially during the past few days, and millers report it much more satisfactory than for the last few weeks. For export the demand continues light at firm prices.

Winter wheat patents, bbl.	5 25
Straight rollers, bb	5 00
Extra, bbl.	4 60
Manitoba spring wheat patents, bbl.	5 40
" strong bakers, bbl.	4 90

Oatmeal.—Oatmeals are in good demand. There is no feature to the market either locally or for export, but the situation is satisfactory. Prices continue firm and unchanged.

Fine oatmeal, bags	2 20
Standard oatmeal, bags	2 20
Granulated " "	2 20
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 65
Rolled oats, bags	2 00
" barrels	4 25

TORONTO.

Flour.—Canadian trade in flour is fairly good considering all the conditions. Export trade is however nil and the market in general has not improved to any extent. Local millers, however, speak fairly well of trade which was benefited by the last decrease in prices. A decline of ten cents in blended flour was reported during the week.

Manitoba Wheat.		
1st Patent	5 30	5 40
2nd Patent	4 80	4 90
Strong bakers	4 60	4 70
Feed flour		3 15
Winter Wheat.		
Straight roller		4 80
Patents		5 20
Blended		4 70

Cereals.—Cereals are still enjoying a good call the weather not having as great an effect as was expected. Prices remain unchanged with the total amount of the trade reaching a fair figure.

Rolled oats, small lots, 90 lb. sacks	2 00
" " 25 bags to car lots	1 90
Rolled wheat, small lots, 100 lb. brls.	3 00
" " 25 brls. to car lots	2 90
Standard and granulated oatmeal, 98 lb. sacks	2 20

BLEACHED FLOUR QUESTION.

Ottawa, June 16—The question of the bleaching of flour by artificial means, which has been the subject of investigation, as well as litigation, under the Pure Food Laws of the United States, is dealt with in a bulletin just issued by the Inland Revenue Department.

A total of 223 samples were examined. Canada has no legislation with regard to the subject, and whether or not it may be considered desirable to prohibit the manufacture and sale of bleached flour is for the present in abeyance.

The report says that of 75 samples showing measurable amounts of nitrates, twenty-five contain not more than one part per million, leaving fifty samples to contain above one per million of nitrates. The chief analyst says:

"It is amply evident that the bleaching of flour by oxides of nitrogen has resulted from a popular demand for white flour, and a conviction on the part of the millers that they were meeting this demand in a perfectly harmless manner. Whether or not any danger to public health results from bleaching flour by oxides of nitrogen, is a most important question, and one upon which judgment is reserved."

SOME JOBBERS FINED.

Penalized by Soap Manufacturers—Another Net Weight Bill.

New York, June 16—The soap business appears to be gradually getting down to a basis desired by the jobbers. The withdrawal of cash rebates by one of the large firms last week is reported as smoothing out inconveniences on the side of both the manufacturer and wholesaler. This company insists emphatically, however, on the maintenance of its prices, and calls attention to penalties for violation thereof. Another large soap concern is enforcing rigorously the protection of its price lists, and has within a short time inflicted fines on half a dozen New York jobbers who are said to have broken the rules.

The Senate now has a bill on weight branding. It was introduced by Senator Page, of Vermont, on May 10. This makes the situation more serious, from the grocers' point of view. The opposition has made a good fight, but the movement appears to be gaining ground.

Senator Page's bill is all the more important because, unlike that of Congressman Moore, it is not confined alone to the District of Columbia. It concerns interstate commerce. Section 2 reads: "That the introduction into any State or Territory or the District of Columbia from any other State of Territory or the District of Columbia, or from any foreign country, or shipment to any foreign country or any article for consumption by man or other animal, in package form which does not have the correct weight, measure, or numerical count on the outside, but not on the bottom of the package, is hereby prohibited."

Reasonable tolerances from time to time are allowed for unavoidable variations in filling such packages and for changes in the weight or measure of the contents due to natural causes.

No dealer will be prosecuted under the act provided he can establish a guaranty signed by the wholesaler, jobber or manufacturer, to the effect that the article is not misbranded.

Biscuit Quality

is no less a matter of purity of materials and of skill and care in mixing and baking, than of the way in which the biscuits are packed.

Your absolute guarantee against soggy conditions is to sell exclusively—

This is the kind that always reaches you in the same crisp and fresh condition as it leaves our oven.

Your cracker business will be booming this summer if you are selling

MOONEY'S

Order to-day.

The MOONEY BISCUIT & CANDY CO., LTD. Stratford, Can.

Cox's Gelatine

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply COX'S GELATINE

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co. "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills,
EDINBURGH

Turn Your Losses into Gains

By adopting the one plan that will enable you to handle credit customers successfully and make them just as safe as the cash buyers.

Allison **COUPON BOOKS**

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.
Manufactured by
ALLISON COUPON CO., Indianapolis, Ind.

TRUMILK

IS FULL CREAMED CANADIAN MILK IN POWDER FORM

MILKSTOCK

IS FINEST SEPARATED MILK IN POWDER FORM

These products are made by the latest and most up-to-date process at our own plant in Oxford County, are free from chemicals, preservatives or adulterations, and are the most convenient form in which milk can be got. For sale by all wholesalers. For further particulars apply to the

Sole Manufacturers

Canadian Milk Products, Limited

MAIL BUILDING, TORONTO

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

W. H. ESCOTT

WHOLESALE
Grocery Broker
141 BANNATYNE AVENUE
WINNIPEG
COVERING
MANITOBA and SASKATCHEWAN
CORRESPONDENCE SOLICITED

WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments
Write us for prices. Phone order our expense
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, MANAGER

ROLLED OATS

FLAKED WHEAT and OATMEALS
Bags or Barrels. Car or Broken Lots.
WRITE FOR QUOTATIONS.
Prompt attention to all orders.
J. W. EWEN, - Uxbridge, Ont.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.
Technical Book Department
111-127 University Avenue, Toronto

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc,
Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance
WRITE TO
P. POULIN & CO.
39 Bonsecours Market, - Montreal
WE SELL FEATHERS TOO

The
Condensed Ads.
on page 18
will interest you

THE HODGSON GUM CO.
898 St. Lawrence St. MONTREAL
Makers of High Class Gums at Popular Prices. Write for Samples and Quotations.
We make special brands to order.

We would rather our mills were burned or robbed

IN THE commercial world, Brother Grocer, there are *worse* things than either Robbery or Fire.

For instance?

Anything that might in the slightest degree tend to *lower* the Tremendous Value and Selling Force of an Established Trade Mark.

A Trade Mark, you see, is a manufacturer's Commercial Signature—his Identification Sign—his Guaranty of Steadfast Quality—his Pledge of Lasting Faith with the Buyer.

An Imposition 'twould be on the consumer's confidence to put out Unworthy Goods, to lower his standard, to fall below his Best, almost a *Forgery*—being done in the Shadow and Shelter of his Own Signature.

For the maker is forever up against his OWN RECORD.

Then his Trade Mark would deceive, representing his last product for what it was *Once* but *Is Not Now.*

Fix awhile your eyes on the FIVE ROSES crest — think what it means to US, to Mrs. Ultimate Consumer, to YOU.

A watchman who *never* sleeps—whose vigilance unceasing guards your flour custom against that *most seductive* and *unprincipled* of all business enemies, the Price Cutter.

Alert to keep your profits whole and safe, your cash drawer air-tight.

This watchman is the FIVE ROSES Trade Mark, Brother Grocer, the label you *might* see on every flour bag and barrel you sell.

Our greatest single asset—ours and *yours,* too.

Because it represents and stands for a Manitoba Spring Wheat Flour of a Known and Never-Lowered Quality, of High-grade Pedigree.

A flour backed by 22 years of Making Good—capital enough to secure top-notch men, methods, materials—83 elevators sifting the cream of the crop—a milling plant that is the last syllable in the last word in modern flour-making lore.

Backed by Big Men who would rather a thousand times see their immense plant robbed, burned, annihilated than lower that one *essential* element—FIVE ROSES QUALITY, by putting out Unworthy Flour.

So you see, Brother Grocer, how safe your custom *might* be with FIVE ROSES, how permanent your profits.

So henceforth let FIVE ROSES Trade Mark be *your* flour watchman, guarding your business, your profits, your turnover from the attacks of price cutters, from Unknown and Unguaranteed goods.

Learn what it is to be enthusiastic on a Good Seller, Brother Grocer. And sell FIVE ROSES too.

LAKE OF THE WOODS MILLING CO., Limited,
Montreal

Strawberries

Canadians will be arriving in good shape first of next week—will be able to fill all orders.

Tomatoes, Texas and Floridas; Cuban Pines; California Cherries, Peaches, Plums and Apricots; Oranges, Navels, Late Valencias and Mediterranean Sweets. Let us have June orders early.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO
Carload Importers

SUPERIORITY

Each and every season shows more and more the sterlingness of the quality and pack of

"St. Nicholas"

and

"Home Guard"

LEMONS

BUY THEM

J. J. McCABE

AGENT

32 Church Street, Toronto.

More Advances in Lemons Point to High Prices

Pineapples are High—Good Demand in all Lines of Fruit—Oranges are Probably the Quietest—Lemons Considered Good Property—Canadian Strawberries are Expected to Reach High Tide of Production in Another Week or Ten Days.

Fruits are enjoying a heavy demand now that their season has begun to reach its zenith. Canadian strawberries have been received from the growers, but the supply has been limited up to the present. Before another week slips around this market, it is asserted, will be its busiest. Oranges are having a steady demand at rather high prices. Lemons were increased one shilling on the home market this week, and continues to give indications of firmness which some have stated may reach five-dollar fruit this year. Nothing definite yet can be offered the trade having to be content with opinions based on present conditions. At any rate, lemons are good property. Following a week of low prices, during which there was a general run on pineapples, prices suddenly braced and have held firm.

MONTREAL.

Green Fruits—Lemons are firm and there seems a good prospect that the market will advance shortly. Strong demand and rather light stocks are the causes of this expected change. Bananas are higher again. Grape fruit are firm, with a good demand. Supplies of pineapples are coming in freely and prices are down to $2.50 to $2.65. Oranges show a slight weakness, but it is probably only temporary.

Apples—		
Ben Davis		6 00
Russets		6 00
Spies, per bbl		8 00
Bananas crated, bunch	2 00	2 25
Cranberries, bbl.		11 00
Cocoanuts, bags.		4 25
Grape fruit—		
Florida, box	5 50	6 50
Grapes, Almeria, per keg	5 00	7 50
Limes, per box		1 25
Lemons—		
Sicily bitters, box	1 75	2 25
Messinas	3 00	3 25
Oranges—		
Floridas		3 00
California navels	3 00	4 50
Porto Ricos		2 50
Mexicans		2 25
Sicily bitters, box	2 25	3 00
Jamaica, bbl	3 75	4 25
Valencias, large, per case	4 50	5 00
Pineapples—		
Floridas, case	2 50	2 65
Strawberries—		
Florida, qt.	0 15	0 18

Vegetables—Tomatoes are scarce in the better grades, and prices are slightly higher. Egyptian onions are also slightly advaneed. New potatoes are coming in freely and prices are down to $4. A few sweet potatoes are on the market at $3 per basket. Cucumbers are slightly higher on account of strong demand. Trade is good generally.

Asparagus, doz.	1 00	7 00
Beans, green, basket		3 25
Beans, wax		3 50
Beets, bag	0 50	0 75
Beets, new, doz.		1 25
Carrots, bag		0 75
Carrots, new, doz		1 00
Cabbage, bbl	1 50	2 00
Cabbage, new, ct	1 50	1 75
Celery—		
Florida, crate	2 75	3 50
Celery, large, crt.	7 00	12 00
Cauliflowers, doz.		6 50
Cauliflowers, per basket		50
Cucumbers, bskt	2 00	2 25
Garlic, per lb.		1 15
Green Peppers, basket		0 75
Lettuce—		
Montreal, doz.	0 40	1 00
Imported, box		2 00
Mushrooms, lb.		0 75
Onions—		
Egyptian, lb.		0 02½
Red, per bag		1 75
Potatoes—		
Montreal, bag	0 60	0 70
Potatoes, new, per bbl		4 00
Parsley, dozen		1 00
Parsnips, bag		0 75
Radishes, dozen bunches		0 15
Rhubarb, doz	0 25	0 35
Spinach, bbl	2 00	2 25
Tomatoes—		
Floridas, crate	3 25	3 85
Cubans, crate	2 25	2 50
Turnips, bag	0 50	0 75

Fish—With the exception of haddock, other lines of fresh fish show a decided scarcity this week. This is undoubtedly due in large measure to the storms prevailing on the coast. Mackerel are particularly hard to obtain. It looks almost as if the mackerel season would be a failure this year. Lake fish are rather more plentiful. Trade is good.

FRESH

Shad, 'Roe,' ea.	0 50	Brook trout	0 22
Shad, 'Buck,' ea.	0 30	Lake trout	0 10
Pike	0 08	Whitefish	0 10
Perch	0 05	Mullets	0 05
Steak cod	0 06	Haddock	0 04
B.C. salmon	0 15	Halibut	0 09
Gaspe salmon	0 18	Bullheads	0 10
Market cod.	0 04	Carp	0 05
Sturgeon	0 09	Dore	0 12
		Mackerel	0 12

FROZEN

Codfish	0 04	Pike	0 06
Dore, winter caught, per lb.	0 08	Salmon, B.C., red, per lb.	0 10
Haddock	0 04	Gaspe salmon, per lb.	0 18
Halibut, per lb.	0 08½	Smelts, 10 lb. boxes	0 0[illegible]
Herring, per 100	1 25	Whitefish, large, lb.	0 09
Market cod	0 04	Whitefish, small	0 07
Steak cod	0 05		

SALTED AND PICKLED

Green cod, No. 1, bbl	6 00	6 50	Salmon, B.C., red, bbl 14 00
Labrador herring, bbl	5 00		" " pink, bbl 12 00
" " ½ bbl	2 85		" Labrador, bbl 17 00
Labrador sea trout, bbls	11 00		" " ½ bbls 8 50
Labrador sea trout, half bbls	6 00		" " tros., 300 lb. 23 00
No. 1 mackerel, pail	2 00		Salt eels, per lb. 0 07½
" " ½ bbls	8 00		Salt sardines, 20 lb. pls 1 00
No. 1 pollock, bl	4 00		Scotch herring, bbl 6 50
			" keg 1 00
			Holland herring, bbl 5 50
			" " keg 0 75

SMOKED

Bloaters, large, per box	1 00
Haddies	0 07
Herring, new smoked, per box	0 13
Kippered herring, per box	1 15

SHELL FISH

Clams, Quahogs, per bbl	6 50
Clams, Little Necks, per bbl	11 00
Shell oysters, bbl	10 00
Lobsters, live, per lb	0 14
Oysters, choice, bulk, Imp. gal	1 50
" Selects, Imp. gal	1 6
" "Sealshipt," standards, per Imp. gal	1 75
" " select, per Imp. gal	2 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Shredded cod, per box	1 80
Skinless cod, 100 lb. case	5 50

TORONTO.

Green Fruit—The warm weather has given an impetus to the fruit business, and owing to the heat, trade is carried on rapidly in order that deliveries may be made to consumers while the fruit is at its best. The local fruit exchange has not yet opened, awaiting the arrivals of Canadian fruits. Strawberries are receiving, but only in small quantities. However, it is expected that the shipments will begin in earnest about the middle of next week. Local dealers anticipate that event and prices should slump, as it is asserted that the crop will be a large one. Grape fruit is being received from California, and is going to the retailer at practically the same quotations as the Florida brands demanded. Pineapples are firm at a higher price. The demand is good. There is a certain amount of waste to the shipments these days, but the wholesalers and brokers suffer most in this respect, as the retailer has an opportunity to see what he is buying. Cantaloupes

and watermelons are arriving now from the south. Plums are also among the new lines offered. The demand for strawberries remains firm. In this respect it may be said that Toronto imported over 100 cars of these berries this year, in comparison with 53 cars last year. Oranges are firm, the New York markets paying an advanced price for the best fruit. In regard to lemons there is nothing very definite as yet. They are likely to be higher, according to some reports that have been received. Deliveries have arrived, some of them in none too good condition. Complaints of this nature have been heard in much stronger tone in New York and an investigation will be made by the Government inspector of conditions at the places of shipment. It is stated by some parties that the packers are to blame, but the latter state that the trouble is caused on the boats. At any rate, it is known that some of the vessels had to close their hatches during rough weather for the benefit of the steerage passengers. The fruit became heated with

MAIL ORDERS

WE ARE THE ACKNOWLEDGED MAIL ORDER HOUSE

YEARS of experience in shipping to out-of-town points, coupled with selection from the largest stocks, place us in the forefront to look after your business.

JUST NOW

Tomatoes, Pineapples, Bananas, Late Valencias, Medit. Sweet Oranges, California Peaches, Plums, Apricots, New Potatoes, Vegetables, etc.

WHITE & CO., Ltd.

TORONTO and HAMILTON

Canadian Strawberries

will be ready coming week. Drop us a postal for prices and we shall put your name on our mailing list.

STEVENS & SOLMAN

Growers and Shippers of CANADIAN FRUITS

HAMILTON, - - - ONT.

Phones 1990, 2700

FANCY

RIPE PINEAPPLES, FLORIDA TOMATOES, BANANAS

FRESH LETTUCE, RADISH, RHUBARB, GREEN ONIONS

Finest Oranges and Lemons

HUGH WALKER & SON

Established 1861) **GUELPH, ONTARIO**

Buster Brown

THE BRAND OF SICILY'S FINEST LEMONS

The Brand of Quality **The Brand of Value**

Be sure to mention the name when ordering from your wholesaler.

FOLLINA BROS., PACKERS W. B. STRINGER, SALES AGENT

ventilation thus cut off and some of the shipments were of the mellowest.

Apricots, crate.		3 00	Large	3 00	3 50
Bananas.....	1 50	1 75	Small.....	3 75	4 25
Cantaloupes, cs.	6 00	7 00	Mexican.....	2 50	2 75
Cherries, California, box..	2 25	2 50	Valencia.....	4 50	5 00
Cocoanuts, sack		4 50	Peaches, new, ct		2 50
Grape Fruit—			Pineapples, case		2 75
California.....	3 75	4 75	Plums, case.....	2 75	3 00
Lemons, Sicily.	2 75	3 50	Watermelon, ea.	0 50	0 60
Oranges—			Strawberries—		
California navels			Maryland, box..	0 13	0 15

Vegetables—Tomatoes is one of the leading lines in the market at present. They are being received from Texas, the Florida season being practically over. Demand is good. Cauliflowers have been added to the market list and are handled in hampers, each containing one dozen. Potatoes are firm, before the higher prices.

Asparagus, per dozen.....		1 25	Egyptian, sack.	2 75	3 00
Beets, hamper..		2 25	Potatoes, Ontario, bag.....	0 55	0 60
Beans, green per hamper.....		3 00	Potatoes, Delaware.....		0 75
Beans, wax, per hamper.....		2 75	Potatoes, Texas	3 50	4 00
Cabbage, case.		1 75	Potatoes, new, bushel.....		1 75
Carrots, box....		2 25	Bermuda, new, per barrel	5 50	6 00
Carrots, hamper		2 50	Parsley, per doz bunches.....	0 25	0 30
Cauliflower, dz..		2 75	Radishes, doz		0 25
Cucumbers, doz.		1 25	Peas, green, per bushel.....	2 50	2 75
Cucumbers, hpr	2 00	3 00	Rhubarb, doz ..	0 15	0 25
Lettuce, hamper		2 00	Spinach, hamper		0 60
Lettuce, Canadian, dozen...	0 25	0 30	Tomatoes, case of 6 baskets...	2 75	3 50
Mushrooms, lb..	0 50	0 60	Tomatoes, Canadian, h.h., lb..		0 17½
Onions—			Turnips, bag....		0 40
Texas Bermudas per crate.....		2 50			
Bermuda, case 45 lb.....		1 75			

Fish—In some lines there is a good demand, but for the most part there is nothing particularly eventful. The scarcity that has been felt is not much improved.

FRESH CAUGHT FISH

Halibut.....	0 09	0 10	Steak cod.....		0 08
Salmon trout...		0 11	Perch.....		0 07
White fish	0 11	0 12	Haddock.....		0 07

FROZEN LAKE FISH

Goldeyes.....		0 06	Pike.....		0 07
Pickerel yellow.....		0 08	Whitefish, frozen....		0 09
			Perch, fresh caught..		0 07

OCEAN FISH (FROZEN)

Herring, per 100.....		1 50	Salmon, pink, per lb..		0 08
Mackerel, each.....		0 22	" red.....		0 09
Smelts, No. 1....		0 08	" sea dressed..		0 10

SMOKED, BONELESS AND PICKLED FISH

Acadia, tablets, box.....		1 60	Fillets, per lb.....		0 11
Bloaters, per basket..		0 90	Haddie, Finnan.....		0 07
Codfish, shredded, box		1 80	Herrings, Digby, bndle		0 60
" Bluenose, "		1 40	Herrings, Imported Loch Fyne, per kit..		1 50
Cod steak, per lb.....		0 07	Kippers, per box.....		1 25
Cod, Imperial, per lb..		0 05	Quail on toast, per lb..		0 05½
Ciscoes, per basket....		1 25			

FROM THE OUTSIDE WORLD.

Filberts are the fruit of the cultivated hazel tree, the term filbert means "full beard" and is so named on account of its having many long "beards" of husks. It is produced largely on the Asiatic shores of the Black Sea.

Russia exported in 1909, 23,472,658 great hundreds (a great hundred being 120) of eggs or a total of 2,816,718,960 eggs. Great Britain took more than one quarter of the entire stock.

Only the best wet dates known as Fard or Nuther Fard are shipped to America, the rest of the Arabian crop going to India.

The general opinion regarding the walnut crop in Orange County, Cal., is that the yield will be normal. There will be about half a crop of apricots.

A despatch from London, Eng., says that baskets of outdoor strawberries from France are on sale at Covent Garden for the first time this year. A basket containing six pounds has realized 4s. Evidently the people of the old land are not as fortunate in their early fruit resources as are the people of this continent.

In England there is a deterioration of pepper going on and the public has become accustomed to the poorer article. White or bleached pepper seems to have supplanted the black or genuine article.

STATE OF ONTARIO FRUIT TREES.

Robt. Thompson, St. Catharines, Ont., president of the Niagara Peninsula Fruit Growers' Association, writes The Canadian Grocer as follows regarding the fruit outlook: "The weather for some weeks has been cool and backward. Notwithstanding this the fruit, when well cared for, is looking well. Peaches are heavily set with fruit, and it will be necessary for the grower to thin heavily if he expects good fruit. In driving through the country the sprayed orchards can be picked out easily as the unsprayed are red with curl leaf. Orchards, when the work was done late in the season or carelessly, are affected more or less. Around Winona nearly all the peach orchards have been sprayed well. Around Grimsby and Beamsville the work has either not been done or very carelessly as orchard after orchard look as if the fire had gone through them. From Jordan and east around St. Catharines, the work has been well done, injured orchards being the exception. Time and sulphur has again proven itself to be the best material to spray with, while the trees are dormant."

RETAILER GETS 18 MONTHS.

A. W. Cooper, a former Nutana, Sask., merchant, was placed on trial recently in the supreme court, charged with obtaining goods to the amount of $850 with intent to defraud. This man arrived at Nutana about fifteen months ago, claiming that he had a large amount of money in England, to prove which he produced letters of credit from various bankers, which afterward proved bogus. He bought a store from B. A. Archibald and goods from various wholesalers, and sold out the stock and pocketed the proceeds and gave his creditors the slip. He was captured, brought back to the city to stand trial, and after being allowed out on bail, jumped his bonds and disappeared May of last year, and was not heard of again until April of this year, when he was captured at Calgary and brought back to Saskatoon to stand trial. He was found guilty and sentenced to eighteen months' imprisonment.

DISHONEST WEIGHING.

New York retail grocers as a rule are honest, but that there are many exceptions a visit to the Bureau of Weights and Measures will demonstrate. The rogues' gallery there has many exhibits. The officials will show measures with false bottoms and weights, dug out, and filled up with wax and then blackened. The officials will also tell how some of the dealers doctor their scales almost before the back of the sealer is turned, and then exhibit the inspection certificate as proof of their honesty to the doubting buyer. It is the custom to blame the East Side dealer for most of this kind of fraud, but violations are said to be quite common in higher circles. Sometimes, according to report, the large dealer sets a pace in this direction that the co-called small corner store has to follow for self-preservation.

The New Flavor

MAPLEINE

Better Than Maple

The Crescent Mfg. Co.
Seattle, Wash.

Order from your jobber, or

Frederick E. Robson & Co
26 Front St. E., TORONTO

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON

JAMES SOMERVILLE, Manager

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

ESTABLISHED 1886

Ingersoll - Ontario

Would you like our Weekly Circular

TRY LEARD'S LOBSTERS
and CANNED CHICKEN

Write for Prices

W. A. LEARD

Summerside, - P.E.I.

Lemon Bros.

Owen Sound, Ont., and Sault Ste. Marie
Wholesale FRUIT, FISH and PRODUCE
Commission Merchants, and
Dealers in HIDES, WOOL and RAW FURS

Oval Butter Dishes

are made in six sizes, ¼, ½, 1, 2, 3 and 5 pound. Get prices from your dealer.

Graham Bros. & Co., Kinmount, Ont.

Quaker Brand Salmon

Merit alone has built up the trade in this brand. The consistent high quality is what the live grocer must have.

The BEST is none too good for your customers.

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

Your best customers will buy "Concord" Norwegian Sardines

because of their distinctive and delicate flavor, and because there is an absolute guarantee of purity of contents given with each tin.

Each tin is provided with a spare lid for use after the tin has been opened.

"CONCORD" SARDINES will more than please your better-class customers, and will prove a remunerative line to handle.

CCC
Norwegian Canned Goods

LIST OF AGENTS:

R. S. McIndoe, Toronto; A. H. Brittain & Co., Montreal; W. A. Simonds, St. John, N.B.; Watson & Truesdale, Winnipeg; Radigar & Janion, Vancouver and Victoria, B.C.

CUSTOM CATCHERS

Particularly in the case of Canned Goods, quality is the determining feature where the trade will go. If you stock

you will be influencing a better class trade to your store.
Our herring are the finest obtainable—coming from Passamaquoddy Bay, where they are captured in weirs or traps—the packing is done by the very latest process in a modern sanitary factory.

BRUNSWICK BRAND

is synonymous for quality.
You are wanting a satisfaction-giving line like this! Be sure and have the name right when you are ordering **Sea Foods**

CONNORS BROS., Limited, Black's Harbor, N.Y.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C. B.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec; Leonard Bros., Montreal; A. W. Huband, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

RECENT TRADE DOINGS.

New Stores That Have Been Opened—Western Canada Shows a Large Number.

Ontario.

Margaret King, grocer, Toronto, has sold to A. McKenzie.

Wellington Lowe, grocer, Toronto, is succeeded by H. Duffin.

Mary Burgess, grocer, Toronto, is succeeded by J. P. McKelvie.

Albert Brown, general merchant, of Delta, Ont., has assigned.

Wm. Gillespie, general merchant, Petrolea, has sold his business.

C. H. Gibson, general merchant, Gow Ganda, has sold his business.

Horan & Co., grocers, Kenora, have sold to James Raynard & Co.

Ernest Wall has purchased the Fred Corey grocery store, Brantford.

E. Major, groceries and liquors, Ottawa, has sold his grocery stock.

W. E. Hooker & Son, grocers, St. Catharines, have dissolved partnership Mr. Hooker, Sr., will continue the business, his son intending to leave for the Northwest.

Quebec.

L. Sabourin, grocer, Hull, has assigned.

Emile Vinet, grocer, Montreal, has registered.

M. Marcil, grocer, Montreal, has registered.

Wilfrid Girardin, grocer, Montreal, has assigned.

B. R. Legare, grocer, Montreal, has assigned.

A. Morin & Cie., grocers, Montreal, have registered.

The Dominion Tea & Coffee Co., Montreal, has registered.

The assets of B. Legare, grocer, Montreal, have been sold.

Joseph Labrecque, general merchant, Standon, has assigned.

The assets of W. Girardin, grocer, Montreal, have been sold.

The assets of August Lapensee, grocer, Montreal, have been sold.

The premises of A. G. Deyrani & Co., general merchants, Marieville, are closed.

The Brodies Manufacturing Co., grocery sundries, etc., Montreal, have registered under new management.

Maritime Provinces.

Harrington Limited, Sydney, C. B., have purchased the meat and grocery business of J. B. McCormick, and will conduct it in future. This will give Harrington Limited five retail stores.

Western Canada.

Pierre Maurel has opened a general store at Gravelberg, Sask.

Hogarth & Clendennan have opened a general store at MacKinnon.

Rubin & Adilman have opened a general store at Langham, Sask.

T. J. McCammon, grocer, Moose Jaw, Sask., has sold to W. G. Marshall.

J. P. Laurent has opened a general store at Bradwell, Sask.

L. B. Matusch has opened a general store at Amisk, Alta.

W. F. Cameron, general merchant, of Vernon, B.C., has sold out.

Dawson Bros., grocers, Rosthern, Sask., have discontinued business.

B. A. Tedford, general merchant, Griffin, Sask., has sold to R. Drayson.

A. V. Wallace has opened a grocery business at Findlater, Sask.

Lyons Bros., Rosthern, Sask., have opened a general store at Vonda, Sask.

A. D. Cumming, general merchant, of Barons, Alta., has sold to Smith & McKay.

E. Wickstrom, general merchant, of Erickson, Man., has sold to A. W. Gilbert.

Cave Bros. have opened a flour and feed and grocery store at West Saskatoon, Sask.

L. M. Reese, general merchant, at Aberdeen, Sask., has sold to H. W. Hurlburt.

The Ogilvie Flour Mills Co., Ltd., are making a $6,000 addition to their plant at Winnipeg.

R. J. Davis & Co., general merchants, Zealandia, Sask., have sold their stock to P. K. Shatilla.

H. S. Ireland, general merchant, Coleridge, Alta., has sold his business to A. McLean.

L. M. Reese, general merchant, Aberdeen, Sask., sold his business to Hulburt & Taylor, of Winnipeg.

T. R. Brough, grocer, and B. W. Caldwell & Co., general merchants, of Carberry, Man., sustained loss by a recent fire.

W. T. Kidney, of the Bankhead Trading Co., has bought the general business of J. B. Carlin & Co.

Never Run Short of
SHAMROCK
BIG PLUG
SMOKING TOBACCO
Your client will buy his groceries where he buys his SHAMROCK tobacco

CLAY PIPES
Those made by McDOUGALL are peerless. Insist upon having them.
D. McDOUGALL & CO., Ltd., Glasgow, Scot.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

TANGLEFOOT

The Original Fly Paper
For 25 years the Standard in quality
All others are imitations

JAMAICA CIGARS and CIGARETTES
"La Retreat" Brand
Made from the finest and choicest tobacco.
La Retreat Factory Co.
7 Port Royal St.
Kingston, Jamaica, B. W. I.
Agent required for these Products in Canada.
Special inducement to financially responsible party.

Black Watch
The Big Black Plug Chewing Tobacco
"A Trade Bringer"
Sold by all the Wholesale Trade

Educating Consumers on Adulterated Foods

Exhibition in London, Eng., for This Purpose—Visitors Shown How Adulterated Coffee, Cocoa, Jams, Etc., are Manufactured —Some Ingredients Detrimental to Health.

An exhibition was recently held in London, Eng., to show the public how certain adulterations are made. The goods displayed were all purchased in various shops. The visitor was shown how cheap coffee is made from chicory, baked chestnuts, acorns, horse beans, etc., all of which have but little natural flavor or aroma. This is provided by the addition of a little of the real article.

Adulterated cocoa is faked from arrowroot, cornflour, sago, tapioca, etc., colored with "cocoa red," a mixture of Venetian red and umber. Inferior cocoas often contain injurious substances, such as red lead, red ochre, sulphate of lime, etc. Cheap chocolate is made in much the same way. Fancy chocolates are often glazed with shellac. Licorice ladders and laces, etc., so popular with children, are faked from chalk and starch colored with lampblack.

To be Found in Jams.

In the production of compound jam, the "fakir" has developed great skill. In the poorer quarters of London one often sees jam for sale at from 11d to 1s 3d per jar of 7 lbs. More often than not it is sold in "penn'orths," such a portion being sufficient to "smear" several slices of bread. Samples of these preserves have frequently been analyzed, and have been found to contain fermented fruit pulp, seaweed, turnips, swedes, beet roots, apple refuse from cider presses, glucose, molasses, saccharin, benzoic and salicylic compounds, red and yellow ochre, vermilion, Prussian blue, tumeric, sulphate of soda, and lime. Where it has been necessary to provide small pips, as in raspberry jam, sawdust is used.

Adulterated Bread.

All sorts of tricks are resorted to in some quarters in making bread. Rye, barley, peas, beans, and potatoes are employed as substitutes for wheat, alum, sulphate of zinc, and other injurious chemicals being added to whiten the product and to arrest formentation.

It is apparent from the above that London has a need for the enforcement of the Pure Foods Act. It is also evident that the people who suffer most from these adulterations are the poorer class, who are unable to pay the high prices. These are not exaggerated cases, for the goods exhibited were actually taken from stores. None of these goods, of course, find their way to the Canadian market, as it demands quality.

TRADE NOTES.

The Christie Fish Co., of Dartmouth, N.S., is to be liquidated.

The Knechtel Grocery Company, formerly of Berlin, Ont., has purchased the grocery business of Beal & Co., Stratford, Ont.

A. L. Beattie, Stratford, Ont., last week moved his stock into his new store on Ontario Street of that city.

THE BEST IN NEW IDEAS.

The Lindsay, Ont., correspondent writes: "I never saw a better number." said J. E. Adams, of Adams Bros., when referring to the recent publication of The Grocer's Spring and Export Number. "The Grocer certainly believes in giving the grocers the very best possible in the line of information, new ideas, etc. The number is a very creditable one in every respect, and the paper itself is a journal I certainly would not be without."

Other grocers expressed themselves in a like manner.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT ?

"Tucketts Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

ADDING MACHINE.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

AGENTS WANTED.

A LEADING SCOTCH HOUSE manufacturing a high grade line of Jams, Jellies, Marmalade, Peels and Confectionery, is open to appoint agents for the Provinces of Ontario, Quebec, New Brunswick and Nova Scotia. Liberal terms. Apply, with particulars and references, to "Scot," c/o THE CANADIAN GROCER, 88 Fleet St., E.C., London, England. (24)

WANTED—Grocers to sell Nation's Custard Powder. Retail 5 cents per packet. ½ and 1-lb. patent measure tins. Gives big profit. Satisfies customers. Increases sales. Wholesale Agents:—Green & Co., Toronto; W. H. Escott, Winnipeg; W. H. Malkin Co., Vancouver. (34)

AGENCIES WANTED.

A FIRM OF COMMISSION AGENTS in Jamaica are desirous of representing Canadian firms manufacturing groceries, biscuits, condensed milk, etc. Can influence large turnover in these lines. Highest references given. Box 343, CANADIAN GROCER, Toronto. (tf)

MALE HELP WANTED.

WANTED—At once, first-class catsup maker. Give references and full particulars. Box 64, Hamilton, Ont. (tf)

BUSINESS CHANCES.

FOR SALE—Grocery business in west end of Toronto; good location; about $1,600. For particulars write JOHN SLOAN & CO., Toronto. (24p)

FOR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover $20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

IF YOU WISH TO SELL your business or farm, we can find you a customer. If you wish to BUY, write us. We may have just what you are looking for. Address, WM. J. PLATT & CO., Bridgeport, Conn. (26p)

WANTED—A grocer desirous of making his own fruit preserves, extracts, juices, jams, syrups. Write me for outfit and formulae. G. T. Hamel, canning expert, P. O. Box 174, Ottawa. (27p)

COUNTER CHECK BOOKS.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

FOR SALE—Automatic Computing Scale. S. H. Fagan, Windsor, Ont. (29)

FOR SALE—Large Eureka Ice Box, almost new. Apply T. H. BARTON, 4 Wellington St. East, Toronto. (23)

MISCELLANEOUS.

A BOON TO EVERY GROCER. A perfectly reliable fountain pen is to be found in the Beaumel "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smoothness. Gold nibs of thicknesses to suit every style of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

ATTRACTIVE fixtures sell your goods. Walker Bin Fixtures and Show Cases prove invaluable in economising store space, and by compelling custom, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. Walker Bin and Store Fixture Company, Ltd., Berlin, Ont.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

EVERY RETAIL MERCHANT should use a Typewriter and every retail merchant would use a Typewriter if he knew the liberal proposition we are prepared to make. A simple request will bring it. The Monarch Typewriter Co., Ltd., 98 King St. West, Toronto, Ont.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Company, Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MISCELLANEOUS.

PROFESSIONAL MEN, business men, merchants, church workers, find innumerable uses for the Fulton Sign and Price Marker. The Fulton Rubber Type Company, of Elizabeth, N.J., are makers of ink Pads, Daters and business outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

725,000 MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

REPRESENTATIVES WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

W. H. GILLARD & CO.

Diamond 1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-dozen	10c.	$0 85
3-dozen	6-oz.	1 75
1-dozen	12-oz.	3 50
3-dozen	12-oz.	3 40
½-dozen	2½-lb.	10 50
¼-dozen	5-lb.	19 80

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 dozen	5c.	$0 50
4 "	4-oz	0 75
4 "	6 "	1 00
4 "	8 "	1 30
4 "	12 "	1 80
2 "	12 "	1 85
4 "	16 "	2 25
2 "	16 "	2 30
1 "	2½-lb	5 00
1 "	5-lb	9 50
2 "	6-oz	Percase
1 "	12 "	$6 00
1 "	16 "	

ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

	Per doz
Aylmer Jams	
Strawberry	1 90
Raspberry	1 90
Black currant	1 80
Red currant	1 80
Raspberry & red currant	1 80
Raspberry and gooseberry	1 80
Damson plum, stoneless	1 70
Greengage plum, stoneless	1 70
Gooseberry	1 80
Peach	1 80
Pear	1 70
Jellies	
Red currant	2 40
Black currant	2 40
Crabapple	1 70
Plum	1 70
Grape	1 70
Marmalade	
Scotch	1 40
Orange Jelly	1 75
Green Fig	2 25
Lemon	1 80
Pineapple	2 25
Ginger	2 25

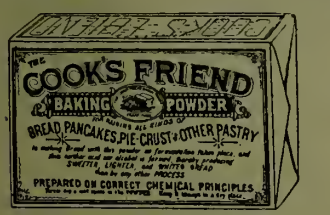
Pure Preserves—Bulk

	5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—1-lb. tins, 3-doz. in case, $2 doz.; ½-lb. tins, $1.25 doz.; ¼-lb. tins, 80c doz.



Cartoons—	Per doz	No. 12, 4-oz., 6 dz	0 70
No. 1, 1-lb., 4 doz	2 40	No. 12, 4-oz., 3 dz.	0 75
No. 1, 1-lb., 2 doz	2 50	In Tin Boxes—	
No. 2, 5-oz., 6 doz	0 80	No. 13, 1-lb., 2 dz.	3 00
No. 2, 5-oz., 3 doz	0 85	No. 14, 8-oz., 3 dz	1 75
No. 3, 2½-oz., 4 dz	0 45	No. 15, 4-oz., 4 dz.	1 10
No. 10, 12-oz., 4 dz	2 10	No. 16, 2½-lbs.	7 25
No. 10, 12-oz., 2 dz	2 20	No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER

	Dozen
6 oz. tins	0 75
12 oz. tins	1 25
16 oz. tins	1 50

Cereals

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food 2 doz. in case, per case $3.00.

The King's Food, 2-doz. in case, per case $4.80

White Swan Barley Crisps, per doz. $1.

White Swan Self-rising Buckwheat Flour, per doz. $1.

White Swan Self-rising Pancake Flour, per doz. $1.

White Swan Wheat Kernels, per doz. $1 40

White Swan Flaked Rice, per doz. $1 00

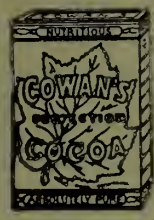
White Swan Flaked Peas, per doz. $1 00

Blue

Keen's Oxford, per lb	0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½-gross bnx	2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED



Cocoa—	
Perfection, 1-lb. tins, per doz	$4 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Soluble, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22

Special quotations or Cocoa in bbls. kegs, etc.

	Per lb.
Unsweetened Chocolate—	
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

JOHN P. MOTT & Co.'s.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

Elite, 10c size (for cooking) doz 0 90

Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy ½'s	0 29½
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, ½ and ¼ lb. cakes, 35c. lb.; Breakfast cocoa, 1-5, ½, ¼, 1 and 5 lb. tins, 41c. lb.; German sweet chocolate, ½ and ¼ lb. cakes, 6-lb. bxs., 26c. lb.; Caracas sweet chocolate, ½ and ¼ lb. cakes, 6-lb. bxs., 32c lb.; Auto sweet chocolate, ½ lb. cakes, 3 and 6 lb. bxs., 32c. lb.; Vanilla sweet chocolate, ¼-lb. cakes, 6 lb. tins, 44c. lb.; Soluble cocoa (hot or cold soda), 1 lb. tins, 38c. lb.; Cracked cocoa, ½ lb. pkgs., 6 lb. bags, 32c. lb.; Caracas tablets, 100 bdls., tied 5s, per box $3.00. The above quotations are f.o.b. Montreal.

Cocoanut

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases. Per lb

1-lb. packages	0 26
½-lb. packages	0 27
¼-lb. packages	0 28
1 and ½ lb. packages, assorted	0 26½
½ and ¼ lb. packages, assorted	0 27½
½ lb. packages, assorted, in 5 lb. boxes.	0 28
¼ lb. packages, assorted, in 5 lb. boxes.	0 29
½ lb. packages, assorted, 5,10,15 lb. cas.	0 30

Bulk—

In 15 lb. tins, 15 lb. pails and 10, 25 and 50 lb. boxes.

	Pails.	Tins.	Bbls.
White moss, fine strip	0 12	0 21	0 17
Best Shredded	0 18	....	0 1
Special Shred	0 17	....	0 16
Ribbon	0 19	.. .	0 15
Macaroon	0 17	....	0 17
Desiccated	16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	$ 16
Shredded	0 15
In packages 5-oz., 8 oz., 8-oz., lb.	0 20

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 50	1 15
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in amp-proof bags and tins	
Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Crushed Java and Mocha, whole	0 17½
" " ground	0 17½
Golden Rio	0 14
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers), $10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, doz.. 8 25

Medium size jars, per doz 4 50

Small size jars, per doz 2 40

Individual size jars per doz 1 00

Imperial holder—

Large size, doz.	18 00
Med. size, doz.	17 00
Small size, doz.	12 00

Roquefort—

Large size, doz.	2 40
Small size, doz.	1 40

Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40

	Ret. P.	W.S.P.	Packed in 30s and 50-lb. cases. Terms—Net 30 days prepaid.
Ground or bean,	0 50	0 32	
" "	0 50	0 33	
" "	0 40	0 29	
" "	0 40	0 30	
" "	0 30	0 22	
" "	0 30	0 23	

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95 dozen
Medium, cases 2 dozen	1 80 "
Large, cases 1 dozen	2 75 "
Tumblers, cases 2 dozen	1 35 "
25-lb. pails	0 15 lb.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montrea $2, $3, $5, $10, $15 and $20.

All same price one size or assorted

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ¼ cent.

Infants' Food

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application

CRESCENT MFG. CO.

Mapleine	Per doz
2 oz. bottles (retail at 50c.)	4 20
4 oz. bottles (retail at 90c.)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	14 50

Milk Powder

CANADIAN MILK PRODUCTS, LTD., TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. $2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
5 and 7 lb. tin pails, 8 and 6 pails in crate, per lb	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails, per lb	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 07½
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails	0 06½

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds. per dozen. $1.20. Chicken soup, $1.25 per dozen. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. 1 0. Tomato Ketchup—Bottles (10c. size only) doz. $1.40. Tabasco-Ketchup—Bottles (10o size only) doz. $1.40 Chili Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (naw) doz. $1.40; No. 80 jars, doz. $1.40.

W. CLARK'S SPECIALTIES

Chateau Brand Baked Pork and Beans, with tomato sauce or plain individual, 50 cts.; No. 1, 90c.; No. 2, $1.25; No. 3, $1.75 dozen. Ox Tongues (Inglass Brand), No. 1½, $10; No. 2, $12 dz.

FRIENDS—NOT GROWLERS

RISING SUN Stove Polish in Cakes never comes back to you with growls from the housekeeper. It is always up to the same high standard maintained for forty years, and is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere. Grocers don't wish to run the risk of losing a good customer by passing out an inferior stove polish, which is wrong more often than it is right. RISING SUN makes friends for you and for us in every household where you put it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

The Polish of Quality!

Lasts surprisingly, Polishes rapidly. Sells phenomenally. Is waterproof. Wears off slowly. Leaves excellent profit.

Such is "2 in 1." Stock it.

The F. F. Dalley Co., Ltd.
HAMILTON, Ont. and BUFFALO, N.Y.

Tea Hints For Retailers

By JOHN H. BLAKE

¶ This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects :—

The Tea Gardens of the World
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
How to Establish a Tea Trade
Tea Blending

(275 pages) (24 full-page Illustrations)

Sent to any address on receipt of $2.00.

MacLean Publishing Company
(Technical Book Department)
111-127 University Ave., TORONTO

NOTICE TO MANUFACTURERS

We have sold out our warehousing and forwarding business and are now prepared to handle two or three additional high-class lines selling to the Western wholesale grocery trade.

R. B. Wiseman & Co.
123 Bannatyne Avenue East WINNIPEG, MAN.
Reference—Bank of Ottawa, Winnipeg

Molassine Meal
Molassine Dog and Puppy Cakes
Molassine Terrier, Hound and Puppy Meal
Molassine Chicken and Poultry Food
Are reliable foods for horses, cattle, dogs and poultry.

Sole Canadian Importer :
ANDREW WATSON
91 YOUVILLE SQUARE, MONTREAL

BROOMS OF QUALITY

WE make them! **YOU** should sell them!
YOUR customers will appreciate them! **OURS** do

and keep our factory going on FULL TIME

A postal will bring you information.

Walter Woods & Co. – **Hamilton and Winnipeg**

Tea Lead

Best Incorrodible

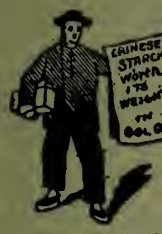
"Pride of the Island"

Manufactured by BRAND

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C. Codes used 4th and 5th Editions. LONDON, E., ENG.

Canadian Agents ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL



OCEAN MILLS
Montreal

Chinese starch, 48 1-lb., per case $4.00; Ocean Baking Powder, 48 3-oz., $1.40; 48 4-oz., $1.80; 60 8-oz., $4.50; 36 1-lb. $3.75; 48 1-lb. pkg., $4; 10 1-lb. tins, $5; loose 25 lbs., $1.75; Ocean blancmange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6 00; 36 8-ounce, $7 20; Ocean corn starch, 48 1-lb. $3.60.

Jam

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

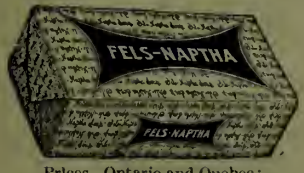
Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.

Soap

The GENUINE. Packed 100 bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95

Fly Pads.

WILSON'S FLY PADS

In boxes of 50, 10c.; packets, $3 per box; or three boxes for $2.80; 5 boxes $2.75.

List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

WHITE SWAN SPICE AND CEREALS, LTD

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$ 13½
½-bbls.	0 13¾
Tubs, 60 lbs.	0 13¾
20-lb. Pails.	2 73
20-lb. tins	2 63
Cases 3-lb.	0 14½
" 5-lb.	0 14
" 10-lb.	0 13¾

F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12½
Tubs	0 12¾
20-lb. pails.	0 13
20-lb. tins.	0 12½
10-lb. "	0 14
5-lb. "	0 13⅜
3-lb. "	0 13¾
1-lb. cartons	13¾

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 1-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice, 10 sticks	1 45
" " 100 sticks	....
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED LYE

Per case

1 case of 4 doz	$3 50
3 cases of 4 doz	3 40
5 cases or more	3 35

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 dozen case, per doz. $1; 16-oz. glass jars, 2 doz. in case, per doz. $1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 7½c.; pint sealers (24 oz.), 1 doz. in case, per dozen $2.25.

SHIRRIFF BRAND

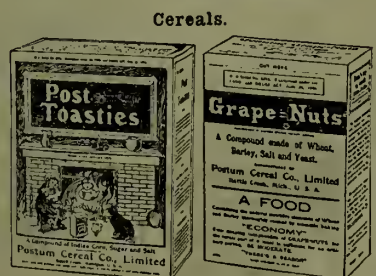
"Imperial Scotch"—

1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35

"Shredded"—

1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

Cereals.



Grape Nuts—No 22, $3.00; No. 23, $4.50.
Post Toasties—No. T3, $2.85.

ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream, family size, per case	$3 50
Baby size, per case	2 00
Ditto, hotel,	3.70
Silver Cow Milk	4.55
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F.	¼-lb. tins	per doz.	$ 1 40
"	½-lb tins	"	2 50
"	1-lb. tins	"	5 00
Durham	¼-lb. jar	per jar	0 75
"	1-lb. jar	"	0 25
F.D	¼-lb. tins	per doz.	0 85
"	½-lb. tins	"	1 45

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen	0 45 dozen
Medium, cases 2 dozen	0 90 "
Large, cases 1 dozen	1 35 "

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—

Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

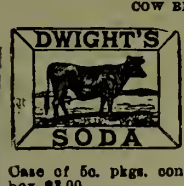
Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb and 60 ½-lb. pkgs. per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

			Per case
No. 1,	cases 60 1-lb. packages		$2 60
No. 2,	" 120 ½-lb.	"	2 60
No. 3,	" {30 1-lb. / 60 ½-lb.	"	2 60
No. 5 Magic soda—cases 100—10-oz. pkgs.			
1 case			2 65
5 cases			2 55

TRADE MARK BRAND

REGISTERED

WOOD'S HOLLANDER COFFEE

Fragrant, Pungent, Delicious! ***The Choicest of the Choice.***

Imported and Roasted by

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. **Montreal**

Soap and Washing Powders

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	$10 20
Maypole soap, black, per gross	15 30
Oriole soap, per gross	10 20
Floriola soap, per gross	12 00
Straw hat polish, per gross	18 20

3 doz. to box..... $3 60

6 doz. to box..... $7 20

30 days.

1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lot

Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd. Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

	Per lb
Laundry Starches—	
No. 1 white or blue, 4-lb. carton	$0 07
No. 1 white or blue, 2-lb. carton	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada white gloss, 1-lb. pkgs	0 06½
Benson's enamel, per box	1 50 to 3 00
Culinary Starch—	
Benson & Co's. Prepared Corn	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue	0

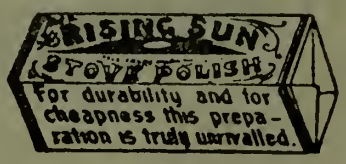
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lb	0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06½
Finest Quality White Laundry—	
3-lb. canisters, cases of 48 lb.	0 07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 35 lb.	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish

	Per gross
Rising Sun, No. 1 cakes, ⅛ & ¼ grs. bxs.	$8 50
Rising Sun, No. 3 cakes, gross boxes	4 50
No. 5 Sun Paste, ¼ gross boxes	5 40
No. 10 Sun Paste, ¼ gross boxes	9 00



JAMES DOME BLACK LEAD

6a size, gross, $2.40. 2a size, gross, $2.50

Boot Polish

PACKARD'S BOOT AND SHOE POLISHES

Mon-Ami, $9 gross; Black "O," $9 gross; Large Combination, $20 per gross; Pony Combination, $10; French Glycerine, $9; Ladies' Special, $20; Pat. Lea. Cream $20 per gross.

Syrup

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼-barrels, 175 lbs	0 03¾ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "

Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas

THE "SALADA" TEA CO.

	Wholesale	Retail
[illegible] 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½s	0 27	0 35
Blue Label, 1's, ½s, ¼'s and ⅛'s	0 30	0 40
[illegible] 1's and ½s	0 36	0 50
Gold Label ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.

EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.

Blue Label, ½'s	$1	0 26
Orange Label, 1's and ½'s	0 23	0 40
Gin [illegible]	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	19

BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, 1's and ½s	0 55	0 80
Embossed, 1's and ½'s	007	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb

MELAGAMA TEA

MINTO BROS., 45 Front St. East

black, green, mixed—⅛s, wholesale 70c., retail $1; ¼s, 55c. and 80c.; ½s, 44c. and 60c.; 1 lbs and ½s, 40c. and 60c.; ¼s, 38c. and 50c.; 1 lbs. and ½s, 35c. and 50c.; 1 lb., ¼s, 30c. and 40c.; ½s, 32c. and 40c.; ¼s, 25c. and 30c.; 1 lbs., 24c. and 30c. We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages—black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
Black Label, ½-lb., retail at 25c	0 21
Blue Label, retail at 30c	0 24
Green Label, retail at 40c	0 30
Red Label, retail at 50c	0 35
Brown Label, retail at 60c	0 42
Gold Label, retail at 80c	0 55

Pure Gold Jelly Powder } 90 cents
Pure Gold Salad Dressing Powder } per doz.
Discounts on application.

THOMAS WOOD & CO., LTD.

Montreal and Boston.

Wood's Primrose, per pound wholesale 40c., retail 60c.; Golden Rod, 35c. and 50c; Fleur-de-Lis, 30c. and 40c. Packed in ½-lb. tins. All grades either black, green or mixed.

GILLETT'S CREAM TARTAR

	Per doz
¼-lb. paper pkgs., 4 doz. in case	$2 90
½-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ¼-lb. paper pkgs. } assorted	$7 20
2 doz. ½-lb. paper pkgs. }	
	Per doz
½-lb. cans with screw covers, 4 doz. in case	$2 00
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ½ doz. in case	0 30
10-lb. wooden boxes	0 27½
25-lb. wooden pails	0 27½
100-lb. kegs	0 25½
360-lb. barrels	0 25

THE QUAKER OATS CO.

Winnipeg prices—Quaker oats, 36's (or 2-18's) $3. case; Quaker oats, 20's, (with premium) 4.10; Quaker Best Y. Cornmeal, 24's, 2.40; Puffed rice, 36's, 2.90; Puffed wheat, 36's, 2.90; Quaker Toasted Corn Flakes, 36's, (11 case lots, 1 case free, delivered) 2.90; 5½ case lots, ½ case free, delivered); Banner oats, 20's (with premium) 4.10; Saxon oats, 20's, (with premium) 4.10; Pettijohn breakfast food, 18's, 2.25 Apitezo biscuits, 24's, 3.50; Saxon wheat food 24's, 3.25; Cracked wheat, 24's, 3.50; Hominy 24's, 2.40; Puffed rice, brls., 25 lbs. each, 22c lb

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 6 2-5s	46
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s., plug or bar.	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	59

Yeast

Royal Yeast, 3 doz. 5 cent pkgs	$1 15
Gillett's Cream Yeast, 3 doz. in case	1 15

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

CASH or PARCEL CARRIERS

SAVE TIME & MONEY

OUR GUARANTEE

We will instal a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.

CATALOG FREE

THE GIPE CARRIER COMPANY

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.

THE "WALKER BIN" SYSTEM

WALKER PATENTED BINS

WALKER PATENTED BINS

Provides for the Complete Equipment of the Modern Grocery.

Write for Illustrated Catalogue showing some of the stores we have fitted up.

Walker Bin & Store Fixture Co. LIMITED

BERLIN : ONTARIO

The West Indies

If you have anything to ship to the West Indies we will handle it promptly and get you the top price.

If you are a manufacturer and wish to place your goods on the West Indian markets our travellers will do it for you.

If you want information of any kind about the West Indies do not hesitate to write us for it.

T. Geddes Grant

Port of Spain - Trinidad

Popular Because Reliable!

Order from your Jobber.

"Cow Brand"

BAKING SODA

the favourite with the Canadian housewife. It is noted for its strength, purity and reliabillty.

See to your stocks. It's always in demand.

CHURCH and DWIGHT

Manufacturers

MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

LET US COLLECT YOUR OVERDUE ACCOUNTS

During the year we've been in business we've collected a heap of money for our clients. Send us your slow collections, and we'll make your slow-paying customers hustle to pay up.

Send Them in To-day

The Beardwood Agency

313 New York Life Building - MONTREAL

SALT

HIGHEST GRADES

Verret, Stewart & Co.
Limited
Montreal

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

WETHEY'S CONDENSED MINCE MEAT

Wrapped and packed
in sanitary packages

SOLVES THIS QUESTION

Quality Unexcelled. Absolutely Dust-proof.
Three dozen to a case. All jobbers.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.

USE
THIS
NOW

Prompt Shipments
This is our specialty

Are you using our quick shipping facilities?

GEO. E. BRISTOL & CO.
Wholesale Grocers
HAMILTON - - ONTARIO

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 111-127 University Ave. Winnipeg: 511 Union Bank Building
London, Eng.: 88 Fleet St., E.C. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIV. PUBLICATION OFFICE: TORONTO, JUNE 24, 1910. NO. 25.

KEEN'S OXFORD BLUE

In every civilized country ***KEEN'S OXFORD BLUE*** holds pride of place because of its quality and economy in use. The majority of housekeepers ask for Keen's and will take no substitute. Stock up with Keen's. It's always in demand.

For Sale by all the Canadian Jobbing Trade.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

DRIVE THESE TANDEM

BENSON'S "Prepared" Corn **STARCH** and **EDWARDSBURG** "Silver Gloss" **STARCH**

They are the leading Laundry and Cooking Starches in Canada, and are noted for their purity and ease in handling. They leave a "worth-while" profit for the dealer. Order from your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

UPTON'S

Pure

Jams and Marmalades

In Bulletin No. 194, issued by the Canadian Government, the chief analyst declares Upton's Pure Jams and Marmalades absolutely pure. In addition to this we give you our guarantee that these preserves are put up in season from clean, sound fruit and granulated sugar, and are the finest preserves that can be produced.

Look at these prices and place your order at once, if you want high-grade preserves :

UPTON'S PRIZE JAMS AND MARMALADES

GUARANTEED FINEST QUALITY

	16 oz. Glass 2 doz. in Case.	5 lb. Pails 8 Pails in Case.		16 oz. Glass 2 doz. in Case.	5 lb. Pails 8 Pails in Case.
Raspberry Jam	$1.90 per doz.	50c. per pail	Peach Jam	$1.70 per doz.	45c. per pail
Strawberry Jam	1.90 "	50c. "	Plum Jam	1.60 "	40c. "
Black Currant Jam	1.90 "	50c. "	Assorted Jam	1.75 "	48c. "
Red Currant Jam	1.70 "	45c. "	Grape-fruit Marmalade	1.60 "	40c. "
Gooseberry Jam	1.70 "	45c. "	Orange Marmalade	1.45 "	37½c. "

Freight prepaid on five cases or more shipped direct from factory to Windsor, Owen Sound, Collingwood, Gravenhurst, Ottawa, Montreal, and all intervening points in Ontario. To all other points a freight allowance of 25c. per cwt. will be made.

TERMS: Net, No Discount

The T. UPTON CO., Limited,

HAMILTON, CANADA

Asparagus

The finest Asparagus in the world is grown in CALIFORNIA, near the Sacramento River. The finest quality packed in California is put up right where grown by

Griffin & Skelley

who have 1,000 acres of their own Asparagus Beds. This can now be sold at

POPULAR PRICES

NEW SEASON'S PACK NOW IN

THE BEST DEALERS HANDLE THEIR BRANDS

Norwegian Sardines

Packed by OLSEN & KLEPPE

Packed in Pure Olive Oil at Stavanger, Norway, by one of the oldest concerns in the business, and the most particular concern we know of.

Selected with extreme care and sold under two brands, the "Albatros," a small fish of the highest quality, and the "Ambrosia," which is equally fine, but of larger size. Desired and demanded by the best class of trade. Remember, they come from Norway.

ARTHUR P. TIPPET & CO

Agents

Montreal

Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

Winnipeg Office

R. B. Colwell

BROKER HALIFAX, N.S.

REPRESENTING LEADING MANUFACTURERS, SUCH AS

E. D. Smith Lowneys Toblers

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

—

27 St. Sacrament Street, Montreal

TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

MONTREAL

General Commission Merchants

Representing Morris Packing Co.

Pork and Lard—Finest Quality

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON, Western Canada

H. B. BORBRIDGE

Wholesale and Retail Grocery Broker

OTTAWA

BUCHANAN & AHERN

Wholesale Commission Merchants and Importers

QUEBEC, P.Q.

Groceries, Provisions, Sugars, Molasses, Dried Fruit and Nuts, Grain, Mill Feed, Fish, Fish Oil, Etc.

Correspondence Solicited. P.O. Box 29

Live Representation !

Do not neglect the Eastern Townships. Am open for another good agency. Know the trade. Have three travelers.

E. H. BOWEN, SHERBROOKE, QUE.

Manufacturers' Agent and Broker.

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

SALMON—We can quote you on different lines, and as salmon is likely to be very much higher, our prices will interest you.

W. H. Millman & Sons

Wholesale Grocery Brokers

TORONTO

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT

Trade Established 12 Years.

Domestic and Foreign Agencies Solicited

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents

Established 1885

When writing advertisers kindly mention having seen the advertisement in this paper.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

77 York Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

RAW SUGAR ON SPOT

1 car each, light and dark Jamaica Crystal.

Prices Right.

Lind Brokerage Company

73 Front St. E., Toronto

THE HARRY HORNE CO.

Grocery Brokers and Manufacturers' Agents.

309-311 King St. West. - - Toronto

Leading manufacturers of Grocery Specialties, desirous of extending their business, should write us at once. Correspondence solicited from Foreign Firms.

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

CORRESPONDENCE SOLICITED

H. G. Spurgeon

Manufacturers' Agent

P.O. Box 1812 WINNIPEG, MAN.

Canadian Manufacturers and Exporters

Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods?

Don't you want some of this business

You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to

10, Garfield Chambers, Belfast, Ireland

DISTRIBUTORS, LIMITED

P. O. Drawer 1893

EDMONTON, ALBERTA

Manufacturers' Agents, Commission Merchants, Warehousemen.

We sell direct from the Manufacturer to the Retailer

Track connections with all Railroads.

Two lines well worth your attention—

"ANCHOR" brand SALMON

The Finest blood-red Fraser River Sockeye fish

There is no other line the equal in quality

Our present quotations are considerably lower than those for similar brands. Every tin guaranteed.

"ANCHOR" brand assures satisfaction. Brings repeat orders.

"ANCHOR" brand ENGLISH GROWN MARROWFAT PEAS—

are the finest quality specially selected peas

They are considerably better value than canned peas.

Cases, 3 doz., $2.85 case

EBY-BLAIN, LIMITED

Wholesale Grocers - - - - Toronto

There is a growing Demand for Superior Tea

The taste for high-grade tea grows with the advancement of a country.

This is the case with Canada.

As a progressive merchant you will find that

"RAM LAL'S PURE TEA"

is in every way suited to your increasing high-class trade.

Ram Lal's Pure Tea Co., Limited

Montreal, Canada

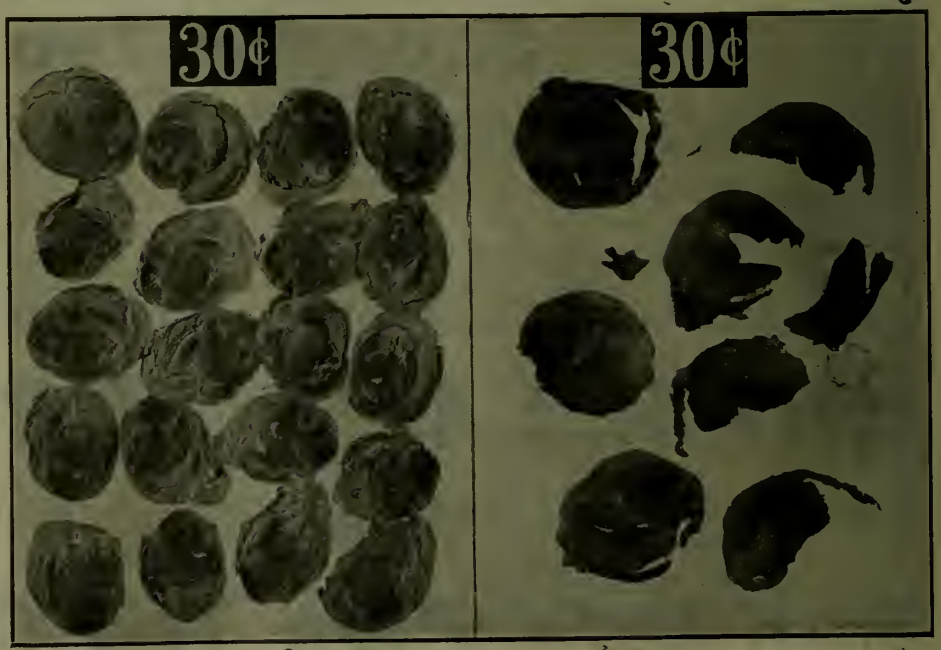
Berkel's Improved Slicing Machine

BERKEL'S Latest Improvement **Patent Knife Guard** to protect operators from accidents by thoughtlessly getting their hands against the circular knife. The only slicing machine in the world that has this protection.

BERKEL'S is the machine with the **Patent Automatic Sharpener,** by means of which the keen cutting edge on the knife is constantly maintained. The only machine with an automatic sharpening device. Simply press the Carborundum wheel shown in the cut above the knife downward and it strikes the knife edge at just the proper angle, a few turns of the wheel and your knife has an edge like a razor.

Will Slice Boiled Ham and Bacon Down to the Last Ounce

We call attention to the photographic production of two plates of boiled ham, there is just **one pound** of ham on each plate, it was all cut from the same piece, the **eight** slices on the right hand plate were cut with an ordinary knife, while the **twenty** uniform **slices** on the left hand plate were **sliced** on a slicing machine. This is an average result. The difference can be more or less marked according to the skill and time given the hand cutting, however the machine **never can vary,** the customer is **always protected** by dealing where there is a **BERKEL'S Improved Slicing Machine.** Dried Beef can be sliced thinner, quicker and better on **BERKEL'S** than any other made. The **BERKEL'S Improved Slicing Machine** is now used by Grocers, Butchers, Department stores, Delicatessens, Hotels, Restaurants, Hospitals, Educational Institutions, Steamship and Railway Companies, Charitable Institutions, Penal Institutions, the Army and Navy, Soldiers' Homes, etc. **BERKEL'S Improved Slicing Machine** can be set to cut **automatically** (14) different thicknesses, from 1-40 of an inch up to ¾ of an inch, "it cuts **bread** or **meat** equally well," requires no skill to operate and will slice **perfectly** more meat or bread in **twelve** minutes than the most expert cutter can slice by hand in an **hour.** While it is a hand machine, for several years many packers, as well as grocers and marketmen who do a large sliced meat business. have been running their **BERKEL'S Improved Slicing Machines** by mechanical power. Enough pieces of bacon can be put on this machine to cut 300 slices a minute. This should be of interest to those who put up bacon in boxes, glass or tin cans.



PLEASE WRITE FOR CATALOGUE

CANADIAN SALES AGENT: **The W. A. FREEMAN CO., Limited, Hamilton, Ont.**

Why Not Buy More Finer Quality Peas ?

The Dominion Canners, Limited, are desirous of increasing the demand for their finer quality Peas and offer a First Prize of $25.00 cash, a Second Prize of $15.00 and a Third Prize of $10.00 for suggestions as to the best means of increasing sales to consumers of finer quality Peas.

Peas of the Dominion Canners, Limited, are packed in four grades and qualities known as "Standards, No. 4," "Early Junes, No. 3," "Sweet Wrinkles, No. 2," and "Extra Fine Sifted, No. 1."

Have you ever taken into consideration that it is worth your while making a special effort to encourage your customers to purchase the finer qualities of Peas, for the reason that your margin of profit is better?

ADDRESS YOUR LETTER TO

DOMINION CANNERS, Limited

HAMILTON

BEFORE JULY 1st, 1910

Put up in Glass and Tin

OX TONGUES
POTTED MEATS
GALANTINES
ETC., ETC.

POULTON & NOEL, Ltd.

English Preserved Provision Manufacturers

LONDON, ENGLAND

PRICE LIST MAY BE HAD ON APPLICATION TO US OR

ROSE & LAFLAMME, Limited, CANADIAN SELLING AGENTS

MONTREAL TORONTO

A MONEY MAKER FOR YOU

PACKARD'S MON-AMI WATER-PROOF BOOT POLISH

IT GIVES YOU 104% PROFIT

Mon-Ami

gives the quickest, brightest most lasting and waterproof SHINE to all leathers.

List Price, $9.00 per gross.

Discount in 1 gross lots, 25%. Less quantities, list price.

Terms 5% 30 days.

Mon-Ami

But three months old ; yet sold by almost the entire grocery trade of Canada.

Are you in line ?

If not—get busy !

MON-AMI is only one of our complete line of Boot and Shoe Polishes. Write us for complete price list.

EVERY PACKAGE GUARANTEED

L. H. Packard & Co., Limited Packard Building, **Montreal**

Manufacturers of High Grade Boot and Shoe Polishes
Also Makers of the Famous Rapid Metal Polishes

KOPS' ALE AND STOUT

Non-Alcoholic

Pure English Brewed Ale and Stout, made from the finest Kentish Hops and Malt, containing all the tonic properties of Alcoholic Beer, without the undesirable after effects.

Perfect Table Beers

Non-Alcoholic

A special analytical commission reports :—Kops' Ale has nothing that is injurious, but is on the contrary a palatable beverage, possessing distinct tonic and invigorating properties.

Refreshing, Stimulating

KOPS' BREWERIES, London, S.W., England

CANADIAN AGENTS:—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldg., Montreal. Royal Stores, St. John's, Nfld. The Turner Co., Ltd., 106 Front St. E., Toronto.

UNSWEETENED

Borden's Brands Do Build Trade—

Merchants who follow the policy of reserving the choice locations on shelves and counters, and in their windows, for such standard goods as Borden's are those who win and hold the largest measure of public confidence.

Always keep Borden's Brands to the front.

BORDEN'S CONDENSED MILK
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE
BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Mason & Hickey, Winnipeg, Man.

Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B. C.

Beans, of first grade, put up scientifically are sure to be of the highest quality, particularly when put up by people of long experience in the packing business, **who know.**

In every particular

Balaklava Brand

BAKED BEANS

fill the bill. Your most exacting customer will be satisfied.

This is the line

The Eastern Canning Co.

PORT CANADA, : N.B.

CANADIAN AGENTS—C. A. Chouillou & Cie., Montreal; Green & Co., John Street, Toronto; D. O. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; Nicholson & Bain, Winnipeg, Western Agents; Martin & Robertson, Vancouver, B. C.

The Ideal Mill for the Grocer

In compactness, neatness and stability, no less than in attractiveness, finish and beauty of design

Coles' Electric Coffee Mill

has no peer at any price.

It will granulate 2 lbs. of Coffee per minute, and is connected direct up to your lamp socket, saving cost of wiring. The price cannot fail to attract you.

$65 for D.C. current, ($75 for A.C. current) and we guarantee each machine perfect. Write for details.

COLES MANUFACTURING CO.

1625 North Twenty-third St., Philadelphia

AGENTS:

Chase & Sanborn, Montreal
Todhunter, Mitchell & Co., Toronto and Winnipeg
Young Bros., Vancouver, B.C. Wm. Braid & Co., Vancouver, B.C.
L. T. Mewburne & Co., Calgary, Alta.

The New Kind of Soda Biscuits

WHAT every grocer knows will sell like hot cakes—soda biscuits in a real dainty design. Here they are—McCormick's FANCY Jersey Cream Sodas. Much thinner, smaller and neater than ordinary sodas. Wonderfully crisp, flaky and tasty.

The demand is already large. In a couple of months it will be tremendous! Mail orders will be filled promptly!

Put up only in 5c. and 10c. Blue Label Packages

McCORMICKS FANCY JERSEY CREAM SODAS BISCUITS

Factory at London. Warehouses: Montreal, Ottawa, Hamilton, Kingston Winnipeg and Calgary

Quality Talks!

There's only one sure way to obtain and hold the better class trade—let your store talk 'quality.' And there's no line so reliable in quality and so delicious in flavour as

BRAND'S
POTTED MEATS AND FISH
IN GLASSES AND TINS

We also manufacture the celebrated A1 Sauce and Brand's Essence of Beef, together with a wide range of preserved provisions and invalid specialties. We carry a full line of the different kinds in stock in Toronto and Montreal for your convenience, and can assort to meet your requirements.

Prices of Potted Meats, etc.	
Meats and Bloater Paste	$1.55
Fish Pastes - - - -	1.75
Game and Chicken - -	1.85
F.O.B. Toronto	

Price list and full particulars on application to our agents

THOS. O BAXTER, 27 Front Street East, Toronto

or H. Hubbard, 27 Common St., Montreal

Brand & Co., Ld. Purveyors to H.M. the King London, Eng.

WHITE SWAN LYE

MAKES DIRT FLY

AND YOUR PROFITS HIGH

BUY

DAIRY BUTTER WANTED

Either in carload or less than carload lots.

If you have any to offer, quote us your prices.

F. R. Stewart & Co.

VANCOUVER, B.C.

We make a specialty of

Maple Flavor

For Manufacturers of Extracts
Syrups, Biscuits and Confectionery

STUART BROTHERS

Distillers Essential Oils, Etc.

NIAGARA FALLS - - - - CANADA

ELGIN NATIONAL
COFFEE MILLS

are made in no less than

40 DIFFERENT STYLES

This favorite mill, in addition to its being the easiest running and fastest grinding on the market, is an ornament to any Grocery, owing to its attractive symmetry and finish.

The ELGIN has steel grinders, can be adjusted while running and sells at a

LOW COST

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

The "QUALITY" SARDINE

You can enhance your reputation and add to your profit by handling

KING OSCAR BRAND SARDINES

the line which is uniformly pure, sweet and well packed.

They are a trade-winning line and never fail to satisfy.

CANADIAN AGENTS

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, - - Ont.

Get Purity Flour To Help You Win The Home-Baking Trade

There is only ONE way for you to win a larger share of the trade of the women who bake their own bread. That is to provide the home-bakers with a better flour than they are at present using.

Provide them with a flour that excels in strength, in nutriment, in uniformity, that will make whiter loaves. Then you'll get their trade.

Such a flour is

PURITY FLOUR

It is made exclusively from the high-grade constituents of the hard wheat berry. It therefore possesses greater strength and nutriment than flour made of the low and the high-grade constituents mixed together.

The tests for uniformity are so careful and exact that the quality of PURITY flour is absolutely the same from the beginning to the end of each crop year.

And the loaves baked from PURITY are as "white as the driven snow"---the pride of the home-baker.

Of course, PURITY flour will cost the home-bakers a little more per bag or barrel, but they will be glad to pay the little extra price for so much extra quality.

And you will have their permanent trade after they have tried one bag of PURITY, for it will prove that it is more economical than ordinary flour, because it makes

"More bread and better bread"

Send us an order now for PURITY FLOUR.

Western Canada Flour Mills Co., Limited

TORONTO, MONTREAL, WINNIPEG. ST. JOHN, N.B., BRANDON

Do You Sell Wafers?

If so, read what a Pacific Coast firm have to say about the keeping qualities of

Frou-Frou

The World's Greatest Wafer.

MacGreegor Specialty Company, Toronto, Canada.

Seattle, Washington, Feb 1, 1910.

GENTLEMEN:

In reply to your favor of 27th ult., would beg to state that Frou-Frou is the best seller we know of on this coast, once an order is placed it means a repeater.

The goods have many great merits, one of the principal ones being they *keep fresh, moist and sweet indefinitely*, never knew of a single can becoming rancid. We placed Frou-Frou on the Great Northern R.R. Steamer "Minnesota," one of the largest in the world, and it is on salt water all the time and in the different tropics, and we reserved a can for a test as to its keeping qualities, and on its last arrival here December 22nd, 1909, *the can that was left open was just as fresh and sweet as when placed on board*, being nearly a year back and forward from Japan, China, Manilla and other far Eastern points to the port of Seattle.

Yours faithfully,
THE THOMPSON-GAY CO.

Grocers run no risk in stocking this honey-combed, cream-filled wafer, any season of the year. The crispness and flavor of Frou-Frou are always the same.

FREE OFFER

We want every grocer in the Dominion to "Taste the Taste of Frou-Frou." Send along your name and address aud we will mail you a sample tin, with full particulars.

TASTE THE TASTE OF FROU-FROU
The Dutch Wafer of indescribable charm.

MacGREEGOR SPECIALTY Co.

Canadian Distributors TORONTO, ONT.

TO INTRODUCE

JUST A WORD! Our object in this space is to advise the Jobbing Trade that we have been appointed Western Selling Agents and Distributors for the profit-making specialty

KANDY KID

that crisp, candied popcorn and peanuts, which sells on sight and brings your most particular customer back for more.

Ganong Bros., Ltd., Winnipeg

THE "KANDY KID"

Importers, Roasters and Grinders

—OF—

COFFEE AND SPICES

MANUFACTURERS OF

Jams, Jellies, Pickles, Sauces and Flavoring Extracts

We manufacture a full line of these and are able to supply you quickly and cheaply.

OUR PRICES ARE RIGHT
WE WANT YOUR BUSINESS

Before replenishing your stock get our prices.

Empress Manufacturing Co.
Limited

VANCOUVER, B.C.

THE UNITED STATES CIRCUIT COURT

On May 16, 1910, at Chicago, Ill., issued

AN INJUNCTION

Against the

MONEYWEIGHT SCALE COMPANY

And All its Agents and Salesmen

Ordering them to stop selling Dayton Fan-Shaped Scales, which the Court declared to infringe our patent.

This is Our Scale

Which they Imitated and Infringed

We also own the Foundation Patent on Platform Cylinder Scales like this

We claim this patent is also infringed by the Moneyweight Scale Company by its sale of Dayton Barrel-shaped Platform Scales, and having now established our exclusive right to the Fan-shaped Scale, we have filed suit in the United States Circuit Court at Chicago, Ill., against the Moneyweight Scale Company for infringement of our Cylinder Scale patent, by their sale of Dayton Barrel-shaped Platform Scales.

WARNING

All users of such scales are hereby notified that our attorneys will bring such suits in the United States Courts against the Makers, Sellers or Users of such scales as may be necessary to protect us against the infringement of said patent.

Do Not Involve Yourself in Costly Litigation

TOLEDO COMPUTING SCALE CO.

Makers of Honest Scales

Toledo, Ohio, U.S.A.

To Northern Ontario Merchants

WE are well situated to supply your requirements from our warehouses at North Bay and Sudbury, and can **SAVE** you the freight you would have to pay when buying in the older parts of the province. We can also promise **YOU** the promptest delivery. Get in touch with us immediately. Time is **MONEY.**

A. J. YOUNG, Limited

Wholesale Grocers and Provision Merchants

NORTH BAY and SUDBURY

STERLING BRAND

Lime Juice and Cordials

This Thirsty Weather

the wise grocer will make a liberal display of

STERLING BRAND

Lime Fruit Juice, Lime Juice Cordial and Raspberry Vinegars

As genuine Thirst-Quenchers they are unrivalled, and they appeal most forcibly to the family trade.

Don't let your next door neighbor collar this desirable trade. See to your stocks today !

The T. A. Lytle Co.
LIMITED
TORONTO

When You Buy

Redpath

Extra Granulated Sugar, you secure the results of the latest process, of modern machinery and of years of experience.

Manufactured by

The Canada Sugar Refining Company, Limited, Montreal, Que.

In Constant Demand!

There's a regular enquiry the year around for

SHIRRIFF'S

Flavoring Essences

because they combine purity and strength and are distinguished by their natural fruit flavor.

We make a large number of different Extracts, each guaranteed true to label and of full strength. See to your stocks! This is the line to handle if you would hope to cater for the best class trade.

Order from your Jobber or write us direct.

Imperial Extract Co.
8-10-12 Matilda St. - TORONTO

ESTABLISHED OVER 200 YEARS

CHAMPION'S MALT VINEGAR

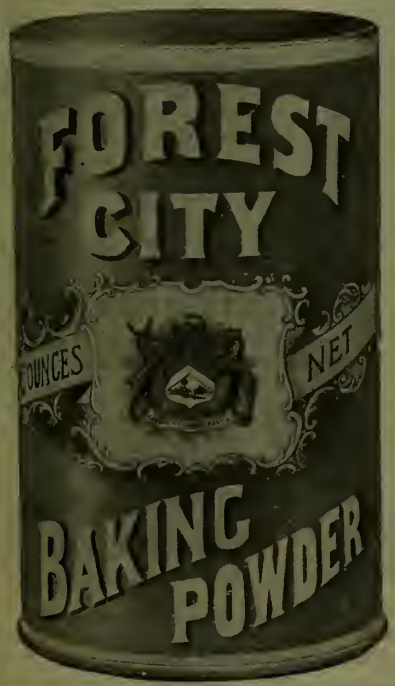
LONDON, ENGLAND
Commands a Preference over all others.

IS THE BEST
Made from the finest malted barley.

AGENTS
W. S. Clawson & Co., South Wharf, St. John, N.B. W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
Green & Co., 25 Front Street East, Toronto. R. Robertson & Co., 912-913 Dominion Trust Bldg., Vancouver, B.C.
J. W. Snowdon, 413 St. Paul St., Montreal

We are open to do business on easy consignment terms *Write our Agents for Particulars*

FOREST CITY BAKING POWDER



THE STANDARD FOR 25 YEARS

6 oz. tins, 75c. doz.
12 oz. " $1.25 "
16 oz. " $1.50 "

Manufactured By
GORMAN ECKERT & CO., Limited
London & Winnipeg

ASEPTO

SOAP POWDER

" The enemy of dirt "

Housecleaning of every kind is done in half the time and with half the labor if "Asepto" has been called in to the housewife's aid.

It is very economical to use, and its effective cleansing properties are a guarantee of 'repeats.'

See to your own profits by featuring 'Asepto.'

ASEPTO MFG. CO.
ST. JOHN, N.B.
Agents— ROSE & LAFLAMME, Ltd. Montreal

THERE'S a reason why

Canada First Evaporated Cream

sells so well throughout the year. Customers know that the process of manufacture is as perfect as care, skill and cleanliness can make it, and the canning in air-tight, sanitary tins, without the use of acid or solder, uniformly safe. Stock and recommend this splendid selling line.

Order from your wholesaler.

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.

NO GROCER WHO WANTS QUALITY SHOULD NEGLECT TO ORDER

Tartan Brand

Fruit Jar Rubbers, the finest and different from any other line.

Spices are the purest and best.

IMPERIAL VINEGAR

One trial will prove its superiority.

WAGSTAFFE'S New Season Strawberry Jam

Absolutely pure, sells itself. Save labor by stocking it.

Phone 596 Long Distance at our expense.

BALFOUR, SMYE & CO., WHOLESALE GROCERS . . **HAMILTON**

St. Lawrence

GRANULATED

and

GOLDEN YELLOWS

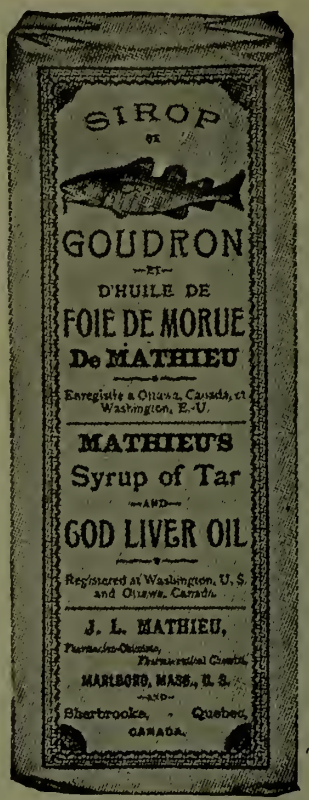
Made only from Pure Cane Sugar

The Trade will appreciate the advantage of our machine sewn bags if they will follow these instructions in opening them :—

Cut off the shortest chain close to the side of the bag, and pull out the single thread.

This is a quick operation and leaves the bag in perfect condition.

The St. Lawrence Sugar Refining Co., Ltd.,
Montreal



MATHIEU'S SYRUP

of Tar and Cod Liver Oil

has a more certain sale than most remedies. It is largely advertised, so that every one is familiar with the name.

It has been so successful in effecting cures that every user is a publisher of its excellent qualities.

Its sales have increased wonderfully everywhere. It is a sure seller.

MATHIEU'S NERVINE POWDERS

are needed wherever colds are attended with pains and fever.

See that you are well supplied with both, as the season of Colds is now on.

J. L. MATHIEU CO., Props.
SHERBROOKE, P.Q.

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

McLean's Cocoanut HAVE THE BEST

The Canadian Cocoanut Co.,
MONTREAL

McLean's

QUALITY

When anyone wants a high-class household refrigerator they always buy the Ham & Nott make. Our grocer refrigerators are made on the same principle. That means the best.

Sold by leading hardware dealers, or write to us.

HAM & NOTT CO.
Limited
BRANTFORD CANADA

Royal Salad Dressing

Grocers say "People no longer consider ROYAL SALAD DRESSING a luxury, it's a necessity."

No table relish is so sure to please.

It attracts the kind of trade that buy the best.

Made in Canada by

The Horton-Cato Mfg. Co.

Windsor, :: :: Ontario

The Commercial Account Register

The Up-to-Date Merchant Wants:

FIRST—The Best.
SECOND—Time Saver, Quickness in operation.
THIRD—Fire Protection. It must fit his safe.
FOURTH—Durability.

THE COMMERCIAL

has all the above features. Besides, it is equipped with the PATENT AUTOMATIC and indestructible sheet holder, PATENTED "locked" slip holder, and will LAST A BUSINESS LIFETIME.

It is the only perfect one-writing system. Does away with posting and statements. The BEST COLLECTOR known. Thousands in use in Canada and the United States. Send postal for catalogue.

COMMERCIAL REGISTER CO.

178-180 Victoria Street - - Toronto, Ont.

Are You HOT and THIRSTY ?

So Is Everybody

Your customers will be asking for

"A Nice Drink"

BATGER'S

LIME JUICE CORDIAL
OR BATGER'S LEMON SQUASH

a delicious and refreshing Summer Beverage already sweetened, just add cold water. :: :: :: :: ::

ORDER FROM YOUR JOBBER

Agents:
ROSE & LAFLAMME, LIMITED
MONTREAL and TORONTO

Goodwillie's Fruits
IN GLASS

Have You Tasted Them Yourself ?

If not, do so

Agents:

Rose & Laflamme
Limited

Montreal and Toronto

THERE'S PLEASURE and PROFIT

in handling a line of satisfaction-givers like Richards Soaps.

They are honestly made and are guaranteed pure. Here's the full line of

RICHARDS PURE SOAP

Quick Naptha Soap Snowflake Soap Chips Ammonia Powder
100% Pure Lye Toilet Soaps

Agent for Toronto and Hamilton: MR. HUTCHINSON, Omand Mfg. Co., 76 Colborne St., Toronto

Effective Economical

The Effective Preservation— —of your Perishables

No Grocer or Butcher can afford to do business without a **EUREKA REFRIGERATOR.**

The Eureka Patented System

is an absolute guarantee against **dampness** and **foul air.** Goods will keep fresh in a Eureka longer than in anything else made. This Refrigerator is used by the leading merchants in all parts of the Dominion.

WRITE FOR CATALOGUE

Eureka Refrigerator Co., Limited
56 Noble St., (Near Queen St. Subway) Toronto

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.
Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.
Niagara Falls, - - Ontario

DOME LINE

Is the original "James Dome Black Lead" in Paste form, and has been marketed particularly for the trade preferring paste form of Stove Polish rather than Black Lead. It contains the same high quality as the "Original Dome" and is put up in a big attractive ***5-cent tin.***

W. G. A. LAMBE & CO.

Canadian Agents

75,000 Gallon Pickles in Brine

This is at least one of the largest stocks held in Canada.

Kegs—1, 5 and 10 Gallon.
Bottles—Malt lever tops,and 40 oz. square.

Write for prices before placing orders elsewhere.

Thos. McCready & Son, Ltd., St. John, N.B.

Bonded Vinegar, Pickle and Spice Manufacturers.

BAIRD'S "Second-to-None" Pickles

So called because they are second to none for value.

No other manufacturer has produced a better pickle at the price, and there are few as good.

GOOD, SOUND VEGETABLES
and
PURE VINEGAR

Low Price
High Quality

JOHNSTON, BAIRD & CO.

GLASGOW, SCOTLAND

Agents:—Geo. Stanway & Co., Toronto: W. L. McKenzie & Co., Winnipeg: R. Robertson & Co., Vancouver and Victoria

GINGERBREAD

BRAND

MOLASSES

A Molasses that increases your sales.

THREE reasons for it:

No. 1—A Strong Baker
No. 2—Body
No. 3—Flavor

Packed in tins—2's, 3's, 5's, 10's and 20's; pails—1's, 2's, 3's, 5's gals. and in barrels and halves.

A trial order from your wholesaler will convince you that Gingerbread Brand is

THE BEST THERE IS

Be convinced now.

The Dominion Molasses Co., Limited

HALIFAX - NOVA SCOTIA

What's the use of your tongue, Mr. Grocer?

AURORA

yourself, and then to tell your customer how good it is! The best that money can buy.

W. H. GILLARD & CO.

Why! For just two things, First to try it on

COFFEE

Retails at 40c. and leaves you a real good profit. Don't miss this chance.

HAMILTON, Branch: Sault Ste. Marie

THIS IS THE TIME

to look into your stock book and fill in what is needed. Spring importations are now arriving.

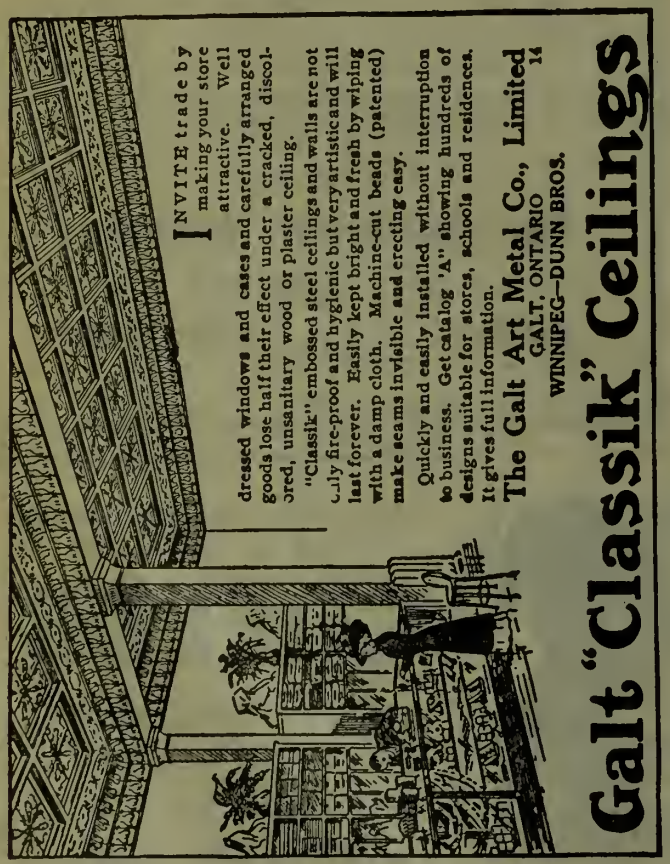
Order Early.

PROPRIETORS

ROWAT & CO.

GLASGOW, SCOTLAND

Canadian Distributors:— Snowdon & Ebbitt, 325 Coristine Bldg. Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.



INVITE trade by making your store attractive. Well dressed windows and cases and carefully arranged goods lose half their effect under a cracked, discolored, unsanitary wood or plaster ceiling.

"Classik" embossed steel ceilings and walls are not only fire-proof and hygienic but very artistic and will last forever. Easily kept bright and fresh by wiping with a damp cloth. Machine-cut beads (patented) make seams invisible and erecting easy.

Quickly and easily installed without interruption to business. Get catalog "A" showing hundreds of designs suitable for stores, schools and residences. It gives full information.

The Galt Art Metal Co., Limited
GALT, ONTARIO
WINNIPEG—DUNN BROS.

Galt "Classik" Ceilings

In replying to the above advertisement mention The Canadian Grocer

Say, Brother Grocer, are you carrying

SNAP?

We claim that SNAP is absolutely without a rival for chasing grease, paint, dirt and tar from soiled hands.

SNAP SELLS AT SIGHT

and leaves you a good margin of profit.

Order from your jobber

Snap Co., Limited

MONTREAL, - - CANADA

DOWNEY'S

White

Dove

COCOANUT

THE BEST
FOR THE
MONEY

W. P. DOWNEY
MONTREAL

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

WARMINTON'S
Shipping Specialties
STRAPPING, CLUTCH NAILS, PAIL HOOKS, ETC.
Save expense to shipper
J. N. WARMINTON
207 St. James St., - MONTREAL

Summer is Here

See that you have a good stock of

Cold Spring Lemonade Powder

on hand. It is a ready summer seller and always popular. In great demand for picnic parties.

Put up in artistic ¼ and ½ lb. tins, to retail at 10 and 20c.

Prices and samples on application.

S. H. EWING & SONS
MONTREAL and TORONTO

LEITCH ANCHOR BRAND OAK LAKE

Holidays

Users of ANCHOR BRAND FLOUR always enjoy an outing, because they do not fear return to HOME DUTIES; its quality invites work and makes BAKING DAY a pleasure. 12

Anchor Brand Flour

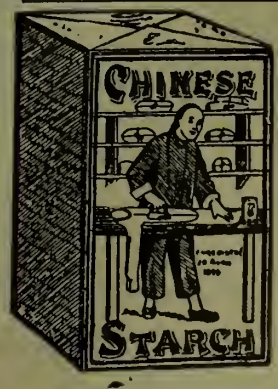
Manfd. by Leitch Brothers Flour Mills, Oak Lake, Manitoba.

SUCHARD'S OOOOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal
Agents.

MAPLE SYRUP!
Small's Maple Leaf Brand
is the Standard the world over.
CANADA MAPLE EXCHANGE
Montreal

Cheese for 5000 Grocers
Roquefort, Gruyere, Camembert, Oka, Parmasan, Edam, Stilton.
WE ARE SPECIALISTS FOR THE TRADE.
Write, Wire or Phone.
THE ST. LAWRENCE GROCERY
395 St. Lawrence Boulevard Montreal

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871



CHINESE STARCH
Quick Sales.
Satisfaction.
Large Profit.
No Dead Stock
Get Prices
OCEAN MILLS
MONTREAL

When writing advertisers kindly mention having seen the advertisement in this paper.

The North Queensland Meat Export Co., Ltd.

WORKS, OOLBUN *TOWNSVILLE, NORTH QUEENSLAND*

MANUFACTURERS OF

Canned Meats, Extract of Meat, Etc.

OF FINEST QUALITY

SPECIALTY :

Boiled and Roast Beef

in 1 lb., 2 lb. and 6 lb. tins, full weight.

As supplied to British War Office, Admiralty and Indian Government.

CORRESPONDENCE INVITED FROM WHOLESALE BUYERS

Apply : C. J. PIGGOTT, Sole Agent, 19 Eastcheap, London, E.C., Eng.

WAGSTAFFE'S

NEW SEASON STRAWBERRY JAM AND STRAWBERRIES IN SYRUP NOW READY

Boiled in Silver Pans. Order quick please.

Mr. Grocer, we protect the health of your clients.

WAGSTAFFE LIMITED

PURE FRUIT PRESERVERS - - - - - - HAMILTON

BOYD & CO.

(formerly Watson, Boyd & Co.)

Port of Spain,

TRINIDAD, B.W.I.

Are prepared to receive and handle to best advantage all classes of Canad.an Produce, including Hay, Oats, Fish, Flour, etc., etc.

Correspondence Invited. **All Codes Used.**

PERRIN'S

RED LABEL

PACKAGE

20 CENT TINS

GRAHAM WAFERS

DELICIOUS GOODS, HANDSOME PACKAGES

"ENTERPRISE"

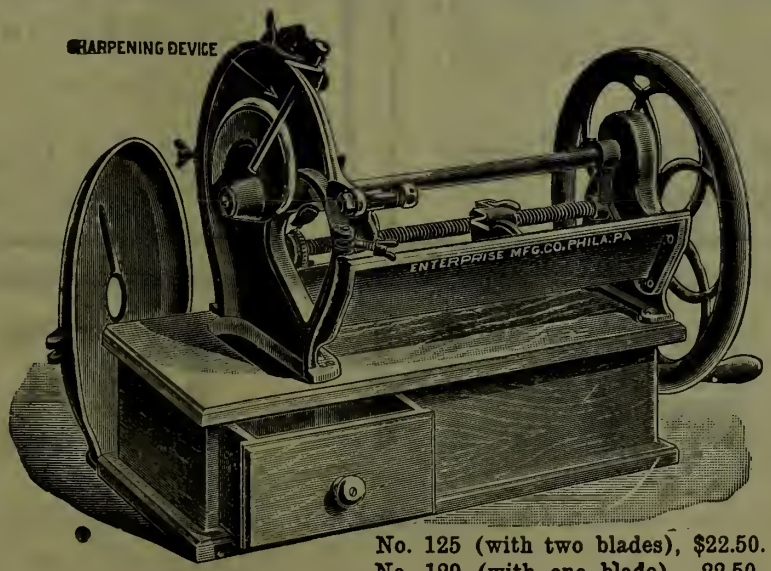
Grocers testify that when they install the

"ENTERPRISE"
Rotary Smoked Beef Shaver

sales of smoked beef showed a marked increase.

Of course they did.

The easier you make selling and buying—the better for business.



No. 125 (with two blades), $22.50.
No. 129 (with one blade), 22.50.

Observe the Sharpening Device, the drawer for storing sliced beef; note that the feed is readily regulated to cut from the thinness of tissue paper to 1-8 inch for the No. 125 and from 1-40 to 1-4 inch for the No. 129.

"Enterprise" Smoked Beef Shaver No. 23, Japanned, at $8.00; cuts evenly with a pendulum stroke.

Write for our latest catalogue of "Enterprise" goods for grocers.

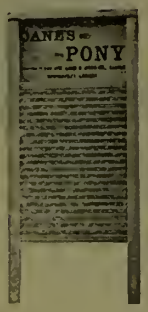
The Enterprise Mfg Co., of Pa.
Philadelphia, U.S.A.

New York
21 Murray Street

San Francisco
544 Van Ness Ave.

BUILDS BUSINESS

It Pays to Sell CANE'S Washboards



because they are the best-made washboards on the market and are as good as washboards can possibly be made.

Made in ten different styles and grades to suit every class of demand.

These goods are rapid and constant sellers everywhere and never fail to please the women.

Ask your jobber for Cane's Woodenware.

The Wm. Cane & Sons Co., Limited
NEWMARKET, ONT.

THE ONE SALT

you can guarantee to be absolutely pure, and free from adulteration, grit or bitterness---is

WINDSOR SALT

Nearly everybody uses it in preference to any other salt.

The Canadian Salt Co., Limited
WINDSOR, ONTARIO

EVERY CAN

GUARANTEED

St. Charles

Evaporated Cream

BETTER PROFITS
MORE SALES
SATISFIED CUSTOMERS

With a Good Stock of St. Charles

St. Charles Condensing Co.
INGERSOLL, ONT., CANADA

JAPAN TEAS

We now have New Ones on spot, just arrived. Jobbers please write for samples.

S. T. NISHIMURA & COMPANY
MONTREAL & JAPAN

THE FAMOUS DAYTON SCALE

More DAYTON SCALES sold than all other makes of COMPUTING SCALES combined

Acknowledged by all to be the BEST SCALE in the world, AND, being the BEST, it has been imitated.

We ask merchants to protect themselves by insisting on having the DAYTON SCALE, for the imitation is never as good.

NOTE THE LOW PLATFORM

This scale is ABSOLUTELY AUTOMATIC, is a TOTAL ADDER and all weighings are given on the Chart in CENT GRADUATIONS.

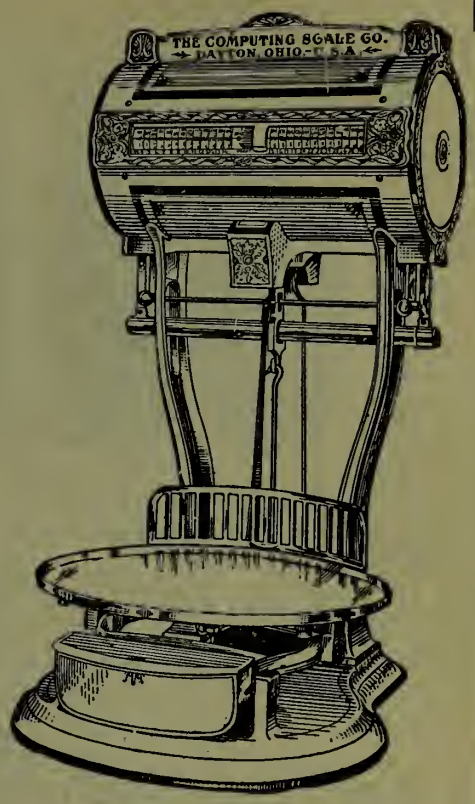
MADE IN CANADA

Sold on EASY PAYMENTS, no interest charged.

Send name and address and we will have one of these FAMOUS SCALES demonstrated to you.

The Computing Scale Co. of Canada, Limited

164 West King Street, TORONTO, ONT.



Dayton Moneyweight Scale
Note the low platform

BANNER TRADE MARK.

Burners

Quality and Price.

We Defy Competition.

See Our Goods and Get Prices.

You Shall be the Judge.

Ontario Lantern & Lamp Company, Ltd.

Hamilton - - Ontario

BANNER TRADE MARK.

Perfection Cheese Cutter Made in Canada

Every Slice is a Fresh, Even Cut.

Accurate in Weight. Pleasing to the Eye.

It pays to buy a Perfection Cutter.
It is built to last; made substantial and strong.
It prevents overcuts, scraps and waste.
It saves its cost in time, labor and money in less than twelve months.

Patented and Manufactured by

The American Computing Co. of Canada

Hamilton, - Ontario

SOLD BY THE WHOLESALE GROCERS.

Crest Brand Olives

The Best

There's a Way

of getting hold of the better class trade (the most profitable trade to corner), and the feature 'quality' must loom large in any effort you are making to this end. Sell

"Crest" Brand Olives

They are 'quality' right through. Only the finest picked fruit from the best sources is used and it is preserved with the utmost skill and care.

Don't fail to keep a liberal supply on your shelves. If your jobber can't supply you, write us direct.

Canada Spice & Grocery Co.
Limited
London, Ontario

O·K

ENGLAND'S LEADING FRUIT SAUCE

25 years' reputation, and the only sauce backed up by a purity guarantee of

1000 GUINEAS

Sells at 15 cents and 25 cents

BE WARY OF IMITATIONS

SAUCE

George Mason & Co., Limited

Sole Manufacturers - - - LONDON, ENG

Sole Canadian Agents
S. T. NISHIMURA & CO.
MONTREAL

SUB-AGENTS:—
Toronto, Ont.—Geo. Stanway & Co
Hamilton, Ont.—James Somerville
Ottawa, Ont.—H. D. Marshall
London, Ont.—Wm. G. Coles & Co.
Quebec, Que.—A. Francois Turcotte
Kingston, Ont.—James Craig

MADE IN CANADA

SUPERFINE LINEN RECORD

Perfect conditions of manufacture have been largely responsible for the excellence of

Superfine Linen Record

Made in all Weights and Sizes

WHITE, AZURE and BUFF

SAMPLES FURNISHED ON REQUEST

THE ROLLAND PAPER COMPANY, LIMITED

GENERAL OFFICES:
53 St. Sulpice Street
MONTREAL, P.Q.

MILLS AT
ST. Jerome, P.Q.

Quaker Brand Salmon

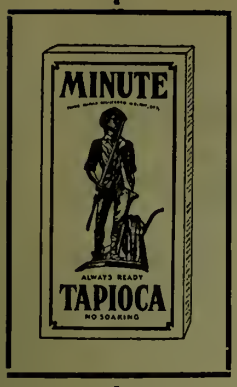
Your trade needs a consistently high-class of canned goods. You cannot afford to allow inferior grades to go to your customers.

One trial and yourself and your patrons will both insist on QUAKER BRAND.

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal



The "All-night-soak" Eliminated

By no means least among the reasons for the great popularity of **MINUTE TAPIOCA** are the speed and ease with which it is cooked. It requires no soaking. Fifteen minutes cooking of **MINUTE TAPIOCA** produces a pudding that in taste, nutriment and good appearance would tickle the palate of a Prince.

Tell your women customers about the tastiness, convenience and nice appearance of **MINUTE TAPIOCA**. Recommend it as an ideal Summer Dessert—*then watch your sales mount up.*

ASK YOUR JOBBER FOR MINUTE TAPIOCA

Minute Tapioca Co. - Orange, Mass.

YOUR PROFITS

in the handling of your perishables, such as butter, eggs, etc., are secured if you are using an

ARCTIC Refrigerator

The 'Arctic' is the 'last word' in scientific refrigerator construction, and is moreover a handsome ornament to any store.

Arctic Refrigerators for All Purposes.

JOHN HILLOCK & CO.
Queen and George Sts., TORONTO
Agents for Western Provinces: Ryan Bros., 147 Bannatyne Ave., Winnipeg

White Mop Wringer

always proves a splendid seller, because it does all we claim for it.

It never disappoints. Wrings drier and easier than any other device.

Each one sold is YOUR advertisement, creating more sales.

Watch for TRADE-MARK below; it stands for excellence.

Write for Details. Made in Canada

White Mop Wringer Co.,
FULTONVILLE, : N.Y.

—BUY—

Star Brand

Cotton Clothes Lines

—AND—

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

"BLUENOSE"

You can buy no better butter in tins. None so good for the money. Invaluable to hunting and fishing parties.

Smith & Proctor, Sole Packers Halifax, N.S.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

British America Assuraoce Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

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W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - -	$1,400,000.00
ASSETS - - - - - - - - -	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

Imported Canned Goods

The superiority of the "SOLEIL BRAND" canned fruits and vegetables is universally admitted. This is especially noticeable in the line of giant and normal sizes Asparagus and also in the line of Artichokes bottoms.

The line comprises:

VEGETABLES

Petits Pois
Giant Asparagus
Whole Asparagus Extra
Asparagus Tips
Beans
Artichokes Bottom
Medleys of Vegetables
Cut Carrots
Celery Ribs
Spinach
Soups of all kinds

FRUITS IN SYRUP
GLASS JARS

Apricots
Pineapple
Strawberries
Peaches
Raspberries
Preserves and
Jellies of all kinds
in glass jars

Book your orders now, as both p ices and qualities are O. K.

DISTRIBUTORS FOR TORONTO

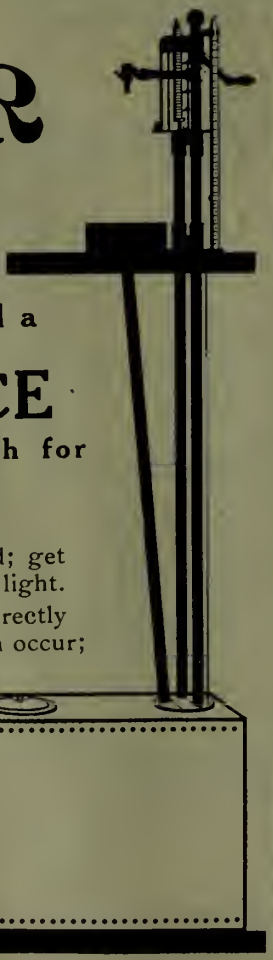
EBY-BLAIN, LIMITED, TORONTO

BOWSER

Self-Measuring OIL TANKS afford a

CONVENIENCE

that alone is reason enough for installing the system.



"The convenience is mutual

My customers are better and more quickly served; get clean oil of better quality that gives a firmer, clearer light. The barrels are easily emptied; the oil is measured directly into the consumer's can; no slopping nor spilling can occur; the odor of oil is not found in the store.

Modern CONVENIENCES mean time and money. They draw and hold trade."

Catalog 5-K contains full information regarding Bowser Outfits.

S. F. Bowser & Co., Ltd.

66-68 Fraser Ave., Toronto, Can.

Turn Your Losses into Gains

By adopting the one plan that will enable you to handle credit customers successfully and make them just as safe as the cash buyers.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by

ALLISONCOUPONCO., Indianapolis, Ind.

Remember it is more what you get for what you pay than what you pay for what you get that determines whether your business will be successful.—Poor Richard

A Toronto grocer started business away back in 1835 with a strong and steadfast belief in the sale of first-class goods at a fair price as the only basis for building sound trade. To-day this store is one of the largest in Toronto and a national reputation has been established for reliable goods.

Two years ago two young fellows started in to revolutionize the grocery trade in their section of this city. They offered goods at "cheap" prices, but soon found that they could not do this and yet sell first-class merchandise. In their efforts to please the bargain hunters they sold cheap lines. Their goods gave poor satisfaction. They built no permanent trade. Last week the Assignee's sign was on the door.

Yearly sale over 20,000,000 packages

"SALADA" never competes with any firm in price but in the matter of QUALITY always. Could anything benefit you more than to compete with your opposition in the QUALITY of the tea you sell? Make "SALADA" the leader in your tea department and you will realize the value of this suggestion.

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Some Light on Trade Troubles in Selling Sugar

What the "Sugar Question" Is and Some of the Contentions of Wholesalers—Will the Second Grade Cane Sugar Be Eliminated?—This is What Members of the Trade Would like to See—Cannot Sell It Profitably They Say—Retailers' Orders Accepted by Travelers In Case Market Advances.

At the present time the trade is talking about "the sugar question."

This is a rather complicated question when one considers the various grievances of all the parties interested. The wholesalers maintain that the sugar business is on a pretty bad basis. They have grievances against each other, the refiners and retailers.

One of the troubles as outlined by a wholesaler is the selling of second grade cane sugar. This sugar, he said, is sold on a gross margin of profit of 3 per cent. to compete with beet-sugar. He maintains that, since it costs the wholesaler 8 or 9 per cent to do business, there is a good deal of money lost in selling this grade. What he wants to see is the elimination altogether of the second grade cane sugar.

Accuses Retailers of Fraud.

In this connection another wholesaler had a complaint to make on moral grounds against some retailers. They buy this second grade sugar, dump it into No. 1 barrels, and sell it as No. 1 at reduced prices. This he claimed to be a fraud on the public. Others a little less unscrupulous made it "half and half" and sold at reduced prices which affected their competitors who were honest and who desired to make a little profit.

It is well known to many retailers that when the price of sugar advances they can frequently buy at the former price. Travelers either book their orders for 25 or 50 bags on condition that the market goes up within the week or they will call them up by phone just after the advance and offer them sugar at the figure.

Retailers are often amused at this regularity of travelers of practically every wholesale house in their districts. There is always a competition on to see who breaks the news to the retailer first—the winner gets the order 9 times out of 10 if the grocer is in any kind of a recipient mood.

A wholesale house told The Grocer that frequently orders were received by them amounting to some 600 barrels at the old price just after the advance occurred.

There was a suggestion thrown out at one of the wholesalers' conventions that sugar orders be filled at the price existing when the order reaches the house.

Wholesalers Want Lower Price.

The representative of one of the refineries said that the same question existed between them and the wholesale trade. When sugar advanced the wholesalers very frequently were willing to buy considerable quantities at the old price. He further declared that the wholesale trade were not living up to the Equalized Rates code which says that all orders taken by salesmen shall be billed at the price ruling when the order is taken.

Some wholesalers think that they should have a better profit on No. 1 grade. At the present time they allow the retailer 1 per cent. off for cash if the account is paid within 10 days from date of invoice.

In connection with travelers calling up retailers by phone, wholesalers sending telegrams to retailers, and the booking of orders in advance provided sugar takes a rise, there is the statement that the retail trade is often loaded up with sugar most of which is dead stock for a considerable time. This, it is claimed, frequently aids in the failure of retailer and particularly if he is in the habit of buying large quantities of other goods as well.

The question is therefore a many-sided one and presents features which are interesting to manufacturers, wholesalers and retail dealers in sugar.

TEA PRODUCTION AND CONSUMPTION.

The increase in the production of tea and the consumption per capita is shown in the following table, taken from an article from the London Economist:

Year.	Total.	Per Capita.
1866	102,265,000	3.42
1876	149,104,000	4.49
1886	178,891,000	4.92
1896	227,785,000	5.73
1906	270,099,000	6.18
1907	273,990,000	6.20
1908	275,415,000	6.18
1909	283,550,000	6.30

Things That Shouldn't Be

A Clerk Who Has a High Regard for Cleanliness Will Not Wipe His Face With His Apron.

Toronto Grocers Had Enjoyable Trip to Cobourg

The Twentieth-Fifth Annual Picnic of The T.R.G.A. was a Splendid Success—Weather Was Fine and Travelers Were Defeated in The Ball Game by 14-4 — Nothing Occurred to Mar the Pleasure of a Delightful Outing — Visitors Were Given the Freedom of the Lakeside Town.

(Staff Correspondence.)

Toronto, June 23.—Native runners arriving late this afternoon from Cobourg convey the intelligence that the lakeside town has almost resumed its usual quietness recently disturbed by the invasion of the Toronto Retail Grocers' Association on Wednesday, June 15.

It was the occasion of their 25th annual excursion and as they have grown in years they have likewise ripened in experience with the result that they have fun-making down to a science. In this regard they were aided and abetted by many Knights of the Grip who apart from their ability to sell soap, spice and clothes lines are past masters of the art of provoking mirth.

Mayor Field at the head of a civic delegation met the grocers and their one thousand excursionists, when the good ship Turbinia tied up at the Cobourg dock, and in a graceful speech extended the freedom of the town to the invaders who accepted it with pleasure and an "I thank you."

Then did the show commence. It must be noted, however, that the Weather Man was in the best of humor and dispensed a brand of sunshine that warmed the hearts of everyone and kept Dave Clark close to the water pail. It has since been learned that Brother Bond at the last meeting of the committee, was deputed to see what could be done about guaranteeing a fine day. To carry out his task it is stated that he paid an official visit to Old Sol, who for weeks had been sulking, told him a couple of funny stories that put the old fellow laughing, and at the time of writing he is still smiling.

Of the simultaneous attacks on the various hotels there is not much to be said. The invaders literally swept all before them, stormed the dining-rooms and left only ruins behind. There was a noticeable tendency to tarry on the part of the committee who had charge of the sports, dinner having almost incapacitated them. Finally, however, a long 'bus swung down the street with Frank Johnston on the end seat, megaphone to his lips heralding the announcement that the main show was about to begin.

Some of the Fast Runners.

The sports and games claimed the attention of the crowd at Victoria Park. The events were numerous and were well contested, some of the finishes being of the keenest. The number of incidental amusing occurrences were grateful interpolations. Space will not permit recording all the results, but the Hall of Fame must be opened for some of the principal events.

100 yds., members only—1, R. Davies; 2, C. F. Thorne; 3, J. M. Cork.

50 yds., members over 45 years—1, T. Clarke; 2, D. W. Clarke; 3, D. McLean.

One quarter mile, members handicap —1, D. Bell; 2, C. F. Thorne; 3. D. W. Clarke.

Wholesale merchants' 100 yds.—1, E. McBride; 2, J. Smith.

The relay race was a hummer. It was a quarter mile with each team consisting of eight men, four grocers and four travelers. It was probably the best event of the day and the winning team did well to win out. The winners were Messrs. Ford, Bone, Kingston, King, Thorn, Smith, Harding and Elton.

The Ball Game.

But the event, par excellence, the head liner, the big attraction was the baseball game, Grocers vs. Travelers. The former entrusted their destiny to Bob Davies and during the five innings of play the travelers had a busy time of it. Everybody enjoyed the ascension and Dave Clark, the official scorer growing tired of chalking down the runs, implored the grocers to desist, which they finally did when the score board showed 14 runs to 4, with the commercial men on the short end of the teeter. Even the close friends of the grocers were somewhat doubtful regarding what the score would be and Bob Davies himself scarcely looked for a walkover. The ball was as big as a pumpkin before it behins to turn yellow, and the bat was no thicker than a fat broomhandle. For four innings the game was a whirlwind with all kinds of excitement of which the umpires contributed no small part by their decisions and their efforts to escape slaughter at the hands of an infuriated multitude. They were lured back again, however, each time and all went as merrily as a marriage bell.

The grocers lined up as follows: F. Thorne, 1b.; H. Johnston c., R. Davies p., T. Gould 3b., J. M. Cork c.f., T. Clark 2b., J. Williamston rf., J. Burns s.s., Carlton lf.

A Great Catch.

Thorne was the "Grimshaw" of the game, driving the young balloon deep and hard for three runs out of four times up. Stevens the travelers' box artist was easy for the grocers, who gave evidence of considerable ability. Jerry Burns distinguished himself by catching a screamer straight from the bat. It stuck in his hands like gum and retired the travelers who had the bases full, but two men were down. Jerry likewise found himself on first and a wild throw went far over the baseman's head. He was half pulled, half helped around the circuit stopping at each base only to be started again by Thorne. After the game, President McLean wired the result to the New York papers, at the same time filing a claim to play for the World's Championship during the coming fall. In the golden book of time, therefore, is written a vivid account of the victory at Cobourg, but the travelers state that it was hardly a square deal to invite them to the outing, challenge them to a game and conclude by "beating their heads off."

The return trip was particularly delightful and almost at midnight the final curtain dropped on the last scene of a comedy that everyone enjoyed.

Heard on the Side.

A record, and a little better than the best.

The committee looked "nifty" in their yachting caps.

Heard frequently on the hurricane deck from a party of the fair sex, "Oh, you Charlie Kimpton."

Considerable anxiety was felt for the safety of Dick Van Loon, who disappeared shortly after the boat's arrival. However, he had only slipped around the corner to buy a dog.

David Bell—applause from the gallery —won the coveted gold medal, beating out a whole field of fast men in the ¼-mile stampede. He will wear it on his evening suit at the next "at home.'

In a coffee manufacturer's guessing contest—coffee beans in a tin—many of the guesses qualified as "has-beens."

A note in passing re the "Harrigan Club." They sang all day and are probably singing yet. Their efforts were enjoyed although at times the tenor shot off at a tangent.

Jack Beaumont, the secretary, got away with a lot of hard work that was appreciated.

Dave Clarke, better known as "Ear Clipper," made an ideal starter in the racing events.

Tom Clarke caught the "lydies" at the tape. He had offers for all kinds of help, but intimated that he could look after his duties all right.

That little cabin on the hurricane deck! It was the committee room. You know, where they count the coin, discuss the weather and—other things.

The soap race was a hummer, and was well arranged.

Frank Johnston and W. C. Miller, the megaphone artists, may apply for positions on the Toronto or New York police force. As cops of the race course they were big hits.

The millionaire residents of Cobourg heard that Lord Charles Beresford was in their midst, but on enquiry they discovered the stranger to be J. S. Bond, who closely resembles "his nibs."

Tea and baking powder hats were conspicuous and made the committee "sore" on account of the similarity to their dinky yachting caps.

Tom Vance has at last left off that old time and well known two-piece suit. His little nephews sang songs before a large assembly on the top deck.

Dave Bell was right at home in Cobourg. That is where he spent his apprenticeship days.

The knights of the grip who really make a noise were all there. They mix well with any crowd and as fun makers they have it on the best circus jesters that eper swung a slap stick.

Dave Radcliffe, "The Euchre Fiend" and other associates such as Fred Mason, Charlie Collins, John Butcher, Milton Cork, Geo. Crosbie, Jack McBride, Jack Wright, J. Balfour, Sam Richardson and others, could be found trying to play lone hands.

Don McLean, the president, was as happy as a lark and de-lighted with the outing.

LAKE OF THE

OODS BUILDING

WOODS
COMPANY

WOODS
ANY, Ltd.
AL

THIS, Brother Grocer, is our New Building. ¶ After twenty-one years in the "other man's" house, we have moved into Our Own. ¶ Could we have chosen a better time than our Twenty-First Anniversary—the year of our Coming of Age? ¶ For several years past we have felt much like the small boy whose clothes are getting too tight due to his getting too big. So, in a sense, we have "grown" into our new quarters. ¶ To-day our feelings may be compared to those of the industrious retailer who, after many years of wishing and striving, sees his fondest ambitions realized—beholds himself installed in a nice, new store of his own, from cellar to attic his own. Maybe you have experienced the feeling. ¶ We might tell how our Business has grown and the wherefore—how Quality was a watchword, Confidence the basis, Square-dealing the corner-stone. But we shant. ¶ Give a peep to the opposite page. There, Brother Grocer, stands a monument to the Success of our Retailers, to the Satisfaction of their customers. ¶ Our Success is based on Yours. Without You we would have failed. So we thank you. From now on we are Optimists. ¶ And when you happen in Montreal, we want to see you, chat about things. You'll come in, won't you? For we like to talk business with a Business Man. We shant mention FIVE ROSES at all, at all—unless you start the floury topic first. ¶ We have all the space we need to make "Better Service Best"—mean to. ¶ And we're awful proud of our bright, new workplace. Won't you congratulate a fellow?

London Grocers Annual Outing a Success

Took Large Crowd to Detroit Where the Day was Spent in Many Different Ways—Provided Lunch on the Train for their Guests Who had an Enjoyable Day—Some of the Little Incidents of the Trip—Jottingsfrom Along the Line.

London, Ont., June 22nd, 1910.—The annual excursion of the London Retail Grocers' Association was held on Wednesday, June 15th to Detroit, Mich., and proved a success from every viewpoint. The special G.T.R. vestibule train left the city at 7.30 a.m. and arrived in Detroit at 10.30 o'clock after a splendid run when it is remembered that there were 14 coaches and a baggage car. The latter was fitted up as a buffet car where the grocers looked after the inner wants of their friends. Everything was free and the Grocers proved themselves generous hosts. The lunch included oranges, hananas, sandwiches, olives, old cheese, biscuits, pickles, etc. and all kinds of soft drinks and tobacco. The ladies were not forgotten by the committee who passed fruits, sandwiches, etc., to all on board. Souvenir packages of chocolates and biscuits were passed around to all the ladies by the representatives of the manufacturers.

Arrival in Detroit.

After the arrival of the excursionists in Detroit, most of them took the boat to Belle Isle where they enjoyed an auto trip around the island. The boys had hard work to keep Joe Beechey and Norman Ripley from taking the young seal from the Aquarium with them. Jim Wilkey said he never did like fish because they were always thirsty. After dinner, all the boys wended their way to the ball game between Detroit and Boston. They were sadly disappointed however, by the trouncing the Tigers received, 8 to 3 being the score. Mullen, Detroit's star pitcher was batted all over the garden. Alex. Boyd said he could see better ball in the Eastern league. This was the first time Alex. accompanied the Grocers on their outing, succeeding his namesake Joe Boyd, who the Grocers are sorry to learn, is leaving for the west. However, they are pleased with his successor. Fred Tobias was a welcome visitor. At the hall game he could he heard alright, hut not seen. He was not only right at home with the boys, but was a general favorite with the ladies. They seem to like his curly hair. Ed. Ryan and Tom Ranahan were the singing comedians in the baggage car. Everybody helped them in the chorus especially with "Has Anyhody Here Seen Kelly?" Clem Garvey was out looking up something new to the trade and bought a bottle of nuts in Maraschino which he said were fine.

Clem left them behind. He met some girls and forgot all about the parcel. By the way, Clem made a fine speech in the baggage car on the return trip. President C. W. Summers and Treas. Thos. Shaw also responded, the crowd singing "They are Jolly Good Fellows." Too much praise cannot be given Bob Ross and Boh Collins for the way they served out the good things in the baggage car. They are a great team, always jolly and springing something new in the joke line. This is the the third year for the two Bobs and the Grocers hope they will have their company often. E. F. Reed and Tom Haskett were among the hardest workers on the train and needless to say made a hit with the fair sex. Dick Donaghy says passing out tickets is harder work than it looks.

Home Again.

The return trip was made in good time. Special street cars were at the station to take the tired but happy crowd to their homes after one of the most enjoyable outings in the history of the local retail grocers' association. The committee that had charge of the arrangements was composed of Pres. C. W. Summers, Vice-pres. Jas. Haskett, Treas. Thos. Shaw, Sec. Cyril Hayes, R. A. Ross, R. J. Donaghy, Ed. Bodkin, Frank Paull, Fred, Travers, M. A. Young, J. A. McFarlane, Ernie Shaw and E. J. Ryan. The Grocers presented Hughie Jennings, manager of the Detroit ball club with a box of cigars which the Tiger leader passed around to his cubs.

WANTS GROCERS TO ORGANIZE.

Some of the Important Questions That Could Be Ventilated.

In referring to the recent convention of wholesale grocers in Toronto and the address of E. F. B. Johnston, K.C., the Barrie (Ont.) Saturday Morning says relative to Barrie grocers:

"The question might he asked: Should Barrie have a retail grocers' association? The majority of towns of the size of Barrie, in Ontario, have such an association, under whose auspices are held grocers' picnics and the like. If Barrie had such an association many subjects could be taken up, such as the half holiday, a betsystem of delivery, which is realized by all to be one of the most expensive parts of the grocery trade. Cities and large towns adopt certain rules, goods ordered at certain hours go out at a stated delivery. At present in Barrie small orders are requested to be sent all over town at any hour of the day. A campaign of systematic huying would prove heneficial to buyer and seller. The writer has in mind a town in southern Ontario not half the size of Barrie, where not a single husiness firm has a delivery rig, all deliveries heing made by a firm who make a specialty of delivering goods, at stated hours—at a cost to the store-keeper away below the up-keep of horses, rigs or delivery boys—and, what is of prime importance, the work is satisfactorily done.

"The dry goods departments, in July and August, their slack season, have forced or persuaded the grocers into giving a half holiday during the two slack months. It so happens that the dry goods men's slack months are the grocers' busy months, heing the fruit season. A grocers' association would have something to say along this line.

"It is expected that a meeting of the retail grocers of the town will be held in the near future. There are some 32 grocery establishments in town, which is a large proportion of the retail traders.

"Getting hack to the puhlishing of Mr. Johnston's address, it may he noted that the convention was so well pleased with it, that 5,000 copies were ordered printed, to be distrihuted amongst the retail grocers of Ontario."

TRADE NOTES.

Many New Stores Opening in the West—Recent Business Changes Throughout the Dominion.

Ontario.

The People's Grocery have opened a retail business at Fort William, Ont.

H. E. Foster & Co., grocers, Fort William, Ont., have sold to J. A. McKenzie.

E. C. Armand, grocer, Arnprior, Ont., has purchased a meat slicer at a cost of $150.

William Syrie, who recently retired from the Waterous Engine Works has purchased the grocery business of John Huffman, Brantford.

Western Canada.

Geo. Spray has opened a general store at Morse, Sask.

Philip Mohr has opened a grocery store in Winnipeg, Man.

M. W. Urquart & Co. have opened a general store at Tofield, Alta.

E. H. Mitton has opened a grocery business at Edmonton, Alta.

H. W. Reid has purchased a general store business at Sperling, Man.

A. McKinnon, grocer, Saskatoon, Sask., has sold to H. & C. Priest.

Calder & Co., general merchants, Reston, Man., have sold to J. B. Forrest.

Joseph Frizell has opened a grocery store at South Hill, Moose Jaw, Sask.

Mrs. J. Naiman, general merchant, Chortitz, Man., has sold to H. Bronstone.

Gerhard R. Adams has opened a grocery and fruit business at Osler, Sask.

Ayling & Hughes, grocers, Cedar Cottage, B.C., have dissolved, Ayling to continue.

Hough Bros. and Wickware Co. have purchased the Stitt general store at Angusville, Man.

Cameron & Heap have taken over the wholesale grocery business of G. F. & J. Galt, Prince Albert, Sask.

It is learned that the McKinnon Co., Weyhurn, will huild a large departmental store which will be of solid brick with steel structure.

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AN EARLY CLOSING WAVE.

There is a great wave of progress passing over the continent so far as early closing among the retail trade is concerned.

"Shorter hours" is the slogan and converts among merchants are reported every week. There is just now a proposition before the Hamilton Retail Grocers' Association to close during the summer months on Saturday night at 9 o'clock and if we are to judge from the progressiveness of this association it is likely that results will be seen at their next meeting when the question comes up for final disposal.

Grocers in all parts of Canada are freely admitting that there is no money in late hours. So far as inconveniencing the public is concerned, they say that the public are easily educated and, in fact, consider a merchant in a better light in a great many cases if he is more independent.

There is little sense in working until 11 o'clock on Saturday night if as much business can be done before 9—and if your customers can be educated to shop before nine, why not educate them to do it?

THINGS TRAVELERS SHOULDN'T DO.

The series of cartoons on things that should not be done by travelers is creating considerable interest.

In connection with the recent caricature of a traveler who was puffing cigar smoke in the face of a retailer, one knight of the grip tells of a somewhat similar occurrence.

He had just stepped into a store where there already was a young traveler talking to the merchant. Presently a woman came in, and while the grocer was serving her, the young traveler filled his pipe, lit it, and began puffing smoke about the heads of both woman and merchant.

The result was that that traveler secured no order, and, moreover, the grocer remarked to the competitive salesman who had watched the whole proceedings, that the firm he represented would never have another order from him so long as they sent out the young man in question.

No one will condemn a man for smoking, but there are times when it is undesirable for travelers to do so. The above was one.

GETTING TOGETHER.

At recent conventions wholesale and retail grocers have had conferences for the purpose of discussing the elimination of trade abuses and ways and means of improving business generally.

This is the right idea. It is in keeping with the spirit of the age, which is to "get together." The day has passed when one man will refuse to discuss his methods with a fellow worker, for it has been proved that by associating with one another we not only exchange thoughts but develop the original ideas which we were formerly in the habit of hugging to ourselves and working out as best we could. The other fellow has had experience that we have not had, and we have learned by the sad lesson many things which he has not. A talk over the common subject clears the atmosphere, saving time and money.

Trade conventions are excellent. They should be encouraged by bumper attendances. Frequently a merchant can make a good deal more money at a convention than he can at home, in that he will learn much which otherwise he may have to experience.

WHAT QUALITY IN TEA DOES.

In the matter of the price of teas the Canadian consumer has been rather fortunate during the past 15 or 20 years. While tea has gone up in price to the retailer and jobber in that time, the consumer gets it at practically the same price.

Instances are many where retailers to-day are buying teas at 18 cents which they would scarcely look at a few years ago at 11 cents.

Too many retailers view the selling of tea with indifference and to this may be attributed the losses of many customers in tea and even altogether.

The majority of people enjoy a good cup of tea and are willing to pay for it. Inferior teas may attract some on account of cheapness, but the bulk of the public want quality.

Grocers should aim so far as possible to cultivate a taste in everyone for the better class. If they do this they are more likely to get repeat orders and to hold their custom—if not all the better class. In making a sale it is wise to assume that others are using a tea of quality. You are more likely to sell a customer the same kind—and you not only satisfy her palate, but increase your profit as well.

CHANGE IN SHIPPING TIME.

A recent order of the Grand Trunk Railway anent the shipping of freight from Toronto has caused a number of manufacturers and jobbers in that city to request that merchants ordering goods for prompt shipment try to get the orders into Toronto before noon; otherwise it will be almost impossible to fill the order and ship the goods the day of receipt.

The railway's order, which went into effect on May 23, states that no goods will be received for shipment arriving at the freight sheds after 5 o'clock in the afternoon. Up to that date goods were accepted up to 6 o'clock. It was then possible to fill and ship the same day orders received before 3 o'clock in the afternoon; but now, owing to earlier collections, 1 o'clock is the latest hour.

As jobbers are frequently requested to hold shipments for enclosures from other houses, the new rule may work hardships by making it impossible for the goods for enclosure to be made up and sent to the shipping house for enclosure in time for that day's delivery.

General merchants ordering goods from Toronto houses will do well to remember this change when sending orders.

EVERY LITTLE HELPS,

Frequently there are articles in The Canadian Grocer which will bear reproduction in the newspapers, with good results.

Not long ago The Grocer published an article on the advisability of all merchants dealing at home, instead of with the catalogue houses. It was pointed out that grocers often send out of the town for dry goods, and the drygoodsman for groceries, etc.

It has since come to our notice that several newspapers throughout the country reproduced the item upon request of some of the grocers. In addition to printing it, editorial reference was made to the principle, which cannot fail to have a good effect.

Merchants should be on the watch for everything that will tend to place trade on a better basis. The higher business plane cannot be reached all at once; it takes time, and every little helps.

The Markets—Opinions Agree Re Salmon Prices

Good Business Reported—General Trade Has Been Greatly Assisted by the Weather—Berry Crop is Reported Heavy and Should Make Big Demand for Sugar — Seasonable Articles are Moving Rapidly — Canned Vegetables Selling Well With a Scarcity in Peas Experienced—Surmises on Opening of Salmon Market.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Raw Sugar—Firmer.
Cream Tartar—Firm, at recent advance.
Brazils—Half cent lower.
Teas—New Japans on the market.

Montreal, June 23, 1910.

The reeent warm weather has stimulated trade to such an extent that local jobbers report conditions better than in the fall. Business is not confined to any one line but seems to be generally brisk. Colleetions might be improved, but at the same time, taking it all through, the situation is very satisfactory.

Raw sugars are again firm and higher. The situation at first looked as if the weakening would be sufficient to bring down the price of refined, but evidently sueh will not be the case.

The report regarding damaged by frost tomatoes seems to have been well founded if we are to judge by the trade passing at present. The buying has even extended to the other lines of vegetables.

Cream of Tartar seems to be almost impossible to obtain and is holding fully 2c higher than six weeks ago.

Country buyers are beginning to come in much more frequently owing to the roads being in such dry condition at present. Taken altogether the situation looks very promising to local men.

SUGAR—The eondition of the raw market is firmer, both for beet and cane, and prospects look much better for the future. Sales are increasing rapidly, owing to the warm weather now prevailing. No changes seem likely in jobbers, prices for some time to eome.

Granulated, bags	5 15
" 20-lb. bags	5 25
" Imperial	4 90
" Beaver	4 90
Paris lump, boxes, 100 lbs.	5 95
" " 50 lbs.	6 05
" " 25 lbs.	6 25
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 85
" " 100 lb. boxes	5 95
" " 50 lb. "	6 05
" " 25 lb. "	6 25
" " 5 lb. cartons, each	0 37½
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37½
Extra ground, bbls.	5 60
" " 50-lb. boxes	5 80
" " 25-lb. boxes	6 00
Powdered, bbls.	5 40
" 50-lb. boxes	5 60
Phoenlx	5 60
Bright coffee	5 10
No. 3 yellow	5 00
No. 2 "	4 90
No. 1 " bags	4 75

Bbls. granulated and yellow may be had at 5o. above bag prices.

Syrup and Molasses—The market in both lines is very quiet at present and seems likely to continue for some time. Priees remain firm, however, particularly so in molasscs. A few fairly large sales of Barbadoes have been reported.

Fancy Barbadoes molasses, puncheons	0 36 0 38
" " " barrels	0 38 0 39
" " " half-barrels	0 40 0 41
Choice Barbadoes molasses, puncheons	0 31 0 33
" " " barrels	0 34 0 36
" " " half-barrels	0 36 0 38
New Orleans	0 27 0 28
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03
" ½-bbls.	0 03½
" ¼-bbls.	0 03¾
" 38½-lb. palls	1 80
" 25-lb. palls	1 30
Cases, 2-lb. tins, 2 doz. per case	2 50
" 5-lb. " 1 doz. "	2 85
" 10-lb. " ½ doz. "	2 75
" 20-lb. " ¼ doz. "	2 70

Tea—New Japans are now on the local market at about the same prices as for last year's stoek. Matters remain quiet, however, as the quantity here at present is eomparatively small. All lines of teas are firmly held at present prices, with local stoeks light. Inquiry is improving slightly.

Choicest	0 40 0 50
Choice	0 35 0 37
Japans—Fine	0 30 0 35
Medium	0 25 0 28
Good common	0 21 0 23
Common	0 19 0 21
Ceylon—Broken Orange Pekoe	0 21 0 40
Pekoes	0 20 0 22
Pekoe Souchongs	0 20 0 22
India—Pekoe Souchongs	0 19 0 02
Ceylon greens—Young Hysons	0 20 0 25
Hyson	0 20 0 22
Gunpowders	0 19 0 22
China greens—Pingsuey gunpowder, low grade	0 14 0 18
" " pea leaf	0 20 0 30
" " pinhead	0 30 0 50

Coffee—The trade is fairly busy at present, which is encouraging for this time of year. Prices are unchanged but show considerable firmness. Stocks arc none too heavy.

Mocha	0 18½ 0 25	Santos	0 14 0 17
Rio, No. 7	0 10 0 12	Maracaibo	0 15 0 18

Spices—The spice business is still booming. Such a eontinuous run of business for this time of year is a very encouraging symptom, and is rather unusual for this time of year. Cream of tartar continues extremely scaree and is holding two cents above prices of six weeks ago. Ginger and peppers are held very firmly.

	Per lb.		Per lb.
Allspice	0 13 0 18	Ginger, whole	0 15 0 20
Cinnamon, whole	0 16 0 18	" Cochin	0 17 0 20
" ground	0 15 0 19	Mace	0 75
Cloves, whole	0 18 0 30	Nutmegs	0 30 0 60
Cloves, ground	0 20 0 25	Peppers, black	0 16 0 18
Cream of tartar	0 23 0 32	" white	0 20 0 25

Dried Fruits—There is a considerable searcity of Valeneia raisins this week, and priees are very firmly held. Other lines are quiet. In fact, trade in dried fruits is pretty dead just at present.

Currants, fine filiatras, per lb., not cleaned	0 05½
" " " cleaned	0 06½
" Patras, per lb.	0 07½ 0 08
" Vostizzas, per lb.	0 08 0 09
Prunes—	
40-50	0 09
50-60	0 08
60-70	0 07
70-80	0 06½
80-90	0 06
90-100	0 05½
Raisins—	
Australian, per lb., (to arrive)	0 08½ 0 09
Old seeded raisins	0 09
" fancy seeded, 1-lb. pkgs	0 09
" loose muscatels, 3-crown, per lb	0 07½ 0 08
" " 4-crown, per lb	0 08½ 0 09
" sultana, per lb	0 07½ 0 10
Malaga table raisins, Rideau clusters, per box	2 25
Valencia, fine off stalk, per lb	0 05
" select, per lb	0 06
" 4-crown layers, per lb	0 06½

Nuts—The Brazil nut situation has finally shown what was to happen. Priees are ½e lower this week. At first it seemed as if the change would be the other way, but the searcity was evidently exaggerated. Other lines arc quiet except peanuts in which the usual summer briskness is showing up.

In shell—	
Brazils	0 14½ 0 15½
Filberts, Sicily, per lb	0 11 0 12½
" Barcelona, per lb	0 10½
Tarragona Almonds, per lb	0 13½ 0 14½
Walnuts, Grenobles, per lb	0 13 0 14½
" Marbots, per lb	0 12½
" Cornes, per lb	0 11½
Shelled—	
Almonds, 4-crown selected, per lb	0 32½ 0 35
" 3-crown " "	0 31½ 0 33
" 2-crown " "	0 30
" (In bags), standards, per lb	0 26 0 27
Cashews	0 15 0 17
Peanuts—	
Spanish, No. 1	0 12
Virginia, No. 1	0 13 0 15
Pecans, per lb	0 65
Pistachios, per lb	0 75
Walnuts—	
Bordeaux halves	0 28 0 30
Brokens	0 23 0 27

Evaporated Apples—Export trade has let up to a considerable extent but it seems to have had a benefieial effeet on local eonditions, as trade here shows signs of renewed life. The priee for high grade goods is still ranging about 8e.

Evaporated apples, prime	0 08

Beans and Peas—The market for both lines is very quiet at unehanged priees. Export demand is light.

Ontario prime pea beans, bushel	2 30
Peas, boiling, bag	2 50

Riee and Tapioca—Rice is having a fairly steady sale in small quantities. Priees are firm at the recent advance. Tapioea is selling well. Even the higher prices asked for seed is not deterring buyers.

Rice, grade B, bags, 250 pounds	2 90
" " " 100 "	2 90
" " " 50 "	2 90
" " pockets 25 pounds	3 00
" " ½ pockets, 12½ pounds	3 10
" grade c.c., 250 pounds	2 80
" " 100 "	2 80
" " 50 "	2 80
" " pockets, 25 pounds	2 90
" " ½ pockets, 12½ pounds	3 00
Tapioca, medium pearl	0 05½ 0 06

CANNED GOODS

MONTREAL.

The reecnt reports of a damaged tomato crop have stimulated buying very considerably. Nearly all the vegetables have felt the effect.

Canned beef is rather quiet since the

recent advance but other meats are selling well.

Fish are quiet at same prices.

Peas, standard, dozen		$1 05
Peas, early June, dozen	1 07½	1 10
Peas, sweet wrinkled, dozen	1 10	1 12½
Peas, extra sifted, dozen	1 52½	1 60
Peas, gallons	3 87½	3 92½
Pumpkins—3 lb., $1.00; gallon, $3.00.		
Beans, dozen		0 87½
Corn, dozen	0 80	0 82½
Tomatoes, dozen (Ontario and Quebec)	0 85	0 90
Strawberries, dozen		1 50
Raspberries, 2's, dozen		1 80
Peaches, 2's, dozen		1 70
Peaches, 3's, dozen		2 65
Pears, 2's, dozen		1 65
Pears, 3's, dozen		2 40
Plums, Greengage, dozen		1 60
Plums, Lombard dozen		1 00
Lawtonberries, 2's, dozen		1 60
Clover Leaf and Horseshoe brands salmon—		
1-lb talls, per dozen		1 87½
½-lb. flats, per dozen		1 30
1-lb. flats, per dozen		2 02½
Other salmon—		
Humpbacks, dozen	0 95	1 00
Cohoes, dozen	1 35	1 40
Red Spring, dozen	1 60	1 65
Red Sockeye, dozen	1 85	2 00
Lobster Futures—		

½-lb. flats, doz., $2 40; 1-lb. talls, doz., $4.25.
1-lb. flats, doz., $4.50.

Compressed corned beef, 1s	1 80	Minced collops, 2s	2 50
Compressed corned beef, 2s	3 15	Corned beef hash, 1s	1 60
English brawn, 2s	3 00	Corned beef hash, 2s	2 80
Boneless pigs' feet, 2s	3 00	Jellied hocks, 2s	3 50
Ready lunch veal loaf ½s	1 30	Jellied hocks, 6s	10 00
Ready lunch veal loaf 1s	2 40	Paragon ox tongue, 1½s	7 50
Roast beef, 1s	1 80	Paragon ox tongue, 2s	8 50
Roast beef, 2s	3 15	Paragon ox tongue, 2½s	9 50
Stewed ox tail, 1s	1 60	Paragon lunch tongue 1s	4 00
Stewed kidney, 1s	1 50	Tongue lunch, 1s	3 50
Stewed kidney, 2s	2 65	Sliced smoked beef, ½s	1 60
Minced collops, 1s	1 40	Sliced smoked beef, 1s	2 60

TORONTO.

Canned Goods — Every indication points to high prices for good sockeye salmon. Light stocks are reported from all quarters of the world and the new supply is not considered sufficient to go around. Previous statements regarding a light pack as far as Canada is concerned are still supported by authorities. Certain it is that American prices opened at a higher figure than was quoted last year. It is rumored that the opening quotations for Canadian salmon will be from $1 to $1.25 higher than those offered at the opening of last year's season. One wholesale grocer said, "I told you months ago that salmon would be good property and I do not think I made a made a mistake that time."

Regarding canned fruits, the low prices of new fruits that now prevail generally have, of course, sidetracked the canned article for a time. Canned peas are scarce at a high price. Corn and tomatoes are moving freely at full prices.

Beans	0 80	0 90	Red pitted cherries, 2's		1 75
Corn	0 80	0 85	Gallon apples	2 45	2 75
Peas	1 10	1 60	Bartlett pears—		
Pumpkins	0 80	0 90	Heavy syrups, 2's		1 65
Tomatoes, 3's	0 85	0 90	Light " 2's		1 15
Strawberries, 2's	1 42½	1 55	Heavy " 3's		2 40
Raspberries, 2's	1 75	1 85	Light " 3's		1 70
Peaches, 2's	1 60	1 65	Lombard plums, 2's	0 80	0 85
" 3's		2 65			
Lawtonberries		1 65			
Clover Leaf and Horseshoe brands salmon:					
1-lb. talls, dozen		2 00	Red Spring, doz.		1 85
½-lb. flats, dozen		1 37½			
1-lb. flats, dozen		2 15			
Other salmon prices are:			Lobsters, halves, per dozen	2 00	2 25
Humpbacks, doz	0 95	1 00	Lobsters, quarters, per dozen		1 40
Cohoes, per doz.	1 45	1 50			
Strawberries, per case					3 10
Lawtonberries, 2's					3 30
Raspberries, 2's					3 60
Apples, gallon, per dozen					1 40
Peaches, 2's					3 50
Pears, 2's					3 30
Plums, 2's					2 00
Tomatoes, 3's					2 10
Corn, 2's					1 80
Beans, 2s					1 75
Peas, 2's				2 25	2 40

ONTARIO MARKETS

POINTERS—
Canned Salmon—Very strong.
Sugar—Firm.
Raisins—Moving rapidly.

Toronto, June 23, 1910.

The past week has been a little quiet in the trade although the general season is good. Jobbers report extensive business and from all parts of the country the reports are encouraging. The weather has had a beneficial result. The prospects of good crops and the activity that is met generally have had effects upon business that have not gone unappreciated. The fruit season practically at its height as far as strawberries are concerned promises to be marked by a heavy crop. Sugar and other articles are bound to benefit thereby. Canned goods in the vegetable line are in good demand and at stiff prices. As might be expected, canned fruits are for the time being secondary with the majority of people and the new crop figures are likely to be low.

Salmon occupies much attention and opinions do not vary that it is going to open much higher than last year. Nothing definite has been received although speculation has been rife. Salmon is good property and it will not deteriorate from the fact that the run this year is expected to be small. An item in another part of this issue deals with the situation.

Teas are embraced with the goods that are selling well at present. There are many lines of breakfast foods, bottled goods sold as thirst quenchers, lemons, etc., which are particularly seasonable and should not be overlooked. There should be no difficulty in making sales in these lines, particularly with the weather man stirring up the coals above 80 degrees.

Sugar—The market in sugar has stiffened up a bit during the past week before an increased demand. The question of what effect the berry season will have on the demand is occupying the attention of the trade. Advices from the fruit district confirm statements that the crop will be heavy and it has also been said that the season will not be a long one. The idea apparently prevails among the fruitmen that an extensive business will be done, but within a shorter time than usual. Altogether sugar is firmer before an increased demand.

Paris lumps, in 100-lb. boxes	6 15
" in 50-lb. "	6 25
" in 25-lb. "	6 45
Red Seal	7 20
St. Lawrence "Crystal Diamonds," barrels	5 95
" " " ½ barrels	6 05
" " " 100 lb. boxes	6 15
" " " 50 lb. boxes	6 25
" " " 25 lb. boxes	6 45
" " " cases, 20-5 boxes	7 70
" " Dominos, cases, 20-5 boxes	7 70
Redpath extra granulated	5 30
Imperial granulated	5 00
St. Lawrence granulated, barrels	5 30
Beaver granulated, bags only	5 00
Acadia granulated (bags and barrels)	5 20
Wallaceburg	5 20
St. Lawrence golden, bbls	4 90
Bright coffee	5 20
No. 3 yellow	5 10
No. 2 "	5 00
No. 1 "	4 85

Granulated and yellow, 100-lb. bags 5c. less than bbls.

Dried Fruits—The market is steady with trade good. Fancy seeded raisins are scarcer and Valencias are moving rapidly with the price stiffening. Raisins in fact have braced up and are enjoying a good run of business. Prunes continue at firm quotations. Estimates of the coming California crop place the total at 100,000,000 to 125,000,000 pounds. Currants are still unsettled as far as the extent of the new crop is concerned. Prices are now 2s 6d higher than the opening price last year. Peronospora is a disease that is said to have appeared in some places but every kind of protective measure is being effected to protect the crop. A recent letter contained the following, "Holders and growers of currants dream of 1900. We shall see." In the year referred to currants reached a high price. Apricots are rather high. The demand for peaches is light. Nothing definite can be said about the raisin crop yet, but as regards the old stock it is being pretty well sold off.

Prunes—					Per lb
30 to 40, in 25-lb. boxes					0 11 0 11½
40 to 50 " "					0 08½ 0 09
50 to 60 " "					0 06½ 0 07½
60 to 70 " "					0 06 0 07
70 to 80 " "					0 05½ 0 06½
80 to 90 " "					0 05 0 06
90 to 100 " "					0 05½
Same fruit in 50-lb. boxes ½ cent less.					
Apricots—					
Standard					0 14 0 15
Choice, 25 lb boxes					0 15
Fancy, " "					0 17 0 20
Candied and Drained Peels—					
Lemon	0 09	0 11	Citron		0 14 0 17
Orange	0 11½	0 12½			
Figs—					
Elemes, per lb					0 08 0 10
Tapnets, "					0 03½ 0 04
Bag figs					0 03½ 0 04
Dried peaches					0 08 0 08½
Dried apples					0 08
Currants—					
Fine Filiatras	0 06	0 07	Vostizzas		0 08½ 0 09
Patras	0 07½	0 08			
Uncleaned ½c less					
Raisins—					
Sultana					0 05 0 07
" fancy					0 06 0 07½
" extra fancy					0 08½ 0 09
Valencias, selected					0 05½ 0 06
Seeded, 1 lb packets, fancy					0 08 0 08½
" 16 oz. packets, choice					0 07½
" 12 oz. " "					0 06
Dates—					
Hallowees	0 05	0 05½	Fards choiceest		0 10
Sairs	0 05				

Rice and Tapioca—Both rice and tapioca are fairly strong with both lines enjoying a fair amount of business. At this particular season both should prove easy to handle.

	Per lb.
Rice, stand. B	0 02½ 0 03
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 65
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 05½
Japan	0 04½ 0 05
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 05 0 05½

Syrup and Molasses—There is not much to comment upon in these lines. Some business is being done.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz. in case	2 50	Gallons, 6 to case	4 80
		½ " 12 "	5 40
5 lb. tins, 2 doz. in case	2 85	Quarts, 24 "	5 40
		Pints, 24 "	3 00
10 lb. tins, ½ doz. in case	2 75	Molasses—	
		New Orleans, medium	0 28 0 30
20 lb. tins, ¼ doz. in case	2 70	New Orleans, bbls	0 26 0 28
Barrels, per lb.	0 03½	Barbadoes, extra fancy	0 45
Half barrels, lb.	0 03½	Porto Rico	0 45 0 62
Quarter " "	0 03½	Muscovada	0 30
Pails, 38½ lbs. ea.	1 80		
" 25 " "	1 30		

Coffee—The market is not very active. Trade is about normal with no reported features.

Rio, roasted	0 12 0 15	Mocha, roasted	0 25 0 28
Santos, roasted	0 13 0 17	Java, roasted	0 27 0 33
Maricaibo, "	0 14 0 20	Rio green	0 10 0 11

Spices—Nothing of special interest

has developed in the spice market. Prices continue firm.

Peppers, black	0 15	0 18	Cloves, whole	0 25	0 35
" white	0 22	0 25	Cream of tartar	0 25	0 28
" whole, black		0 16	Allspice	0 14	0 16
Peppers, whole, white		0 23	" whole	0 14	0 16
Ginger	0 22	0 25	Mace, ground	0 75	0 80
Cinnamon	0 21	0 23	Mixed pickling spices, whole	0 15	0 16
Nutmeg	0 20	0 30	Cassia, whole	0 20	0 25
			Celery seed		0 24

Nuts—A general good demand exists but nothing exceptional is reported. Almonds in the primary market are firm.

Almonds, Formigetta	0 11
" Tarragona	0 11½ 0 12
" shelled	0 32 0 35
Walnuts, Grenoble	0 13½
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 29 0 30
	0 12 0 12½
Filberts	0 16 0 18
Pecans	0 15 0 15½
Brazils	0 08 0 12
Peanuts, roasted	

Teas—Ceylons are reported firmer with the quality improving. General market is firm.

Evaporated Apples — Demand continues fair. Price has not been affected.

Evaporated apples	0 07½

Beans and Peas—Local trading is about normal. Reports from France mention losses that have been sustained there, the growing crop suffering from the weather.

Prime beans, per bushel	2 10
Hand-picked beans, per bushel	2 25

MANITOBA MARKETS

POINTERS—
Dried Fruits—Stronger.
Sugar—Steady.
Syrup and Rolled Oats—Reduced.

Winnipeg, June 23, 1910.

Trade reports from this centre at this particular time are interesting in that there is a marked change in the ordering. Yesterday the thermometer registered ninety degrees in the shade, and it is obvious the same class of goods that was moving all winter and spring will not be ordered now. Ice cream, soft drinks and other confectionery forms the bulk of the trade just now. Fresh fruits have a heavy run, but only such staples as are absolutely required to meet needs are going out. Were it not for the new stores that are opening in large numbers everywhere in the west, and the rapidly increasing number of newcomers to the country, wholesalers would find trade quiet. Crop reports show prospects very bright over the whole west and the present weather conditions are what is required. Markets show little signs of advancement and there are some declines.

Sugar.—This is the steadiest item on the market list this week. Grocers always stock well in this line, particularly when an uncertain market prevails. Lump sugar has revived.

Montreal and B.C. granulated, in bbls	5 75
" " in sacks	5 80
" yellow, in bbls	5 35
" " in sacks	5 30
Icing sugar, in bbls	6 35
" " in boxes	6 55
" " in small quantities	6 55
Powdered sugar, in bbls	6 15
" " in boxes	6 35
" " in small quantities	6 50
Lump, hard, in bbls	6 65
" " in ½-bbls	6 75
" " in 100-lb. cases	6 65

Foreign Dried Fruits.—All eyes are turned to crop centres in anticipation of more favorable reports than have come in during the past two weeks. The crop on the whole, it is believed, will run below that of last year. The consumption in the west is rapidly increasing and prices will have to go up. Best grade raisins, apricots, prunes and peaches are having the best sale just now.

Smyrna Sultana raisins, uncleaned, per lb	0 06 0 11
" " " cleaned, per lb	0 09 0 13
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 45
" " selects " 28's	1 55
" " layers " 28's	1 75
California raisins, choice seeded in ½-lb. packages per package	0 06
" " fancy seeded, in ½-lb. packages per package	0 06½
" choice seeded in 1-lb. packages per package	0 07½
" " fancy seeded in 1-lb. packages per package	0 08½
Raisins, 3 crown muscatels, per lb	0 06½
" 4 " " "	0 07

Prunes, 90-100, lb	0 05½	Prunes, 50-60 "	0 07½
" 80-90 "	0 05½	Prunes, 40-50, lb	0 08½
" 70-80 "	0 06½	Silver prunes, ac. to quality	0 09½ 0 12½
" 60-70 "	0 07		

Currants uncleaned, loose pack, per lb	0 06½
" dry, cleaned, Filiatras, per lb	0 06½
" wet, cleaned, per lb	0 07½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08½

Pears, per lb	0 09 0 15	Nectarines, lb	0 09½
Peaches, standard, per lb	0 08½	Dates, per lb., Hallows, bulk	0 06½
Peaches, choice	0 09	Dates, package 30 in case	0 07
Apricots, standard, per lb	0 15	Figs, per lb	0 04½ 0 05
Apricots, choice per lb	0 15½	Peel, lb., lemon	0 09½
Plums, pitted, lb	0 11 0 12½	" " orange	0 10
		" " citron	0 13½ 0 18

Syrup.—The syrup trade has gone down and prices are very low. Camps and retailers are well stocked and only assorted orders are coming in.

Syrups—	
24 2-lb. tins, per case	2 10
12 5-lb. tins, per case	2 35
6 10-lb. tins, per case	2 40
3 20-lb. tins, per case	2 50
Half bbls., per lb	0 03½
Barbadoes molasses in ½-bbls., per gal	0 50
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, ½ bbls., per gal	0 33 0 35

Nuts.—Nuts of all kinds are fairly good this week and no lower prices are looked for. The stored walnuts are taking on well. Peanut trade is brisk.

Shelled Walnuts, in boxes, per lb	0 30
" small lots, per lb	0 31
" Almonds, in boxes, per lb	0 35
" small lots, per lb	0 36
Peanuts, Virginia, per lb	0 13 0 16

Rolled Oats.—The market is uncertain. It is essentially a winter product and a better market may not prevail until next season. We quote a 5 cent decline.

Rolled oats, 80 lb. sacks, per 80 lbs	1 65
" 40 " " 40	0 85
" 20 " " 20	0 45
" 80 " (8, 10s)	2 10

Beans.—Beans have a fairly good market and present prices are rigidly maintained.

3-lb. picker, per bushel	2 25
Hand picked, per bushel	2 35

Tapioca and Sago.—Sago has been reduced slightly, but Tapioca has a good market and is selling at good figure.

Pearl tapioca, per lb	0 06
Sago, per lb	0 05½

Evaporated Apples.—There is not a heavy output this week, and the market is not strong at 8 cents.

BRITISH COLUMBIA MARKETS.

Vancouver, June 22.

With a large crop of strawberries this year, the price is down to $1.75 and $2, making it possible for a retail price of three boxes for 25c. The quality, too, is of the best, in fact this is one of the best years that the industry has had.

Eastern butter is down to 28c, following the drop in local to 30c.

There is quite a feature in the potato market, showing how there may be quantities of an article available, but how they are held back to get high prices. A couple of weeks ago, it was mentioned that potatoes were coming in, but they are so plentiful that they are being offered as low as $5 a ton, old stock, to get rid of them, now that the new potatoes are coming in. Even at that ridiculously low price, they cannot be got rid of. It was not very long ago that they were selling at $40 a ton, every change to medium cold weather having been taken advantage of to hoist the price by the commission men. They feel they can afford to waste some now, since they cleared on the big figure. They stood to gain, but to lose nothing. One even stated that it paid to put potatoes in the garbage heap rather than have the price drop. The middlemen get the benefit, while the retail grocer gets the objections, and has to put up with complaints of all kinds when prices go almost beyond reason, without any apparent excuse.

Sugar, standard granulated	5 90	Butter, local creamery	0 30
Sugar, Imported	5 25	Eggs, California	0 28
Val. raisins, lb	0 05½	Eggs, local	0 33 0 35
Cal. " "	0 07½	Cheese, Ontario	0 14½ 0 15½
Prunes	0 05½ 0 07½	" Manitoba	0 14
Currants	0 06½ 0 08½	Bacon	0 28½ 0 29½
Dried apricots	0 11 0 13	Lard, pure	0 18½
Flour, Standard, bbl	6 50	Lard, compound	0 17½
Cornmeal, p. 100 lbs	2 60	Potatoes—	
Beans, per lb	0 03½ 0 04½	Ashcrofts, ton	20 00
Rice, per ton	68 00 76 00	Local, ton	5 00 10 00
Tapioca, per lb	0 03½	Cal. Burbanks	32 00
Apples, box	2 75 3 00	Canned Goods—	
Evaporated apples	0 06½	Peas, Early June	1 35
Butter, Eastern dairy in tubs	0 25	Tomatoes	1 27½
Butter, Eastern dairy, choice	0 28	Corn	1 02½
		Apples	3 42½
		Strawberries	1 75
		Raspberries	2 02½
		Canned salmon	6 50

NOVA SCOTIA MARKETS.

Halifax, N.S., June 22nd.

The chief feature of the market this week is the decline in the price of butter. This was mainly brought about by the increased supply of fresh made dairy butter. During the week many farmers came to the city with small tubs of fresh made dairy butter which they sold from their teams. It was all good stock and some of it was disposed of at 20 cents per pound. This increased supply caused a drop all around from one to two cents per pound. Some of the dealers say that the drop is only temporary, and that, as soon as the farmers get busy at haymaking the supply will fall off and prices will go up again.

The receipt of eggs this week show a slight falling off. The price, however, remains steady at 19 cents per dozen, but an early advance is looked for.

Canned goods of all kinds are in good demand. Several dealers report heavy sales of peas.

The prices of flour and feed remain unchanged. There is a fairly good demand for flour, the lower prices having proved attractive to the buyer. The fish markets are very active and fairly good catches are being made. The steamer Kanawha that sailed from here this week took away 20,000 cases of canned lobsters for the European markets.

The jobbers in fruit report business brisk. The orders from country customers are heavy and the quality of the stock offered is said to be excellent. Large quantities of bananas are being handled, and the price ranges from $1.75 to $2.40 per bunch. The price of lemons has been advanced. They are quoted at $4.25 per case. The first big shipment of "Verdelli" lemons, arrived in good condition. They are sound and will keep well. Navel oranges range from $3.25 to $4. Good pineapples are also on the market in large quantities, and are selling at $3 per crate. American cabbage are $1.75 per crate, and potatoes $1.25 per bag. Tomatoes are selling at $3.50 per crate, and American wax beans at $4.50.

The recent heavy frost in the western portion of King's County did considerable damage to small fruits. Thousands of tomato plants, it is reported have been destroyed, beans are completely ruined, and the market gardeners are predicting a dearth of early vegetables.

Creamery prints per lb.....	....	0 26
Creamery solids per lb.....	0 23	0 24
Dairy, tubs, lb.	0 22	0 23
Fresh eggs, doz.	....	0 19
Sugars—		
Extra Standard, granulated ...	....	5 30
Austrian, hags, granulated ...	....	5 20
Bright yellow...	....	5 10
No. 1 yellow..::	....	4 80
Flour b. wheat per bbl.....	6 10	6 20
Flour, Ontario blends, bbl...	4 75	5 00
Cornmeal, bag.	1 55	1 65
Oats.....	0 48	0 50
Pork, American per bbl.....	....	30 00
Pork, olear hbl	....	31 00
Beef, American plate per bbl.	....	20 00
Beef, Canadian per hbl.....	18 50	19 50
Hams smoked	0	18½
Pork, fresh.....	0 10	0 11½
Codfish, quintal		5 50
Herring, pickled per bbl.....	....	5 00
Potatoes—		
P.E. Island, bag		1 50
Nova Scotia....		1 50
Onions, Spanish ber lh.....	....	0 02½
Onions, Americ an, per lb....	....	0 02½
Onions, Bermuda, per box...	....	1 50
Molasses, fancy Barhados, bbl.	....	0 36
Molasses, fancy Barbados, gal. . ..		0 32
Beans, bushel..	....	2 25
Rolled Oats, bbl	....	4 70

MANUFACTURER AND JOBBER.

"Manufacturers," says a writer in the New York Journal of Commerce, "in order to defend themselves against the competition of the manufacturing jobbers are being compelled more and more, it is said, to favor the so-called legitimate jobber by allowing him an extra discount. It is the opinion of many observers of the situation that this is at present the most effective defence of the manufacturer. It has been figured out that of two orders of 100 cases each turned over by the manufacturer, one of them to the straightjobber and the other to the manufacturing jobber, the straight jobber will by the work of his own salesmen add a re-order of 30 cases to the original one, whereas the manufacturing jobber may not even fill all of the original order. The manufacturer claims, moreover, that the competing jobber is quite apt to take advantage of the initial work done among the retailers by filling re-orders from his own brands.

At the present time some manufacturers estimate, it is said, that the straight jobber should have an advantage of 2½ per cent.

"This expedient illustrates the condition in the grocery business from the manufacturer's and jobber's point of view, especially in some of the large cities such as New York and Chicago. The large wholesaler with considerable capital has naturally attempted to maintain his individuality by getting out products under his own name. The result has been an inevitable clash with the manufacturer. Compromises have been attempted from time to time, with the usual temporary results of such arrangements. The end will necessarily be a readjustment on both sides in conformity with the natural evolution of trade."

GROCERS ISSUE CHALLENGE.

In a recent issue of The Grocer an article appeared in regard to the adulteration of food stuffs in as shown by a Pure Food exhibition held at Westminster, England. Grocers and provision dealers resent the assertion of the promoters of the exhibition made as to the "general practice" of "faking" or adulterating articles of food. The metropolitan Grocers' Association, at a large representative meeting challenged the "pure food" exhibitors to state explicitly where they bought the articles they have been showing, and which they assert are found on analysis to contain the foreign substances described. The secretary of the association visited the exhibition, and examined, as far as permitted, the substances stated to be used as adulterants. They were such, he says, as not even the poorest person in the poorest street in London would buy, and he refused to believe that any of the articles were purchased unless the names of the vendors and manufacturers are disclosed. The statements made at the exhibition are declared to have been made with the view of prejudicing the public mind against the food supply of the country, and the latest reports of the Local Government Board are pointed to as proving that the adulteration of food stuffs in England is yearly becoming less and less.

Here they are!

the perfect Pickles and Sauces made by

Purnell & Panter

BRISTOL, ENG., Limited

Purnell's Pure Malt Vinegar

is admitted to be the Vinegar par-excellence of England

ESTABLISHED 1750

Canadian Agents:

Cbarlottetown, P.E.I., Horace Haszard; St. John, N.B., C. E. McMichael; Halifax, N.S., Erh & Rankin; Montreal and Ottawa, C. S. Harding, Canada Life Building; Quebec, Cy. de Bonhomme, 131 St. Peter St.; Toronto, Lind BrokerageCo., 73 Front St. E.; Hamilton, J. H. Stratton & Co.; Winnipeg, Carman, Blanchard & Wood, 141 Bannatyne Avenue E.; Vancouver, B.C., C. E. Jarvis & Co., Mercantile Bldg., cor. Cordova and Homer Sts.

Tea Hints For Retailers

By JOHN H. BLAKE

¶ This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects :—

The Tea Gardens of the World
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
How to Establish a Tea Trade
Tea Blending

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We also carry a full line of TEAS, SPICES, etc.

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Wholesale Grocery Brokers and Manufacturers' Agents
Correspondence Solicited.

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The largest packers and shippers of first-class Fruits of all kinds in British Columbia.
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Cable Address—"Robin," Vancouver.
Codes—A C, 5th Edition; Revised Economy; Modern Economy; Utility and Dowling's.

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McLEOD & CLARKSON
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144 WATER ST., VANCOUVER, B.C.
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Manufacturers' Agents and Wholesale Commission Merchants

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Correspondence Solicited — Highest References

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The West India Co., Ltd.

The Canadian house of

Sandbach, Parker & Co., Demerara, B.G. Sandbach, Tinne & Co., Liverpool, Eng.

and with agents and correspondents in all British West Indian Islands.

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of all descriptions.

WRITE US FOR PARTICULARS, PRICES, ETC.

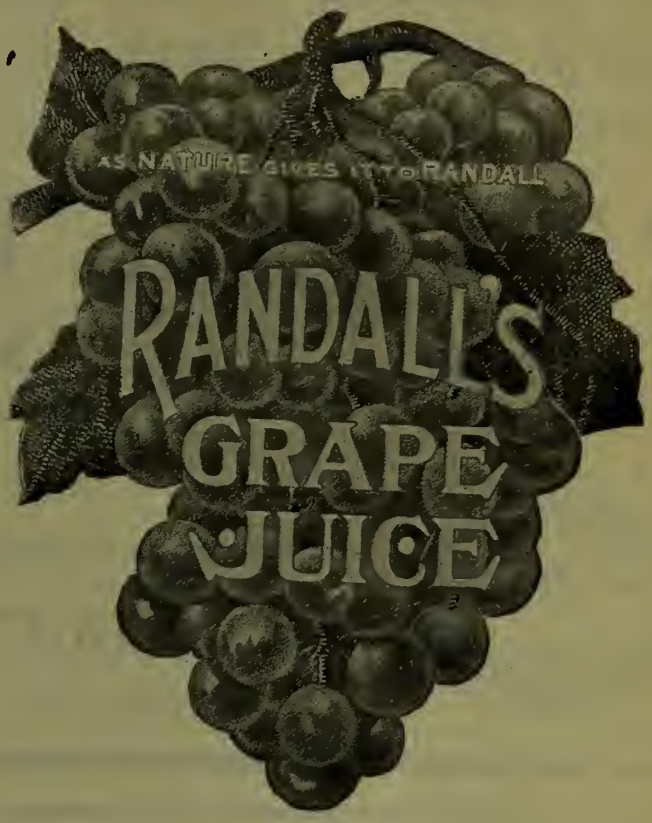
305 St. Nicholas Building, - - - MONTREAL

You Can Make Extra Profits

YES, BLESSING WILL BE SHOWERED ON YOU by selling—

Randall's Grape Juice

to thirsty, tired customers.



THE PROHIBITION SENTIMENT IS STRONG. The sale of alcoholic drinks, and with them wines, most of which are adulterated, is fast losing ground. Instead people are drinking the Juice of the Concord Grape as prepared by the Randall Company—absolutely Pure and NON-ALCOHOLIC, but tonic, invigorating and delicious—veritable nectar.

Randall's Beverages—First in Excellence; First in Healthfulness; First in the hearts of our thirsty men.

JUST AS POPULAR as RANDALL'S GRAPE JUICE are

Randall's Carbo-Grapo Syrup
Randall's Grape-Ale Syrup

These Syrups are made with PURE GRAPE JUICE, condensed, and sugar added, to be diluted with water or soda water.

Carbo-Grapo and Grape-Ale Syrups were originated by Mr. Randall. A little Carbo-Grapo or Grape-Ale Syrup in a glass, turn on the siphon bottle, and you have the most beautiful, thirst-satisfying, health drink of the day.

If your jobber does not sell RANDALL'S Grape Juice Drinks, write to us for names of jobbers who do.

PRICE LIST

Liquid Measure.

GRAPE JUICE

Half pints	(36 bottles)	per case	$4.50
Pints	(24 ")	"	4.75
Quarts	(12 ")	"	4.25

GRAPE-ALE SYRUP

A blend of Grape Juice and Ginger.

Quarts	(12 bottles)	per case	$4.50
Pints	(24 ")	"	4.75
Gallon Jugs	(4 Jugs)	per jug	1.50

CARBO-GRAPO SYRUP

condensed.

Quarts	(12 bottles)	per case	$4.50
Pints	(24 ")	"	4.75
Gallon Jugs	(4 Jugs)	per jug	1.50

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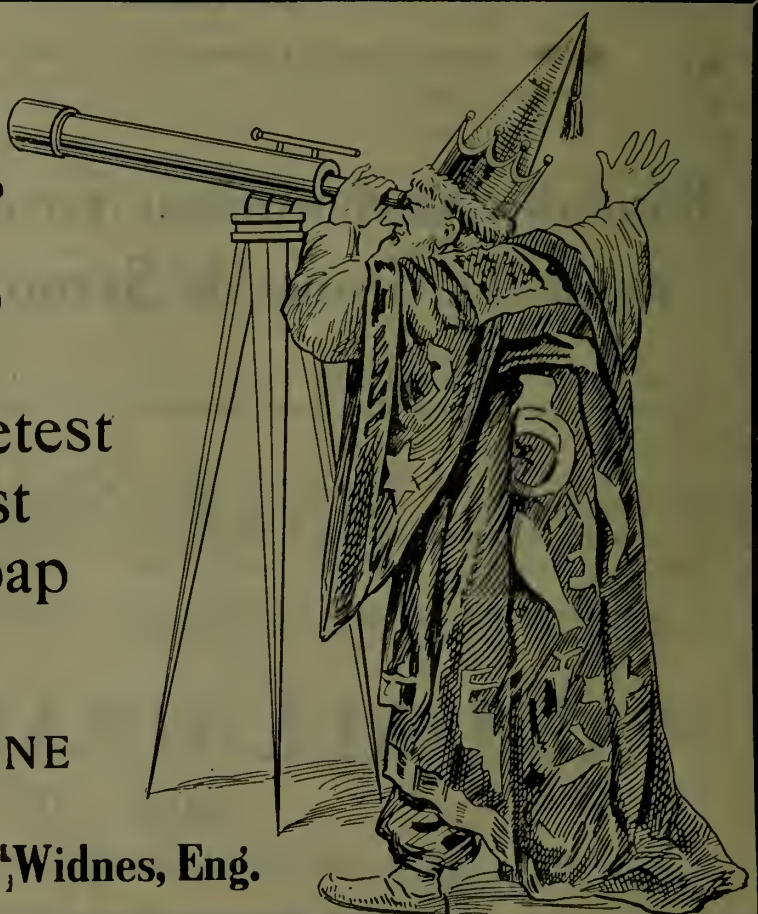

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to seize the opportunity offering of placing your goods on the booming Western Markets. We are here to tell you of the demand, possibilities and opportunities which the West is offering right now, and we will handle your goods for you on a reasonable commission basis.

We have an intimate knowledge of the commercial conditions, and will give you conscientious, thorough and satisfactory service.

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Storage for all classes of merchandise. Cars distributed at Calgary, Winnipeg, Regina, Edmonton, Fort William.

"E.D.S." BRAND

Jams, Jellies, Grape Juice and Catsup.

JUDGMENT

THE POPULAR VERDICT ON

"E D.S." Brand of Jams, Jellies, Grape Juice and Catsup

is one unvarying recognition of the purity of their composition, and excellence of their flavor!

We preach PURITY, and practise what we preach! Get a copy of Bulletin 194 from the Department of Inland Revenue, which certifies that "E.D.S." Brand is 100% *pure*. This unbiassed testimony cannot fail to convince the most sceptical.

Here's a line, Mr. Grocer, to handle and recommend! The public want pure foodstuffs, and you can "fill the bill" every time by supplying them with "E.D.S." Brand.

Made by E. D. SMITH at his own fruit farms, WINONA, ONT.

AGENTS—N. A. HILL, 25 Front St. E., Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N. S. J. GIBBS, Hamilton

WINNING ITS WAY!

EASIFIRST

SHORTENING

is the Popular Favorite and an Easy Winner in the Shortening League.

ORDER FROM

GUNNS LIMITED — PORK AND BEEF PACKERS TORONTO

The Demand for Smoked Meats has Increased Enormously since the 1st of the month.

This is, no doubt, owing to the hot weather demand and which may be expected to keep up until September.

In order to avoid delay in shipment and annoyance to our customers we would ask you to kindly let us **have your orders early.**

F.W. Fearman Co.

LIMITED

Hamilton

THE MILK

Everywhere acknowledged to be

Richest and Best

Reindeer Condensed Milk

The dealer wins customers by selling reliable goods that give satisfaction.

The Truro Condensed Milk Co., Limited, Truro, N.S.

MILD CURED

Breakfast Bacon Skinned Backs and Hams

Finest Quality. Made from Selected Hogs. Made under Government Inspection.

The WM. RYAN CO.

LIMITED

PACKING HOUSE:

FERGUS, - - ONT.

HEAD OFFICE:

70 and 72 Front St. East, TORONTO

Price of Lard Experiences a Slight Decline

Changes in Some Lines of Pork Products — Cheese is Also Quoted at Lower Figure—Poultry, Too, is Coming in Freely and Prices Have Slumped—Butter and Eggs are Firm With Production Still Large.

Butter, eggs and cheese are moving in what might be called large quantities these days. The production of cheese is high, reports from different parts of the Dominion seeming to agree on this point. The price is slightly lower than that of a week ago. Butter and eggs are holding their prices, although in some parts the tendency is to lower quotations. The production in each case is large but the demand is likewise heavy and a brisk trade is reported. There is apparently a good opportunity for exporting butter now owing to increased prices in foreign markets. Regarding the production of eggs a large dealer states that they have never handled as many eggs as during the present season.

In the provision market lard is generally easier. There is a good demand for hog products, the warm weather having an effect that was expected. Smoked ham and cooked meats are now asked for on account of the relief they offer to the housewife and also on account of their individual qualities.

Prices for poultry are lower. The shipments are more liberal but many reasons combine to decrease the demand. Prices are expected to go still lower.

The weather, if anything, has had a rather good effect on business.

MONTREAL.

Provisions—Prices are down in all lines of provisions. Both lards have dropped ½c and with the exception of live and dressed hogs, practically all other pork products are lower. Trade at the reduction is much better and the volume seems to be on the increase. Dry roads are bringing in country buyers.

Pure Lard—		
Boxes, 50 lbs., per lb		0 16½
Cases, tins, each 10 lbs., per lb		0 16½
" " " 5 " "		0 16⅝
" " " 3 " "		0 16¾
Pails, wood, 20 lbs. net, per lb		0 16¾
Pails, tin, 20 lbs. gross, per lb		0 16⅞
Tubs, 50 lbs. net, per lb		0 16
Tierces, 375 lbs., per lb		0 16
Compound Lard—		
Boxes, 50 lbs. net, per lb		0 12⅜
Cases, 10-lb. tins, 60 lbs. to case, per lb		0 13
" 5 " " " "		0 12⅝
" 3 " " " "		0 13
Pails, wood, 20 lbs. net, per lb		0 11½
Pails, tin, 20 lbs. gross, per lb		0 12½
Tubs, 50 lbs. net, per lb		0 12½
Tierces, 375 lbs., per lb		0 12½
Pork—		
Heavy Canada short cut mess, bbl. 35-45 pieces		30 00
Bean pork		25 00
Canada short cut back pork, bbl. 45-55 pieces		29 50
Clear fat backs		32 50
Heavy flank pork, bbl		21 00
Plate beef, 100 lb bbls		9 25
" 200 "		18 00
" 200 "		25 50
Dry Salt Meats—		
Green bacon, flanks, lb		0 16½
Long clear bacon, heavy, lb		0 15½
Long clear bacon, light, lb		0 16½
Hams—		
Extra large sizes, 25 lbs. upwards, lb		0 17
Large sizes, 18 to 25 lbs., per lb		0 18
Medium sizes, 13 to 18 lbs., per lb		0 19
Extra small sizes, 10 to 13 lbs., per lb		0 20
Bone out, rolled, large, 16 to 25 lbs., per lb		0 19
" " " small, 9 to 12 lbs., per lb		0 20
Breakfast bacon, English, boneless, per lb		0 20
Windsor bacon, skinned, backs, per lb		0 22
Spiced roll bacon, boneless, short, per lb		0 17
Hogs, live, per cwt		10 00
" dressed, per cwt		13 50

Butter—Receipts of butter continue large and are gradually forcing prices down. Creamery is now quoted at 23½-24. The make this year promises to be of exceptional size. Local men consider the situation very weak.

Receipts for the week are 22,044 packages as against 17,091 same week last year. For the season they are 101,414 packages as against 77,714 same season 1909.

New milk creamery	0 23½	0 24
Dairy, tubs, lb		0 21
Fresh dairy rolls		0 21

Cheese—Cheese is easier at most of the boards and although no change has taken place to the retailer, the situation is weakening. The one ray of sunshine is an improving export demand.

Receipts for the week are 84,505 boxes as against 73,228 boxes same week last year. For the season they are 311,178 boxes as against 282,016 boxes same season 1909.

Quebec, large	0 11½	0 11¾
Western, large	0 11½	0 11¾
" twins		0 12
" small, 20 lbs		0 12
Old cheese, large		0 13

Eggs—The continued large receipts of eggs are gradually undermining prices. A drop of 1c is not far off according to local dealers.

Receipts for the week are 9,039 cases as against 8,526 cases same week last year. For the season they are 81,323 cases as against 84,018 same season 1909.

New laids	0 23	0 24
Selects	0 21	0 22
No. 1	0 19½	0 20

Maple Products—There is practically no change from last week's scarcity and firm prices. Demand is if anything slightly less.

Compound maple syrup, per lb	0 04½	0 05
Pure townships sugar, per lb	0 10	0 11
Pure syrup, 8½ lb. tin		0 70
" " 10½ lb. tin		0 85

Honey—The situation is quiet and unchanged.

White clover comb honey (nominal prices)	0 15	0 17
Buckwheat, extracted	0 08½	0 09
Clover, strained, bulk, 30 lb. tins	0 11	0 11½
Buckwheat comb	0 12½	0 13

TORONTO.

Provisions—The supplies of hogs during the past week have been good and prices have generally been a little easier. The demand for smoked hams and cooked meats has increased since the first notice of the warm wave that is now making itself felt. Lard is a little easier and live hogs are quoted at prices a little below those that existed a week ago.

Long clear bacon, per lb	0 15	0 15½
Smoked breakfast bacon, per lb	0 19	0 20
Pickled shoulder		0 11½
Roll bacon, per lb	0 15	0 15½
Light hams, per lb	0 18	0 18½
Medium hams, per lb		0 18
Large hams, per lb	0 17	0 17½
Cooked hams		0 26
Fresh shoulder hams		0 13
Shoulder butts	0 17	0 18
Backs, plain, per lb	0 19½	0 20
" pea meal	0 20	0 20½
Heavy mess pork, per bbl	28 00	29 00
Short cut, per bbl	30 00	31 00
Lard, tierces, per lb		0 15½
" tubs "		0 15½
" pails "		0 15¾
" compounds, per lb	0 12	0 13
Live hogs, at country points		8 90
Live hogs, local		9 25
Dressed hogs	12 50	12 75

Butter—Receipts continue large, with prices slightly firmer. Milk production is heavy, but it is being divided between butter and cheese.

	Per lb.	
Fresh creamery print	0 23	0 24
Farmers' separator butter	0 20	0 21
Dairy prints, choice		0 20
No. 1 tubs or boxes		0 21
No. 2 tubs or boxes	0 17	0 18

Eggs—Locally eggs are quite firm. Shipments continue heavy, but the demand is good. One dealer stated that they had never sold as many eggs as during the past spring. This may be attributed perhaps to the higher prices of meats and as the egg supply was heavy the demand was well met. Prices will not go any lower was the statement one dealer offered and this seems to be the general belief.

Selects	0 22½	0 23
Fresh eggs, doz	0 19	0 20
Second grade, doz	0 17	0 18
Chips, doz		0 16

Cheese—Easier prices are reported, a slight drop having occurred in board offerings. Production is heavy.

Old cheese—		White	0 14
Large	0 12½ 0 13	New cheese—	
Twins	0 13 0 13½	Large	0 11½ 0 11¾
Stiltons	0 15	Twins	0 12

Poultry—Supplies of broilers are coming more plentifully now, but as the demand is not as heavy prices have been dropping. It is likely that the quotations will go still lower as the supplies will likely come in steadily. Spring ducks are also arriving.

Spring broilers, dressed	0 30	0 35
Hens, per lb. dressed		0 16
Turkeys, per lb., large	0 17	0 18
Spring duck, lb		0 25

Honey—Market is quiet with the demand below normal. Business is turpid.

Clover honey, extracted, 60 lb. cans	0 10½	0 11
" " " 10 lb pails	0 11	0 12
" " " 5 lb. pails	0 11½	0 12
" " comb, per dozen		2 00
Buckwheat honey, lb		0 07

WINNIPEG.

Lard—Since the increased production of Manitoba butter, lard has not enjoyed a heavy output. It is a winter commodity and a strong market is not expected to prevail for some months. Merchants, however, keep a quantity continually in stock and the prices now are as follows:

Pure, 20-lb. pails	3 55
" 3-lb. tins, 60-lb. cases	10 90
" 10-lb. tins, 60-lb. cases	10 70
Compound, 20-lb. pails, per pail	2 80
" 5-lb. tins, 60-lb. cases	8 80

Butter—All grades are in heavy demand and the supply is abundant as is usually the case at the beginning of summer. The picnic and festival baskets consume a good quantity of this product and the demand may reach the supply limit before long. This week the market is down 1 cent, creamery being 23 and No. 1 dairy 21 cents.

Eggs—The local market is in good condition and jobbers are fearing the supply will not be satisfactorily main-

This is the season of holidays and country-life.

Nothing is more convenient when away from town and from stores than a bottle of

BOVRIL

It will make delicious soups, appetising and nourishing gravies, suitable for any dish and all with a minimum of trouble.

A word at the right time will easily sell a one-pound bottle, for your customer only needs to be **reminded** of the virtues of

BOVRIL

Quick Moving Stock

is the only kind worth your while. A line that will move "eventually" is no line for you. That's why you should specialize on

Queen Quality Pickles

Sweet Mixed Chow

This line is a rapid and constant seller at a fair price and profit. We exercise great care in manufacture, always keeping *quality* to the front.

Queen Quality Pickles are packed in 10 and 20 oz. bottles.

We'd like to quote you. Write us.

TAYLOR & PRINGLE Co., Limited
OWEN SOUND, ONT.

An Attractive Line to Handle

and one which is a genuine satisfaction-giver is

PURITY
BRAND
Free Running
TABLE SALT

It is put up in Air-proof and Moisture-proof cans, provided with a patent opening through which the salt is poured as easily as water. It is unaffected by climatic changes, and is a perfect salt in a perfect package.

Just the line for your best trade!

The Western Salt Co., Limited
MOORETOWN, ONT.

Agents:- LIND BROKERAGE CO., 73 Front Street East, · TORONTO.
ALFRED POWIS, · HAMILTON.

By Comparison

NO ALUM

we learn the true values. "Good," "Better," "Best" are merely stages of education. You can only know by experience. Reputation is built upon comparison. Magic Baking Powder invites comparison, and strongly appeals to those that have a fine appreciation of pure food, and to those that know the difference between the best and its approximators.

MAGIC BAKING POWDER

CONTAINS NO ALUM.

MAGIC is a medium-priced baking powder and the only well-known one made in Canada that does NOT contain Alum.

E. W. Gillett Co. Ltd.

Winnipeg — Toronto, Ont. — Montreal

MADE IN CANADA

JUST ONE REASON WHY YOU NEED

The McCaskey Account Register

FIRST AND STILL THE BEST.

- NEITHER you nor your clerks can be absolutely sure that every article that goes out of your store is charged to the proper person if you do not have THE McCASKEY SYSTEM.
- With the McCASKEY SYSTEM it is impossible for you to forget to charge.
- Little leaks will sink a ship—little leaks like forgotten charges will ruin your business.
- There are a hundred other reasons why you need the McCASKEY SYSTEM. We'll be glad to tell you what they are if you will tell us that you are interested.

A POSTAL CARD WILL DO.

DOMINION REGISTER CO., Limited

Successor to the McCaskey Register Co. in Canada

96-104 Spadina Avenue - TORONTO, Can.

—Talk— Preserved Meats

Butchers' meat is dear.

Your customers feel the cost.

In the Summer time particularly Clark's Meats have advantages over fresh meats.

Clark's Meats are ready cooked, easily kept and far more economical.

RECOMMEND THEM.

Wm. Clark - Montreal

Manufacturer of high-grade

—Food Specialties—

tained. Last week's price of 21 cents rules to-day in spite of rumors of a decline.

Cheese—Nothing below 12 cents is expected to rule the cheese market this summer since the possibility of exporting will likely be taken advantage of. Ontario cheese is coming west and jobbing for 13½ cents. Wholesalers claim that this price will have to be raised to keep the product here because of the foreign demand.

Honey—As a staple this trade is very satisfactory at present although no heavy sales are being made just now. Prices have been slightly reduced and although nothing lower is expected, yet an advance is highly improbable until the fall. This year's production is expected to move off well as a good market is established everywhere in the west.

Honey, 2½ lb. tins, per tin	0 37
" 5 " "	0 65
" 12 oz. jars, per dozen	2 10
" 60-lb. tins, per lb	0 13

British Columbia Salmon Pack Will be Small

Packers Have Made Preparation for Only a Small Pack and Even Though the Run Should be Large There will be no Means of Taking Care of the Fish.—This is the Year of the Small Run.—Some Interesting Facts Concerning British Columbia's Great Industry.

Vancouver, B.C., June 23.—In respect to the annual pack of salmon, which will begin next month, the packers in British Columbia have made preparations for a small pack. Last year was the quadrennial big year, but even then the amount of fish put up was much smaller than in the previous big year of 1905, in fact so small that the expectations were not realized. This is one of the off years, and there is no reason to expect a big run, and should all precedents be broken and many fish come in, they will pass through, since there will be no means of taking care of them. If preparation is made for a pack say of 500,000 cases after that amount has been filled, it would be next to impossible to have things ready to pack a larger amount.

Figures already presented in these columns show that the annual pack of salmon in British Columbia is steadily decreasing, this being particularly noticeable in the big year. The falling off has been more remarked since the operation of traps by Americans. Notwithstanding, the efforts of the government to propagate and conserve the salmon, it is annoying to Canadians to see that the industry is losing its importance, while that in Puget Sound is gaining, simply because they recognize no close season and take advantage of what is done in Canada.

Spring Run a Failure.

This year the spring salmon run is a failure. It was thought that since some catches were made at the traps off Victoria that this pack would have been fairly good, but on the Fraser only three or four fish per boat are being taken whereas last year it was 300 or so. It looks all right to those in Victoria, though, for with the catch of the traps they are shipping fresh salmon east for the first time. Generally large quantities are sent from points on the mainland. Spring salmon is retailing for fifteen cents per pound as compared with ten cents last year, a fifty per cent. increase that indicates the scarcity.

On Puget Sound so active has been the demand for canned salmon futures that salmon packers and brokers there, for one of the first times in the history of the canned salmon business, are refusing to book orders for future Alaska red, medium red or pink fish. The entire 1910 output, which has not yet been packed, is said to have been sold, and the brokers are quite indifferent about securing new business. That there should be such an indifference is regarded as very unusual. So active has been the demand for spot salmon that stocks of sockeyes are said to have been reduced to about 100,000 cases and pink stocks to about the same level.

Traps Arrest the Run.

While the pack of spring salmon on the Fraser has been below the average this season, on the Columbia river the pack to date is much ahead of that of last year. That being the case, the only reason given for the small pack locally is because of the traps, demonstrating how effectual they are in arresting the run. If that is the case in the one or two instance off the Vancouver Island coast, what must it be in the height of the sockeye run, when the whole pathway through American waters is blocked with traps, open day and night, weekday and Sunday?

WESTERN RETAIL ASSOCIATION.

Has Secured Charter Incorporating The Retail Merchants' Fire Insurance Company.

The work of the Western Retail Association with headquarters at Winnipeg is progressing rapidly, yet due care is being taken that a department is only added when required to meet a direct demand of the times or to supply some need of its members. Recently the association added a collecting department, which will be in the hands of a collector, who will collect accounts for the members. All members are being requested to send in the accounts they wish collected to this department and to forward to the office any information that might be of value to the collector or aid in the building up of an information bureau.

There are various committees at work from which good results are anticipated. Special mention might be made of the committee on general purposes, which is composed of a member from each of the trade sections and one representative from the country. The duty of this committee will be to take up and deal with any of the many general troubles that arise from time to time. Just now the committee has in hand a meeting with the wholesalers and jobbers for the purpose of devising some way whereby the retail trading by wholesale houses will be discontinued.

The new association has also secured control of a charter incorporating The Retail Merchants' Fire Insurance Company, with a capitalization of $1,000,000. A prospectus has been issued and the shares are now being offered for sale at $115 per $100 share.

The company is organized on regular old-line principles and while the stock will be pushed amongst retailers, it is not exclusively so. In this way it is entirely different from the company which the Ontario Retail Hardware and Stove Dealers' Association has taken steps to organize. The latter is to be a specialized mutual company with no share capital and accepting insurance solely from members of the Retail Hardware Association.

The prospectus of the Retail Merchants' Fire Insurance Co. gives figures showing that eight Manitoba fire insurance companies in 1906 did $15,993,856 worth of business. In 1907 the figures were $25,439,057 and in 1908, $33,505,246 an increase of over 100 per cent. in two years.

The organization committee of the new company includes: W. T. Devlin, shoe merchant; D. E. Adams, coal merchant; R. D. Richardson, stationer; W. R. Milton, baker; John Dyke, grocer, John Noxam, contractor; A. T. Connell, druggist, and W. S. Lafresnaye, accountant, all of Winnipeg; John Heibert, general merchant, Altona, Man., and A. E. Hill, general merchant, Griswold, Man. The secretary is George J. Hyndman, secretary Western Retail Association, 406 Travelers' Building, Winnipeg.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

Fels & Co., soap manufacturers, Philadelphia, Pa., are sending out a circular illustrating how a Fels-Naptha soap box can be converted into a bookshelf, china cabinet, bric-a-brac, etc. Actual photographs are shown with information telling just how the work can be accomplished. The idea is a novel one.

Eby-Blain Limited, of Toronto, who are the distributors of the "Soleil Brand" canned fruit and vegetables, for Toronto, are out with a special announcement concerning the prices of these guaranteed articles. The "Soleil Brand" has been a winner in our markets and it deserves the confidence and patronage of all those who call for a pure article of food.

MacLaren Imperial Cheese Co. have some very choice last season Stilton. Buyers can have particulars as to grades on application.

Fly coil is now a seasonable necessity. Nothing like it to catch flies. MacLaren Imperial Cheese Co. are agents.

ROYAL

BAKING POWDER

Absolutely Pure

The only baking powder made with Royal Grape Cream of Tartar

No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE

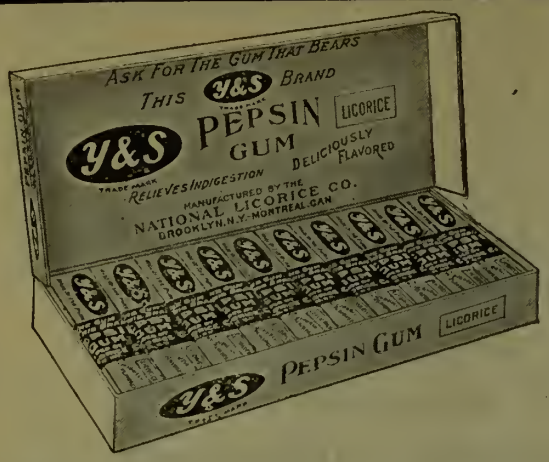
British Columbia Companies Act 1910

We are prepared to act as principals for companies desiring to do business in British Columbia without such companies assuming the responsibilities and obligations imposed by the above Act.

This Act, which comes into force July 1st, 1910, requires the registration or licensing of extra-provincial companies doing business in British Columbia, the payment of fees set forth in the Act and the filing of statements, together with particulars of all mortgages and charges created by an extra-provincial company.

Shallcross, Macaulay & Co. Ltd.

Branches at Victoria, Vancouver, Nelson, B.C., and Calgary, Alberta



Make a note of the brand—Y & S—on our Pepsin Gum. This brand—Y & S—has been used by us and our antecedents for forty years on the best known stick licorice in the United States and Canada. It means just as high quality when used on our chewing gum. Four flavors: Licorice, Peppermint, Wintergreen and Spearmint. Each piece wrapped singly, 5 pieces to package, 20 packages to box. Order a trial box, assorted, if required, from your jobber.

National Licorice Co.

MONTREAL

THIS IS THE TIME

to tell your customers about

Shredded Wheat and Strawberries

a delicious, wholesome, nourishing combination for the Summer days when the palate is tired of heavy meats and soggy pastries.

You have the Biscuit and the Berries. Educate your customers. They will thank you for reminding them of such a healthful, nourishing, appetizing Summer dish.

Heat a Shredded Wheat Biscuit in the oven to restore crispness, then pour the berries over it; serve with milk or cream and sweeten to suit the taste.

If your customers like Shredded Wheat and strawberries they will like Shredded Wheat with raspberries, blackberries, peaches, sliced bananas or any other fresh fruits.

THE CANADIAN SHREDDED WHEAT CO., LTD.

NIAGARA FALLS, ONT.

GEO. KEMP., LTD.

LONDON, ENGLAND

BISCUITS

Do not miss these good selling lines

Satisfaction on all points

Repeat orders with every mail

$ $ $ $

in these dainty goods

FOR QUALITY

Export Agents:

H. COLLINGS & CO.

16 Philpot Lane London, England

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Wheat Market Firmer due to Weather Reports

Statements to the Effect that Moisture is Badly Needed and That Crops May be Affected—Local Trade is Fairly Good But No Improvement has Been Felt in Exports — Weather Has Had an Effect on Cereal Market.

During the past few days the wheat market has been slightly influenced by reports that the weather will have a detrimental effect on the crops. It is pointed out that moisture is badly needed and unless rain falls shortly much damage will be wrought. Such is the gist of the statements that have been made, but it is also pointed out that about this time of the year reports of that nature are generally due. At any rate there is a slightly firmer tone to the wheat market. Flour is firm locally but export trade has not undergone any improvement. If anything is likely to transpire affecting the wheat market it will not be long before the boards will give notice of it.

General copious showers will put an end to these rumors.

The demand for rolled oats has not suffered a great deal, although it is admitted that this season of the lowest demand is now opening. Corn meal is in good demand at $2 per bag of 98 pounds.

MONTREAL.

Flour—The local flour trade seems to be rapidly on the up grade. Prices remain unchanged, but are very firm. At the same time the situation as regards export is not so satisfactory, and orders are considerably under what they were at this time last year.

Winter wheat patents, bbl	5 25
Straight rollers, bb	5 00
Extra, bbl	4 60
Manitoba spring wheat patents, bbl	5 40
" strong bakers, bbl	4 90

Oatmeal—Demand for all lines is somewhat light, but for local consumption shows a little increase in vigor. Export trade continues very light, and shows few signs of improvement.

Fine oatmeal, bags	2 20
Standard oatmeal, bags	2 20
Granulated "	2 20
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 65
Rolled oats, bags	2 00
" barrels	4 25

TORONTO.

Flour—There has been little or no change among the local millers. Prices are firm with a slightly bullish tendency. The demand continues good and as far as local trade is concerned the conditions are satisfactory.

Manitoba Wheat.		
1st Patent	5 30	5 40
2nd Patent	4 80	4 90
Strong bakers	4 60	4 70
Feed flour		3 15
Winter Wheat.		
Straight roller		4 80
Patents		5 20
Blended		4 70

Cereals—The market has had no features except that the demand for breakfast foods has greatly increased with the warm weather. Rolled oats is still a strong factor.

Rolled oats, small lots, 90 lb. sacks	2 00
" " 25 bags to car lots	1 90
Rolled wheat, small lots, 100 lb. brls	3 00
" " 25 brls. to car lots	2 90
Standard and granulated oatmeal, 98 lb. sacks	2 20

RETAILERS WANT AGREEMENT.

With Wholesale Fruitmen Regarding Selling to the Consumer—Appoint Committee.

Toronto, June 23.—The Toronto Retail Grocers' Association have decided to try to secure an agreement with the local wholesale fruitmen whereby the latter shall sell only to the trade. At their regular meeting on Monday, June 20th, the following committee was appointed to meet the fruitmen: D. W. Clark, J. M. Cork, J. Blood, W. C. Millar, T. Clark and D. McLean. It was stated that last year an agreement had been entered into in which the fruitmen promised that they would not sell to the consumer. A few days later a grocer noticed a wholesale man making a retail sale. His attention was called to the promise but the wholesaler replied that they were all doing it and he intended to do the same. That was only two days after tthe agreement had been formed. "If you can't take them as men of honour and depend on their word" said the grocer who related the ineident "you can't rely on them at all." It was also pointed out that the wholesalers did not desire to sell directly to the consumer but in many cases they could scarcely refuse. It was thought that if an agreement could be made whereby a forfeit would be paid by the offending wholesaler the difficulty would be removed. They could then refuse the consumer on the ground that they were liable to this forfeit.

Inadequate Peddlers' Law.

F. Johnston called attention to the street hawkers of strawberries. They had been in his district and did a big business. There were three men with the wagon which he felt was contrary to law only two being allowed. One of the members said "The laws governing peddlers in this city are the worst on the continent."

The question of amalgamating with the Grocers' branch of the Retail Merchants' Association was not discussed.

Laporte, Martin & Co., Montreal, have purchased a new auto delivery wagon. The truck has a 35 h.p. 2-cylinder motor, and is built to carry three tons. Montreal wholesalers are evidently believers in the benefit of such machines for economical and rapid delivery, as this the second to be installed within a few months, Chaput Fils & Cie. having the other.

Biscuit Quality

is no less a matter of purity of materials and of skill and care in mixing and baking, than of the way in which the biscuits are packed.

Your absolute guarantee against soggy conditions is to sell exclusively—

This is the kind that always reaches you in the same crisp and fresh condition as it leaves our oven.

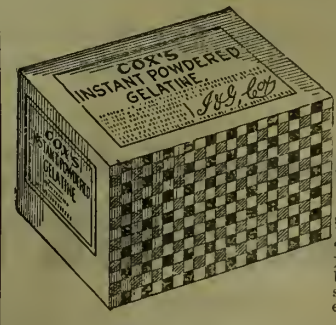
Your cracker business will be booming this summer if you are selling

MOONEY'S

Order to-day.

The MOONEY BISCUIT & CANDY CO., LTD.

Stratford, Can.

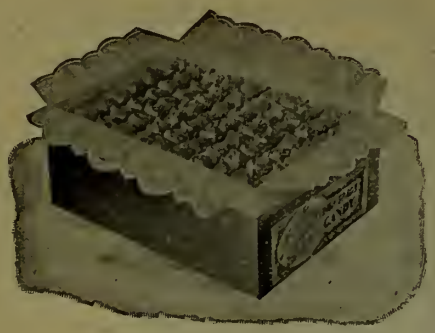


COX'S
INSTANT POWDER
GELATINE

The PURITY of this GELATINE is GUARANTEED by Messrs. COX who themselves both MANUFACTURE and PACK their brand under scientific supervision.

Canadian Agents:
C. E Colson & Son, Montreal
D. Masson & Co. "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills,
EDINBURGH



Chocolate "BORDO"

The consistently high quality and inimitable flavor of these chocolates place them in a class by themselves.

Once given a fair trial your trade will Insist on

"BORDO"

Every piece eaten produces a desire for more. Not only that, but their attractive appearance sells them on sight.

MAKE NO MISTAKE

Write us at once for samples and prices.

The Montreal Biscuit Co.
(The Originators)
MONTREAL.

TRUMILK

IS FULL CREAMED CANADIAN MILK IN POWDER FORM

MILKSTOCK

IS FINEST SEPARATED MILK IN POWDER FORM

These products are made by the latest and most up-to-date process at our own plant in Oxford County, are free from chemicals, preservatives or adulerations, and are the most convenient form in which milk can be got. For sale by all wholesalers. For further particulars apply to the

Sole Manufacturers

Canadian Milk Products, Limited

MAIL BUILDING, TORONTO

NO CHEMICALS are used in the manufacture of

EPPS'S COCOA

Epps's flavour is the natural flavour of fine cocoa, and is cocoa as it should be.

Epps's

'MILENIA' MILK CHOCOLATE

Melts in the mouth with a delightful smoothness and a lingering delicacy of flavour.

MADE WITH FULL-CREAM MILK.

Special Agents: C. E. COLSON & SON, Montreal
Nova Scotia: E. B. ADAMS, Halifax. **Manitoba: BUCHANAN & GORDON, Winnipeg**

The destruction of the filthy and disease-spreading house fly is a public duty, and Grocers can assist in performing this duty and incidentally make large profits by pushing the sale of

WILSON'S FLY PADS

WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments
Write us for prices. Phone order our expense

TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, MANAGER

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.
Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

W. H. ESCOTT

WHOLESALE
Grocery Broker
141 BANNATYNE AVENUE
WINNIPEG
COVERING
MANITOBA and SASKATCHEWAN
CORRESPONDENCE SOLICITED

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance

WRITE TO
P. POULIN & CO.
39 Bonsecours Market, - Montreal
WE SELL FEATHERS TOO

THE HODGSON GUM CO.
898 St. Lawrence St. MONTREAL
Makers of High Class Gums at Popular Prices. Write for Samples and Quotations.
We make special brands to order.

WE WISH TO ANNOUNCE TO THE TRADE that we are in a position to handle a greater volume of business this season than ever before. We pack a full line of high-grade Fruits, Vegetables and Side Lines and are in a position to look after your interests no matter how varied the assortment required. Communicate with us before booking your order. Invest two cents and be convinced that we can save you Dollars.

ESSEX BRAND IS KNOWN TO ALL THE TRADE

Essex Canning & Preserving Co.

Essex, Ont.

There's Genuine Pleasure

and liberal profit in selling

"WHITE LILY" BRAND MARSHMALLOW BISCUITS!

They are genuine satisfaction-givers because of their excellent flavor and the crisp and fresh condition in which they always reach the retailer. Put up in glass-front tin boxes and retail at 18c and 20c. Obtainable also in 20-lb. tins and in wood boxes. Other leading "White Lily" lines you can handle profitably are—CREAM SODAS, HAVELOCK LUNCH, JAMJAMS and PEOPLE'S FANCY MIXED.

Write for prices.

J. A. MARVEN, Limited - - Moncton, N.B.

Quality and Consistency

are the two things to bear in mind regarding our biscuits. Always good and always equally good. A steady money-maker.

THE CANADIAN BISCUIT CO., :: LA PERADE, QUE.

California Fruit

Peaches, Plums, Apricots. Fresh cars every other day. Sold both at auction and private sale.

Watermelons

Florida's Fancy Stock.

Strawberries

Canadians now arriving in quantities.

Bananas, Oranges, Lemons, New Potatoes, Cabbages, Cukes, Wax Beans, Etc.

Be sure to get your order in early for Holiday.

McWILLIAM Mc. AND E. EVERIST

25-27 CHURCH ST. - TORONTO
Carload Importers

SUPERIORITY

Each and every season shows more and more the sterlingness of the quality and pack of

"St. Nicholas"

and

"Home Guard"

LEMONS

BUY THEM

J. J. McCABE

AGENT

32 Church Street, Toronto.

Heavy Demand for Fruit is Experienced

Season Has Opened With a Rush—Prices are Generally Holding Firm Before the Summer Demand—Strawberries are Slated for a Decline—Lemons are Firm and Fancy Stocks are Quickly Snapped Up—Steady Market for Vegetables—Supply of Fish is Shorter Than Usual.

The fruit season has opened at last and the heat of the past two weeks, felt generally throughout the Dominion, creates a craving for foods that cool the blood. While not writing a treatise on what to eat at this time of the year it is a known fact that fruits are particularly welcome at this time. Many grocers have built up a good fruit business and now is the time they will make hay. All fruits are in demand with the thirst quenchers probably leading. Lemons are none too plentiful and the demand has been heavy of late. Watermelons and cantaloupes are in good demand. Strawberries are now received entirely from Canadian patches and easier prices are looked for. Pineapples are strong.

Vegetables as far as the ordinary householder is concerned are neither here nor there. They are waiting for the new crops. But there is a good demand for imported stocks with cucumbers, tomatoes, etc. leading.

There is a fairly good demand for fish with the supply below normal. Reports from Winnipeg state that the catch in that province is good.

MONTREAL.

Green Fruits—California deciduous fruits have made their appearance on the local market, and appear to be having a very brisk sale for this early in the season.

The lemon market seems to be firmer, and higher prices are looked for in the near future.

Almeria grapes are scarce, and the price has advanced somewhat.

Apples—			Messinas...	3 00	3 25
Russets		7 00	Oranges—		
Spies, per bbl		8 00	Floridas		3 00
Bananas crated, bunch	2 00	2 25	California navels	3 00	4 50
Cranberries, bbl.		11 00	Porto Ricos		2 50
Cocoanuts, bags.		4 25	Mexicans		2 25
Grape fruit—			Sicily bitters, box	2 25	3 00
Florida, box		7 00	Jamaica, bbl	3 75	4 25
Grapes, Almeria, per keg		8 00	Valencias, large, per case	4 50	5 00
Limes, per box		1 00	Pineapples—		
Lemons—			Floridas, case	2 50	2 75
Sicily bitters, box	1 75	2 25	Strawberries, qt.	0 15	0 18

Vegetables—The vegetable market this week shows rather a peculiar state of affairs. A great many prices have gone down, but, on the contrary, a number of them are higher. Why there should be such a difference is not quite apparent to local dealers, but the general reason assigned is a large increase in demand forcing certain lines up. There is practically a new price scale throughout.

Asparagus, doz.	1 20	6 00	Lettuce—		
Beans, green, basket		2 75	Montreal, doz	0 20	0 30
Beans, wax		2 75	Mushrooms, lb	0 75	1 00
Beets, bag	0 50	0 75	Onions—		
Beets, new, doz.	0 75	1 00	Egyptian, lb.	0 03	0 03½
Carrots, bag		0 75	Potatoes—		
Carrots, new, doz		1 00	Montreal, bag	0 65	0 75
Cabbage, bbl	1 50	2 00	Potatoes, new, per bbl	3 00	3 25
Cabbage, new, ct	1 25	1 50	Parsley, dozen	0 25	0 30
Celery, large, crt.		10 00	Parsnips, bag	1 25	1 50
Cauliflowers, doz.		6 50	Radishes, dozen bunches	0 20	0 30
Cauliflowers, Montreal	2 00	3 00	Rhubarb, doz	0 25	0 35
Cauliflowers, per basket		50	Spinach, bbl	1 50	2 00
Cucumbers, bskt	2 25	2 50	Tomatoes—		
Garlic, per lb	0 25	0 30	Floridas, crate	3 25	3 50
Green Peppers, basket		0 75	Cubans, crate	2 25	2 50
			Turnips, bag	1 50	1 75

Fish—Contrary to expectations Gaspe salmon has not turned out plentiful, nor has mackerel, and both of these lines are holding higher this week.

It is now close season for sturgeon until July.

The demand keeps good for all cods.

A few lines of new salt fish have been shipped to this market, particularly green cod, pickled salmon, and imported pickled herrings. The demand in this line is limited, however.

Shad is nearly finished for this season, but some are being offered for this week. A run of salmon is expected this week.

FRESH

Shad, 'Roe,' ea.		0 40	Brook trout		0 22
Shad, 'Buck,' ea		0 25	Lake trout		0 10
Pike		0 07	Whitefish		0 10
Perch		0 04	Mullets		0 06
Steak cod	0 05	0 06	Haddock		0 04
B.C. salmon		0 13	Halibut		0 09
Gaspe salmon		0 14	Bullheads		0 10
Market cod		0 04	Carp		0 06
Sturgeon	close season		Dore		0 12
			Mackerel		0 10

FROZEN

Codfish	0 04	0 04	Pike		0 06
Dore, winter caught, per lb		0 08	Salmon, B.C., red,		0 10
Haddock		0 04	Gaspe salmon, per lb		0 18
Halibut, per lb		0 08½	Smelts, 10 lb. boxes		0 07½
Herring, per 100		1 25	Whitefish, large, lb		0 09
Market cod		0 04	Whitefish, small		0 07
Steak cod		0 05			

SALTED AND PICKLED

Green cod, No. 1, bbl	6 00	6 50	Salmon, B.C., red, bbl		14 00
			" " pink, bbl		12 00
Labrador herring, bbl		5 00	" Labrador, bbl		17 00
" " ½ bbl		2 85	" " ½ bbls		8 50
Labrador sea trout, bbls		11 00	" " trcs., 300 lb		23 00
Labrador sea trout, half bbls		6 00	Salt eels, per lb		0 07½
No. 1 mackerel, pail		2 00	Salt sardines, 20 lb. pls		1 00
" " ½ bbls		8 00	Scotch herring, bbl		6 50
No. 1 pollock, bl		4 00	" " keg		1 00
			Holland herring, bbl		5 50
			" " keg		0 75

SMOKED

Bloaters, large, per box	1 00
Haddies	0 07
Herring, new smoked, per box	0 13
Kippered herring, per box	1 15

SHELL FISH

Clams, Quahogs, per bbl	6 50
Clams, Little Necks, per bbl	11 00
Shell oysters, bbl	10 00
Lobsters, live, per lb	0 14
Oysters, choice, bulk, Imp. gal	1 50
" Selects, Imp. gal	1 60
" "Sealshipt," standards, per Imp. gal	1 75
" " select, per Imp. gal	2 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.	
Shredded cod, per box	1 80
Skinless cod, 100 lb. case	5 50

TORONTO.

Green Fruit—The warm wave of the past ten days has helped the fruit market to a noticeable extent. In some respects it is making business hazardous and trade must be carried through without any holding of stock which in the most cases is liable to suffer from the heat. Pineapples seem to suffer most in this respect but does not materially affect the retailer. There is a firm tone to this market and prices are maintained

at a figure much higher than that quoted a few weeks ago. There is a good demand for lemons and stocks are reported short. Fancy Verdellis are quoted at from $4.00 to $4.50 a case with a strong possibility that they may be higher. In a recent issue of The Grocer it was stated that an authority gave his opinion that this fruit would go to five dollars and even now that mark is not far distant. Recent arrivals have been picked up immediately. Watermelons are in good demand at firm prices. Canadian strawberries are arriving plentifully, having displaced the American variety which are practically through for the season. Prices are at 10 to 12 cents with a downward tendency to the market.

Apricots, crate.		3 00	Oranges—		
Bananas.....	1 50	1 75	California navels		
Cantaloupes, ca. ...		6 00	Large	3 00	3 50
Cherries, California, box..	2 25	2 50	Small.....	3 75	4 25
Cocoanuts, sack		4 50	Mexican.....	2 50	2 75
Grape Fruit—			Valencia	4 50	5 00
California.....	3 75	4 75	Peaches, new, ct ...		2 50
Lemons—			Pineapples, case	2 75	3 00
Verdelli....	4 00	4 50	Plums, case.....	2 75	3 00
Sorrento.....		3 50	Watermelon, ea.	0 50	0 60
			Strawberries—		
			Canadian, box..	0 10	0 12

Vegetables—There is no feature to the vegetable market. The consumers

Fruit Market Open

We are pleased to announce the opening of the Yonge Street Fruit Market for the season.

Local fruit promises to be plentiful this year.

We are very heavy receivers. Have careful men selecting best shipping stock for out-of-town orders. Let us have your daily business.

VERDILLI LEMONS, LATE VALENCIA ORANGES
WATERMELONS

WHITE & CO., Ltd.
MAIN 6565 - - - TORONTO

Strawberries
CANADIAN

Now in GOOD SUPPLY
DEMAND is HEAVY
Order early

We are large dealers in this line. Wire, phone or mail your orders to

Stevens & Soloman
Growers and Shippers of
CANADIAN FRUITS
HAMILTON, - - - ONT.
Phones 1990 and 2700

FANCY
RIPE { PINEAPPLES / FLORIDA TOMATOES / BANANAS
FRESH { LETTUCE / RADISH / RHUBARB / GREEN ONIONS

Finest Oranges and Lemons

HUGH WALKER & SON
Established 1861) GUELPH, ONTARIO

It is Cool and Pleasant "in a shady nook, beside a babbling brook"
but much pleasanter when in your outfit you have

BUSTER BROWN LEMONS

Sicily's best lemons are packed by Follina Bros. under "HIAWATHA," "LORD BERESFORD," "KING GEORGE," as well as Buster Brown. Do not omit in your order to mention our brands or the packers. Yes! there are just as good, but they are packed in another box of our brands.

FOLLINA BROS., Packers W. B. STRINGER, Sales Agent

seem to be waiting for the home grown goods and it will not be long now until the first peas, beans, etc. are offered. Tomatoes are in good demand but have not changed in price. Cucumbers are also experiencing a good run. Potatoes are firm.

Asparagus, per dozen	0 90	Egyptian, sack	2 75 3 00
Beets, hamper	1 75	Potatoes, Ontario, bag	0 55 0 60
Beans, green per hamper	3 00	Potatoes, Delaware	0 75
Beans, wax, per hamper	2 75	Potatoes, Texas	3 00 3 50
Cabbage, case	1 75	Potatoes, new, bushel	1 75
Carrots, box	2 25	Parsley, per doz bunches	0 25 0 30
Carrots, hamper	2 50	Radishes, doz	0 25
Cauliflower, dz.	2 25	Peas, green, per bushel	2 50 2 75
Cucumbers, doz.	1 25	Rhubarb, doz	0 15 0 25
Cucumbers, hpr	2 00	Spinach, hamper	0 60
Lettuce, hamper	2 00	Tomatoes, case of 6 baskets	2 75 3 50
Lettuce, Canadian, dozen	0 25 0 30	Tomatoes, Canadian, h.h., lb.	0 17½
Mushrooms, lb.	0 50 0 60	Turnips, bag	0 40
Onions—		Tomatoes, Texas crate 4 basket	1 75
Texas Bermudas por crate	2 50		
Bermuda, case 45 lb	1 75		

Fish—Demand centres around trout, white fish and mackerel but the supply is not large enough to meet the demand. In spite of the fact that the season opened earlier than usual, the catch was not as large as that of last year.

FRESH CAUGHT FISH

Halibut	0 09 0 10	Steak cod	0 08
Salmon trout	0 11	Perch	0 07
White fish	0 11 0 12	Haddock	0 07
		Mackerel	0 22 0 23

FROZEN LAKE FISH

Pickerel yellow	0 08	Pike	0 07
		Whitefish, frozen	0 09

OCEAN FISH (FROZEN)

Herring, per 100	1 50	Salmon, pink, per lb.	0 08
Mackerel, each	0 22	" red	0 09
Smelts, No. 1	0 08		

SMOKED, BONELESS AND PICKLED FISH

Acadia, tablets, box	1 60	Fillets, per lb	0 11
Bloaters, per basket	0 90	Haddie, Finnan	0 07
Codfish, shredded, box	1 80	Herrings, Digby, bndle	0 60
" Bluenose, "	1 40	Herrings, Imported Loch Fyne, per kit	1 50
Cod steak, per lb	0 07	Kippers, per box	1 25
Cod, Imperial, per lb	0 05	Quail on toast, per lb.	0 05½
Ciscoes, per basket	1 25		

WINNIPEG.

Green Fruits—The great season is on for fruits and an eager market prevails. Grocers and confectioners are stocking heavily each day with the best grade stuff. Pineapples are popular and the outside demand is heavy. Grape fruit and strawberries are moving very rapidly and the quality is said to be excellent.

Bananas	2 50	Cherries, case	2 50
Cranberries, bbl	8 00	Oranges, Cal., navels	4 25
Cocoanuts, doz.	0 90	Pineapples, case	4 00
Grape Fruit, Florida, box	7 00	Strawberries, Hood River, qt.	0 15 0 18
Lemons, Messina	5 50	Missouri, case	4 00
Peaches, case	3 00		
Apricots, case	3 25		

Vegetables—The trade everywhere is in excellent condition and prices are getting easier due to the increased production. Jobbers are looking for heavy supplies from local growers at an early date.

Asparagus, doz.	2 00	Onions, Egyptian, per lb.	0 03
Butter beans, lb	0 12½	Potatoes, new, lb	0 03
Carrots, Orleans per box	2 00	Parsley, per doz.	0 35
Cabbage, new, lb	0 03½	Radish, dozen	0 30
Cucumbers, doz	1 50	Rhubarb, lb.	0 03
Lettuce, doz.	0 30	Tomatoes, Florida, crate	5 00
Mint, doz.	0 40		
Onions, green, per dozen	0 25		

Fish—The catch is very heavy on the Manitoba lakes just now and prices are easing off slightly until the glut is worked off. This covers a limited range, however. The following prices rule.

Halibut	0 09	Whitefish	0 08
Salmon Trout	0 11	Smoked—	
Whitefish	0 08	Bloaters, basket	1 50
Haddock	0 06	Fillets, lb	0 20
Lake Frozen—		Haddie, Finnan	0 08
Goldeyes	0 03½	Herring, Digby, bdls	0 95
Yellow Pickerel	0 07		
Pike	0 03½		

FINE IN WRONG PLACE.

A Kingston, Ont., grocer writes as follows to the editor of The Canadian Grocer.—"Regarding an item which appeared in last week's Grocer about pepper adulterations in Kingston, I cannot understand why the government does not send their inspectors to the wholesale houses and there obtain the unbroken packages and punish the manufacturer. The retailer has to depend on the word and honor of the wholesalers from whom he buys and the wholesaler the manufacturer. If a sample is sent to Ottawa about $8 is required for analysis and few retailers can afford such exorbitant

"One grocer told me he was going to get a rubber stamp and mark everything compound.

"The fines were not $10—they were $24 for 2 samples and one $39. All were bought as pure and sold as such."

The New Flavor

MAPLEINE

Better Than Maple

The Crescent Mfg. Co.
Seattle, Wash.

Order from your jobber, or

Frederick E. Robson & Co
26 Front St. E., TORONTO

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON

JAMES SOMERVILLE, Manager

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

ESTABLISHED 1886

Ingersoll - Ontario

Would you like our Weekly Circular

CARTER'S

EXTRA CONCENTRATED

LEMON SYRUP

"BIG WHEEL"

LEMONADE.

CRYSTALS OR POWDER.

H. W. CARTER & CO., LTD., The Old Refinery, BRISTOL, ENG.

TRY LEARD'S LOBSTERS
and CANNED CHICKEN

Write for Prices

W. A. LEARD

Summerside, - P.E.I.

Lemon Bros.

Owen Sound, Ont., and Sault Ste. Marie

Wholesale FRUIT, FISH and PRODUCE

Commission Merchants, and

Dealers in HIDES, WOOL and RAW FURS

Oval Butter Dishes

Write us for Prices

Craham Bros. & Co., Kinmount, Ont.

Push Loggie's Lobsters

WHY?

Because in the Loggie method of canning the natural flavor of the fish is preserved.

IN Golden Key and Golden Crown BRANDS

only the freshest Lobsters are canned in our up-to-date sanitary factory, and there's a 'well-worth-while' profit for you in handling them.

SEND FOR PRICES

WE ARE THE SOLE PACKERS

W. S. Loggie Co., Limited
CHATHAM, N.B.

CCC
Norwegian Canned Goods

"Concord" Norwegian Sardines

are distinguished by many exclusive features. We reject all but the very finest small fish, autumn caught. We handle the fish with the greatest care, pay every attention to sanitary details and use only the highest grade oil. They are the only sardines which have an extra cover for use after the tin has been opened. Each tin is guaranteed by the CONCORD CANNING CO. of Stavanger.

Send your order to any Wholesale Grocer

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A. H. Brittain & Co., Montreal. W. A. Simonds, St. John, N.B.
Radiger & Janion, Vancouver and Victoria, B.C.

The next time you are wanting Canned Fish, be sure your Jobber has the name right:—

BRUNSWICK BRAND

This will be your guarantee that the contents of each can will be such that you can confidently recommend them to your customers. Sea foods, owing to the greater care which is now bestowed on their selection and packing, are growing in favor each season. See that you are fully stocked with BRUNSWICK BRAND to meet the coming demand.

CONNORS BROS., Limited
Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C. B.; J. L. Lovitt Yarmouth, N.S.; Buchanan & Ahern, Quebec; Leonard Bros., Montreal; A. W. Huband, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

Using the Blackboard at Association Meetings

A Method Made Use of by the Seattle Retail Grocers' Association—Chairman Shows Members What It Costs Them to do Business—Figures Loss Caused by Shrinkage in Dried Fruits, Etc.

The blackboard in the grocery business! In a recent issue of The Grocer appeared an item referring to the educative methods of the Retail Grocers' Association of Seattle, and the practical benefits derived under the direction of the chairman, J. J. Higgins.

This is not altogether an innovation as far as some of the grocers' associations of Canada are concerned, but it is worthy of notice from the fact that the helpfulness of the blackboard may not have been entirely appreciated even by those associations that were using it.

After all, the retail associations should aim to assist its members as much as possible; Higgins' blackboard has put many thousands of dollars in the pockets of the Seattle grocers. It must be admitted that every grocer is not able to solve all the problems that confront him in his first experience. As he continues, however, he learns, but it often happens that this kind of education is not only too slow, but it is too costly. This is the gap the blackboard filled for the grocers of Seattle.

Figuring Business Cost.

One of the interesting problems Mr. Higgins has worked out on his blackboard is the percentage of cost of doing business. He found that this most important phase of merchandising was not understood by a majority of the dealers in his city. It is not possible to market goods intelligently when the dealer does not know what it costs to do business.

Working on the correct theory that this is absolutely essential, Mr. Higgins, at each meeting of the local organization, takes up the specific case of some merchant present. He has figured thousands of cases. He has found that the majority of the dealers in Seattle were figuring much too low their cost of doing business. According to his calculations, the cost often will run to 20 per cent. and the average is about 18 per cent.

Loss From Shrinkage.

Another point he brings out clearly on his blackboard is the loss by shrinkage of goods. It is well known that dried fruits will shrink in weight as water evaporates, which is a part of the fruit. Cheese shrinks; so do other similar goods. The dealer must allow for this shrinkage in figuring his profits.

Item by item, Higgins draws out of the members of his class the various items which make up the cost of his business, and as each item is decided upon it is chalked down on the blackboard. So he arrives at the usual conclusion. The dealer's figures are there on the blackboard before him. He cannot get away from them.

The value of Mr. Higgins' blackboard method may be illustrated in another way. Let us suppose for example that a competitor is selling a certain line for less than it costs him. Chances are this competitor is making this sale, believing that he actually is making money instead of losing it. He will stop when the fact is called to his attention.

This is not an unusual case in Seattle. The kindergarten method quickly convinces this man that he has made a mistake in figuring. He changes the price.

The Higgins' kindergarten system aids the dealer to compete intelligently under any conditions.

The successful clerk is he who not only works for the store while he is on duty, but who also continues to boost when he is outside among his friends.

A salesman who makes his employer's business as his own, who feels a personal pride in his employment, and takes a real pleasure in its pursuit is the one who makes his mark later on, for he keeps the mark of the prize constantly in view. Enthusiasm is as important in the employe as the employer; it is this resolute determination that wins, even at the lowest round of the ladder.

Tell Your Customers That:

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD

D. McDougall & Co, Ltd., GLASGOW, SCOTLAND

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

TANGLEFOOT

The Original Fly Paper

For 25 years the Standard in quality

All others are Imitations

JAMAICA CIGARS and CIGARETTES

"La Retreat" Brand

Made from the finest and choicest tobacco.

La Retreat Factory Co.
7 Port Royal St.
Kingston, Jamaica, B. W. I.

Agent required for these Products in Canada.
Special inducement to financially responsible party.

Black Watch

The Big Black Plug Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade

A Profit Producer

to which, perchance, you are not yet awake, is a **cigar department**, and the profit in this department will be all you can wish, if you feature the

7-20-4
CIGAR

It is a real business getter, is appreciated by connoisseurs of a good cigar, and sells at the right price.

WRITE FOR DETAILS AND PRICES

The Sherbrooke Cigar Co.
Sherbrooke, Que.

Get Wise

to the solution of the profit-making problem by featuring

WONDERFUL SOAP

It is, as its name implies, the Wash Day Wonder Worker in the rapid and effective cleaning of soiled clothes.

WONDERFUL SOAP is attractively packed and made-up and commands a ready sale which leaves you an excellent profit margin.

We have an interesting sales-helping proposition which cannot fail to work to our mutual advantage. Ask us about it !

The Guelph Soap Co.
Guelph, Ontario

Toronto Agents:—MacGreegor Specialty Company

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT, WHY NOT ?

"Tucketts Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, CANADA.

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Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

ADDING MACHINE.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

AGENTS WANTED.

WANTED—Grocers to sell Nation's Custard Powder. Retail 5 cents per packet. ½ and 1-lb. patent measure tins. Gives big profit. Satisfies customers. Increases sales. Wholesale Agents:—Green & Co., Toronto; W. H. Escott, Winnipeg; W. H. Malkin Co., Vancouver. (34)

AGENCIES WANTED.

A FIRM OF COMMISSION AGENTS in Jamaica are desirous of representing Canadian firms manufacturing groceries, biscuits, condensed milk, etc. Can influence large turnover in these lines. Highest references given. Box 343, CANADIAN GROCER, Toronto. (tf)

MALE HELP WANTED.

WANTED—At once, first-class catsup maker. Give references and full particulars. Box 64, Hamilton, Ont. (tf)

BUSINESS CHANCES.

FOR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover $20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

IF YOU WISH TO SELL your business or farm, we can find you a customer. If you wish to BUY, write us. We may have just what you are looking for. Address, WM. J. PLATT & CO., Bridgeport, Conn. (26p)

WANTED—A grocer desirous of making his own fruit preserves, extracts, juices, jams, syrups. Write me for outfit and formulae. G. T. Hamel, canning expert, P. O. Box 174, Ottawa. (27p)

COUNTER CHECK BOOKS.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

FOR SALE—Automatic Computing Scale. S. H. Fagan, Windsor, Ont. (29)

MISCELLANEOUS.

A BOON TO EVERY GROCER. A perfectly reliable fountain pen is to be found in the Beaumel "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smoothness. Gold nibs of thicknesses to suit every style of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

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MISCELLANEOUS.

ATTRACTIVE fixtures sell your goods. Walker Bin Fixtures and Show Cases prove invaluable in economising store space, and by compelling custom, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. Walker Bin and Store Fixture Company, Ltd., Berlin, Ont.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

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ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

EVERY RETAIL MERCHANT should use a Typewriter and every retail merchant would use a Typewriter if he knew the liberal propositinn we are prepared to make. A simple request will bring it. The Monarch Typewriter Co., Ltd., 98 King St. West, Toronto, Ont.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Company, Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PROFESSIONAL MEN, business men, merchants, church workers, find innumerable uses for the Fulton Sign and Price Marker. The Fulton Rubber Type Company, of Elizabeth, N. J., are makers of Ink Pads, Daters and business outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

MISCELLANEOUS.

SAVE 50% OF THE COST OF HANDLING merchandise by Installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE NATIONAL CASH REGISTER CO. guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU can display your goods to better advantage through the use of up-to date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue J? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

REPRESENTATIVES WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

TECHNICAL BOOKS.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price $2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 111-127 University Ave., Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 111-127 University Ave., Toronto.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

Diamond — W. H. GILLARD & CO.

¼-lb. tins, 2 doz. in case $2 00
½-lb. tins, 3 " " 1 25
1-lb. tins 4 " " 0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-dozen	10c.	$0 85
3-dozen	6-oz.	1 75
1-dozen	12-oz.	3 50
3-dozen	12-oz.	3 40
½-dozen	2½-lb.	10 50
½-dozen	5-lb.	19 80

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 dozen	5c.	$0 50
4 "	4-oz	0 75
4 "	6 "	1 00
4 "	8 "	1 30
4 "	12 "	1 80
2 "	12 "	1 85
4 "	16 "	2 25
½ "	16 "	2 30
1 "	2½-lb	5 00
1 "	5-lb	9 50
2 "	6-oz	Per case
1 "	12 "	$5 00
1 "	16 "	

ROYAL BAKING POWDER

	Size.	Per Doz.
Royal—Dime		$ 0 95
"	½ lb.	1 40
"	6 oz.	1 95
"	½ lb.	2 55
"	12 oz.	3 85
"	1 lb	4 90
"	3 lb.	13 60
"	5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams	Per doz		Per doz
		Peach	1 80
		Pear	1 70
Strawberry	1 90	Jellies	
Raspberry	1 90	Red currant	2 40
Black currant	1 80	Black currant	2 40
Red currant	1 80	Crabapple	1 70
Raspberry & red currant	1 80	Plum	1 70
		Grape	1 70
Raspberry and gooseberry	1 80	Marmalade	
		Scotch	1 40
Damson plum, stoneless	1 70	Orange Jelly	1 75
		Green Fig	2 25
Greengage plum, stoneless	1 70	Lemon	1 80
		Pineapple	2 25
Gooseberry	1 80	Ginger	2 25

Pure Preserves—Bulk	5's & 7's per lb.	14's & 30's per lb
Strawberry	0 11	0 10½
Black currant	0 11	0 10½
Raspberry	0 11	0 10½
Other varieties	0 09	0 08½

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD

White Swan Baking Powder—1-lb. tins, 3-doz. in case, $2 doz.; ½-lb. tins, $1.25 doz.; ¼-lb. tins, 80c doz.

Cartoons—	Per doz		Per doz
No. 1, 1-lb., 4 doz	2 40	No. 12, 4 oz., 6 dz	0 70
No. 1, 1-lb., 2 doz	2 50	No. 12, 4-oz., 3 dz.	0 75
No. 1, 1-lb., 2 doz	2 50	In Tin Boxes—	
No. 2, 5-oz., 6 doz	0 80	No. 13, 1-lb., 2 dz.	3 00
No. 2, 5-oz., 3 doz	0 85	No. 14, 8-oz., 3 dz	1 75
No. 3, 2½-oz., 4 dz	0 45	No. 15, 4-oz., 4 dz.	1 10
No. 10, 12-oz., 4 dz	2 10	No. 16, 2½-lbs.	7 25
No. 10, 12-oz., 2 dz	2 20	No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER

	Dozen
6 oz. tins	0 75
12 oz. tins	1 25
16 oz. tins	1 50

Cereals

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food 2 doz. in case, per case $3.00.

The King's Food, 2-doz. in case, per case $4.80

White Swan Barley Crisps, per doz. $1.

White Swan Self-rising Buckwheat Flour, per doz. $1.

White Swan Self-rising Pancake Flour, per doz. $1.

White Swan Wheat Kernels, per doz. $1 40

White Swan Flaked Rice, per doz. $1 00

White Swan Flaked Peas, per doz. $1 00

Blue

Keen's Oxford, per lb	0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½-gross box	2 00

Chocolates and Cocoas

THE COWAN CO., LIMITED

Cocoa—Perfection, 1-lb. tins, per doz.	$4 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz.	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb.	0 37
Soluble, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18
London Pearl, per lb.	0 22

Special quotations or Cocoa in bbls. kegs, etc.

	Per lb.
Unsweetened Chocolate—	
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb.	$)
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8's	0 30
Royal Nursery, ½'s, ¼'s, boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes..	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

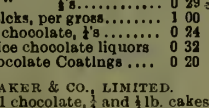
EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Persse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.



Silte, 10c size (for cooking) doz	0 90

Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, ¼ and ½ lb. cakes, 35c. lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5 lb. tins, 41c. lb.; German sweet chocolate, ¼ and ½ lb. cakes, 6-lb. bxs., 26c. lb.; Caracas sweet chocolate, ¼ and ½ lb. cakes, 6-lb. bxs., 32c lb.; Auto sweet chocolate, ½ lb. cakes, 3 and 6 lb. bxs., 32c. lb.; Vanilla sweet chocolate, ½-lb. cakes, 6 lb. tins, 44c. lb.; Soluble cocoa (hot or cold soda), 1 lb. tins, 38c. lb.; Cracked cocoa, ½ lb. pkgs., 6 lb. bags, 32c. lb.; Caracas tablets, 100 bdls., tied 5s, per box $3.00. The above quotations are f.o.b. Montreal.

Cocoanuts

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases.	Per lb
1-lb. packages	0 26
½-lb. packages	0 27
¼-lb. packages	0 28
1 and ½ lb. packages, assorted	0 26½
¼ and ½ lb. packages, assorted	0 27½
½ lb. packages, assorted, in 5 lb. boxes.	0 28
¼ lb. packages, assorted, in 5 lb. boxes.	0 29
¼ lb. packages, assorted, 5,10,15 lb. cas.	0 30

Bulk—

In 15 lb. tins, 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White moss, fine strip	0 12	0 21	0 17
Best Shredded	0 18	....	0 1
Special Shred	0 17	....	0 16
Ribbon	0 19	.. .	0 15
Macaroon	0 17	....	0 17
Desiccated	16	....	0
White Moss in 5 and 10 lb. square tins, 21c.			

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 18
Shredded	0 18
In packages 2-oz., 4 oz., 8-oz., lb.	0 22

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
Eagle Brand Condensed Milk	$6 00	1 50
Gold Seal Condensed Milk	4 50	1 15
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) $4 00
Reindeer" brand per case (4 doz.) 5 00

Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in amp-proof bags and tins

Club House	$0 32	Ambrosia	0 25
Nectar	0 30	Plantation	0 22
Empress	0 28	Fancy Bourbon	0 20
Duchess	0 26	Bourbon	0 18
Crushed Java and Mocha, whole			0 [illegible]
" " "		ground	0 17½
Golden Rio			0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.

1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

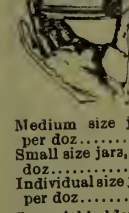
Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epiqures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins $0 33

"Gilt Edge" in 2 lb. tins 0 32

Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

Cheese.—Imperial

Large size jars, doz.. 8 25

Medium size jars, per doz 4 50

Small size jars, per doz 2 40

Individual size jars per doz 1 00

Imperial holder—
Large size, doz. 18 00
Med. size, doz. 17 00
Small size, doz. 12 00

Roquefort—
Large size, doz. 2 40
Small size, doz. 1 40

Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40

Ground or bean,	W.S.P.	Ret. P.
	⅛ 0 32	0 50
	⅛ 0 33	0 50
	⅛ 0 29	0 40
	⅛ 0 30	0 40
	⅛ 0 22	0 30
	⅛ 0 23	0 30

Packed in 30s and 50-lb. cases
Terms—Net 30 days prepaid.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95 dozen
Medium, cases 2 dozen	1 80 "
Large, cases 1 dozen	2 75 "
Tumblers, cases 2 dozen	1 35 "
25-lb. pails	0 15 lb.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co Ltd Toronto. C. O. Beauchemin & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ¼ cent.

Infants' Food

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors)	dos.		1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application

CRESCENT MFG. CO.

	Mapleine	Per doz
2 oz. bottles (retail at 50c.)		4 20
4 oz. bottles (retail at 90c.)		6 80
8 oz. bottles (retail at $1.50)		12 50
16 oz. bottles (retail at $3)		24 00
Gal. bottles (retail at $20)		14 50

Milk Powder

CANADIAN MILK PRODUCTS, LTD, TORONTO

Trumilk, full cream, per case (4 doz), ½ lb tins	4 80
Milkstock (cooking milk), per case (4 doz) ½ lb tins	4 80

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. $2 20

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7 lb. tin pails, 8 and 6 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails, per lb	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails	0 06½

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds, per dozen $1.20. Chicken soup, $1.20 per dozen. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. 1 00. Tomato Ketchup—Bottles (10c size only) doz. $1.40. Tabasco-Ketchup—Bottles (10c size only) doz. $1.40. Chili Sauce—Bottles (10c size only) doz. $1.40. Mustard (prepared)—With spoon (new) doz $1.40; No. 80 jars, doz. $1.40

W. CLARK'S SPECIALTIES

Chateau Brand Baked Pork and Beans, with tomato sauce or plain individual, 50 cts.; No. 1, 90c.; No. 2, $1.25; No. 3, $1.75 dozen. Ox Tongues (Inglass Brand), No. 1½, $10; No. 2, $12 dz.

ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

IN

2 1

THE WORLD'S BEST

SHOE POLISH

Damp, cold and heat alike have no effect on this polish. It does not clog the brush nor soil the clothes, but it lengthens the life of the shoe, and produces a quick, lasting POLISH.

There is more demand for it now than ever before. You are losing a profitable trade if you have been so short-sighted as not to stock it hitherto.

—WRITE TO-DAY—

The F. F. DALLEY CO. LTD.

HAMILTON & BUFFALO, N.Y.

BRANDS

"BANNER" & "PRINCESS"

CONDENSED MILK

are prepared from the purest and richest country milk, with no addition but that of pure sugar.

St. George Evaporated Cream

(Unsweetened)

The most sanitary conditions are observed in the canning and handling of the milk. The reputation of these brands as genuine satisfaction-givers is unsurpassed.

Lines that mean much in profit and reputation to every grocer who handles them.

J. MALCOLM & SON

ST. GEORGE, ONT.

NOTICE TO MANUFACTURERS

We have sold out our warehousing and forwarding business and are now prepared to handle two or three additional high-class lines selling to the Western wholesale grocery trade.

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Reference—Bank of Ottawa, Winnipeg

Molassine Meal

Molassine Dog and Puppy Cakes

Molassine Terrier, Hound and Puppy Meal

Molassine Chicken and Poultry Food

Are reliable foods for horses, cattle, dogs and poultry.

Sole Canadian Importer:

ANDREW WATSON

91 YOUVILLE SQUARE, MONTREAL

BROOMS OF QUALITY

WE make them! **YOU** should sell them!
YOUR customers will appreciate them! **OURS** do

and keep our factory going on FULL TIME

A postal will bring you information.

Walter Woods & Co. - Hamilton and Winnipeg

TEA LEAD

Best Incorrodible

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. A.B.C. Codes used 4th and 5th Editions.

LIMEHOUSE, LONDON, E., ENG.

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

If you wait for to-morrow it may be too late.

ROYAL METAL POLISHES

ORDER NOW

Write us for prices

ROYAL POLISHES COMPANY
MONTREAL

OCEAN MILLS
Montreal

Chinese starch, 48 1-lb., per case $4.00; Ocean Baking Powder, 48 3-oz., $1.40; 48 4-oz., $1.80; 60 8-oz., $4.50; 36 1-lb., $3.75; 48 1-lb. pkg., $4; 10 1-lb. tins, $5; loose 25 lbs., $1.75; Ocean blancmange, 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-ounce, $7.20; Ocean corn starch, 48 1-lb. $3.60.

Jam

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

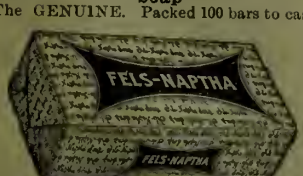
Jelly Powders

IMPERIAL DESSERT JELLY

Assorted flavors—gross 10.75.

Soap

The GENUINE. Packed 100 bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$5 00
Five cases or more	4 95

Fly Pads.

WILSON'S FLY PADS

In boxes of 50, 10c.; packets, $3 per box; or three boxes for $2.80; 5 boxes $2.75.

List price.

"Shirriff's" (all flavors), per doz ....

Discounts on application.

WHITE SWAN SPICE AND CEREALS, LTD

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 13½
½-bbls.	0 13¾
Tubs, 80 lbs.	0 13¾
20-lb. Pails.	2 73
20-lb. tins	2 63
Cases 3-lb.	0 14½
" 5-lb.	0 14
" 10-lb.	0 13⅞

F.O.B. Montreal.

GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 12½
Tubs	0 12¾
20-lb. pails	0 13
20-lb. tins	0 12½
10-lb. "	0 14
5-lb. "	0 13⅝
3-lb. "	0 13½
1-lb. cartons	13½

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy bxs. 40), per box	1 50
Tar licorice and tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
'Purity" licorice, 10 sticks	1
" 100 sticks	....
Dulc, large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED LYE

Per case	
1 case of 4 doz	$3 50
3 cases of 4 doz	3 40
5 cases or more	3 35

Marmalade.

T. UPTON & CO.

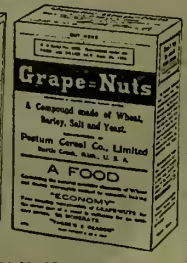
12-oz. glass jars, 2 dozen case, per doz. $1; 16-oz. glass jars, 2 doz. in case, per doz. $1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 7½c.; pint sealers (24 oz.), 1 doz. in case, per dozen $2.25.

SHIRRIFF BRAND

"Imperial Scotch"—

1-lb. glass, doz.	1 55
2-lb. "	2 80
4-lb. tins, "	4 65
7-lb. "	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

Cereals.



Grape Nuts—No. 22, $3.00; No. 23, $4.50.
Post Toasties—No. T3, $2.85.

ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream, family size, per case	$3.50
Baby size, per case	2.00
Ditto, hotel,	3.70
Silver Cow Milk	4.65
Purity Milk	4.25
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb. tins	"	2 80
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen	0 45 dozen
Medium, cases 2 dozen	0 90 "
Large, cases 1 dozen	1 35 "

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—

Minerva, qts. 12's	$ 5 75
" pts. 24's	3 00
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

½-pint bottles, 3 and 6 dozen cases, doz	0 90
Pint bottles, 3 dozen cases, doz.	1 75

Soda

COW BRAND

Case of 1-lb. containing 60 packages, per box, $3.00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

		Per case
No. 1, cases 60 1-lb. packages		$2 60
No. 2, "	120 ½-lb. "	2 60
No. 3, "	{30 1-lb. " {60 ½-lb. "	2 60

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 65
5 cases	2 55

TRADE MARK BRAND

REGISTERED

WOOD'S

HOLLANDER COFFEE

Fragrant, Pungent, Delicious!

The Choicest of the Choice.

Imported and Roasted by

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. Montreal

Soap and Washing Powders

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	$10 20
Maypole soap, black, per gross	15 30
Criole soap, per gross	10 20
Floriola soap, per gross	12 00
Straw hat polish, per gross	18 20

3 doz. to box..... $3 60

6 doz. to box $7 20

30 days.

1 box, price $4.00

5 box, price $3.90

Freight pd. on 5 bx. lot.

Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED

	Per lb
Laundry Starches—	
No. 1 white or blue, 4-lb. carton	$0 07
No. 1 white or blue, 2-lb. carton	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada white gloss, 1-lb. pkgs	0 06½
Benson's enamel, per box	1 50 to 3 00
Culinary Starch—	
Benson & Co's. Prepared Corn	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue	0

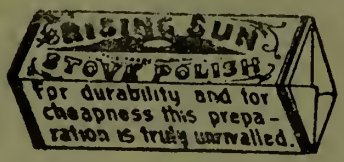
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lb	0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb	0 06½
Finest Quality White Laundry—	
3-lb. canisters, cases of 48 lb	0 07
Barrels, 200 lb	0 06½
Kegs, 100 lb	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb	0 07½
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks in case	0 08
Kegs, ex. orystals, 100 lb	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 35 lb	0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 00

Stove Polish

	Per gross
Rising Sun, No. 1 cakes, ½ & ¼ grs. bxs.	$8 50
Rising Sun, No. 3 cakes, gross boxes	4 50
No. 5 Sun Paste, ¼ gross boxes	5 40
No. 10 Sun Paste, ¼ gross boxes	9 00



JAMES DOME BLACK LEAD

6a size, gross, $2.40. 2a size, gross, $2.50

Boot Polish

PACKARD'S BOOT AND SHOE POLISHES

Mon-Ami, $9 gross; Black "O," $9 gross; Large Combination, $20 per gross; Pony Combination, $10; French Glycerine, $9; Ladies' Special, $20; Pat. Lea. Cream $20 per gross.

Syrup

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼-barrels, 175 lbs	0 03¾ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 75
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas

THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

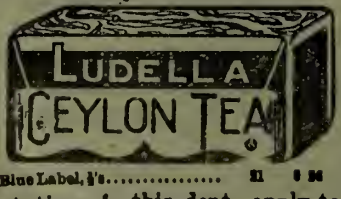
GEO. E. BRISTOL & CO., Hamilton, Ont.

EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.



Blue Label, ½'s	$1	$ 36
Orange Label, 1's and ½'s	0 28	0 40
Blue Label, 1's	0 30	0 45
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s		0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	19

BLUE RIBBON TEA CO., MONTREAL

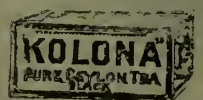
	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	0 77	1 00

	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1.00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.

MELAGAMA TEA

MINTO BROS., 45 Front St. East

Black, green, mixed—⅛s, wholesale 70c., retail $1; ¼s, 55c. and 80c.; ½s, 44c. and 60c; 1 lbs and ½s, 40c. and 60c.; ½s, 38c. and 50c.; 1 lbs. and ½s, 35c. and 50c.; 1 lb., ½s, 30c. and 40c.; ½s, 32c. and 40c.; ½s, 25c. and 30c.; 1 lbs., 24c. and 30c. We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages — black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
Black Label, ½-lb., retail at 25c	0 21
Blue Label, retail at 30c	0 24
Green Label, retail at 40c	0 30
Red Label, retail at 50c	0 35
Brown Label, retail at 60c	0 42
Gold Label, retail at 80c	0 55

Pure Gold Jelly Powder } 90 cents
Pure Gold Salad Dressing Powder } per doz.

Discounts on application.

THOMAS WOOD & CO., LTD.

Montreal and Boston.

Wood's Prime rose, per pound wholesale 40c., retail 60c.; Golden Rod, 35c. and 50c; Fleur-de-Lis, 30c. and 40c. Packed in ½-lb. tins. All grades—either black, green or mixed.

GILLETT'S CREAM TARTAR

	Per doz
¼-lb. paper pkgs., 4 doz. in case	$0 90
½-lb. paper pkgs., 4 doz. in case	1 80
	Per case
4 doz. ¼-lb. paper pkgs. / 2 doz. ½-lb. paper pkgs. } assorted	$7 20
	Per doz
¼-lb. cans with screw covers, 4 doz. in case	$2 00
1-lb. cans with screw covers, 3 doz. in case	3 75
	Per lb
5-lb. sq. canisters, ¼ doz. in case	0 30
10-lb. wooden boxes	0 27½
25-lb. wooden pails	0 27½
100-lb. kegs	0 25½
360-lb. barrels	0 25

THE QUAKER OATS CO.

Winnipeg prices—Quaker oats, 36's (or 2-18's) $3. case; Quaker oats, 20's, (with premium) 4.10; Quaker Best Y. Cornmeal, 24's, 2.40; Puffed rice, 36's, 2.90; Puffed wheat, 36's, 2.90; Quaker Toasted Corn Flakes, 36's, (11 case lots, 1 case free, delivered) 2.90; 5½ case lots, ½ case free, delivered); Banner oats, 20's (with premium) 4.10; Saxon oats, 20's, (with premium) 4.10; Pettijohn breakfast food, 18's, 2.25 Apitezo biscuits, 24's, 3.50; Saxon wheat food 24's, 3.25; Cracked wheat, 24's, 3.50; Hominy 24's, 2.40; Puffed rice, brls., 25 lbs. each, 22c lb

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s	44
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 6 2-5s	46
Old Fox, 12s	44
Pay Roll Bars, 7½s	56
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking—Shamrock, 6s., plug or bar.	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	59

Yeast

Royal Yeast, 3 doz. 5 cent pkgs.	$1 15
Gillett's Cream Yeast, 3 doz. in case.	1 15

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Get Wise to the Profit Problem

KITCHENER BRAND

PORK AND BEANS

are equal in quality and selling at 25 per cent. less than the best packs on the market.
Why not, Mr. Grocer, make this profit?
Our beans are all hand picked and put up in the new sanitary can, in 1, 2 and 3 lb. sizes, plain or tomato sauce. We also have a full line of fruits and vegetables. If your wholesaler cannot supply you, write us direct for prices.

THE OSHAWA CANNING CO., Limited
OSHAWA, ONT.

THE "WALKER BIN" SYSTEM

Provides for the Complete Equipment of the Modern Grocery.

Write for Illustrated Catalogue showing some of the stores we have fitted up.

Walker Bin & Store Fixture Co. LIMITED
BERLIN : ONTARIO

Brunner, Mond & Co's.

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

DUST IS A GENERAL NUISANCE

BUT IT CAN BE AVOIDED BY USING

DUSTBANE

on sweeping day. "Dustbane," moreover, disinfects the room and restores carpets and rugs to their original freshness. The women swear by "Dustbane" when once they have used it. Get them on your side by selling "Dustbane. There's money in it for you

Dustbane Manufacturing Co:
Boston, - Mass.

Canadian Factories: Winnipeg, Manitoba, St. John.

Ask Your Wholesaler for These Goods

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

WHEN YOU WANT
TO KNOW ANYTHING
ABOUT

SALT

JUST DROP US A CARD

WILL BE PLEASED
TO POST YOU

Verret, Stewart & Co.
Limited
Montreal

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

WETHEY'S CONDENSED MINCE MEAT

Wrapped and packed
in sanitary packages

SOLVES THIS QUESTION

Quality Unexcelled.
Three dozen to a case.
Absolutely Dust-proof.
All jobbers.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.

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NOW

Prompt Shipments

This is our specialty

Are you using our quick shipping facilities?

GEO. E. BRISTOL & CO.
Wholesale Grocers
HAMILTON - - ONTARIO